

# Middle Market Loan Report April 2013

## **Economic Indicators**

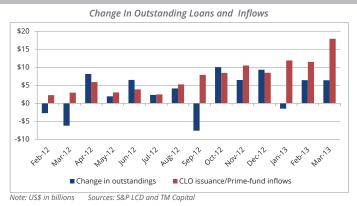
#### Benchmarks

Economic Indicators	March 2013	February 2013	Benchmarks	4/1/2013	Months Prior to 4/1/13			
					1 Month	3 Month	6 Month	12 Month
Consumer Price Index <sup>1</sup>	(0.2)	0.7	3 Month LIBOR	0.28%	0.29%	0.31%	0.36%	0.47%
Industrial Production <sup>2</sup>	99.5	98.8	Prime Rate	3.25%	3.25%	3.25%	3.25%	3.25%
Housing Starts	910,000	917,000	10-Year Treasury	1.86%	1.86%	1.86%	1.64%	2.22%
Initial Jobless Claims	335,680	388,442	S&P 500	1,562	1,518	1,462	1,444	1,419
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 $^{1}$  Represents seasonally-adjusted percentage change from preceding month  $^{2}$  2007 = 100

## Q1 2013 Update

## Loan demand continued to exceed supply by a meaningful margin in Q1 2013...

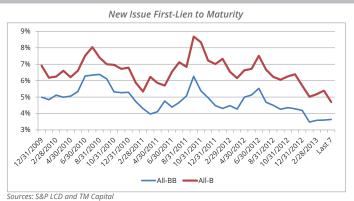


- Inflows reached highest levels since the second quarter of 2007
  - Loan mutual fund assets at \$12.7 billion as of March 28
  - CLO volume reached a post-credit-crunch high of \$26.3 billion
- M&A-related loan volume grew only slightly, to \$44.9 billion
  - Valuation gap exists despite availability of more leverage at lower cost
  - Companies have implemented cost cutting measures over the past five years; limiting "low hanging fruit" upsides
- Refinancings dominate new deal volume
  - Refi activity exploded to a record \$150 billion
  - $\circ$   $\qquad$  But each dollar refinanced creates zero "net" new supply
- Loans outstanding grew only \$11.3 billion vs. inflows of \$41.3 billion

#### New-Issue First-Lien Covenant-Lite Loan Volume \$120 60% \$100 50% \$80 40% 30% \$60 \$40 20% \$20 10% 0% \$0 2005 2006 2004 2007 2008 2009 2010 2011 2012 1/1 -1/1 -4/4/12 4/4/13 Volume —Percent Note: US\$ in billions Sources: S&P LCD and TM Capita

## ...terms and structures continue to strongly favor borrowers...

- Average debt multiples of middle-market loans up to 5.1x from 3.8x during 1Q12
- Cost of capital remains low in response to supply / demand imbalance
- The trend towards increasingly borrower friendly covenants continues
  - Covenant-lite loans accounted for 57% of new-issue institutional loan volume
  - Widening cushions ("covenant-light in drag")
- A rush of deals in late March contributed in the increase in dividend-related loan volume to \$16.8 billion



## ...opportunistic borrowers taking advantage of historic opportunity.

- High return opportunities to take advantage of the environment include:
  - Refinancing current balance sheet
  - Dividend recapitalization in lieu of sale of business
  - Strategic acquisitions
  - Growth projects
- We would welcome an opportunity to review current market conditions and discuss your current financing options

## Providing Middle Market Debt Financing Advisory Services on a Global Scale



Navigating the ever-changing financial landscape demands an independent advisor with the experience to develop and evaluate multiple structures and the relationships to drive successful transaction execution. To learn more, contact TM Capital's Leveraged Finance Team.

### **About TM Capital**

TM Capital Corp. is a partner-owned investment banking firm based in New York, Boston and Atlanta, which has completed over 250 transactions with a combined value in excess of \$13.5 billion. Since 1989, we have advised clients navigating a full range of critical transactions, including complex mergers, acquisitions, debt and equity financings, minority and majority recapitalizations, restructurings, and advisory services including takeover defense, fairness and solvency opinions, valuations, as well as litigation support. We have built deep industry expertise in key sectors and our team regularly publishes research highlighting current and emerging trends in targeted industries and markets. TM Capital is a member firm of M&A International Inc., the world's leading alliance of midmarket investment banks with over 600 M&A professionals in 40 countries. Members have closed over 1,300 transactions totaling more than \$75 billion in value over the past five years. For more information, visit www.tmcapital.com.

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