# **Experience Matters.**

Seasoned lenders. Innovative solutions.



As your team seeks to build a successful software company, having a capital provider that is familiar with your investment needs is paramount.

The Technology Finance Group at PNC Business Credit is a dependable lender that offers deep sector knowledge and reliable deal execution, both domestically and internationally.

We offer flexible debt solutions for sponsor-backed technology companies with recurring revenue streams.

#### Criteria

- Leverage is based on market position, defensibility of value proposition, key performance indicators and loan-to-value
- ARR: \$15M to \$200M+
- Path to Profitability or EBITDA+

#### **Primary sectors**

- ERP
- Vertical Software
- Infrastructure & Security
- Supply Chain Software
- Human Capital Management
- CRM & Marketing

- Communication & Collaboration
- Governance, Risk & Compliance
- Business Intelligence & Analytics
- Healthcare IT
- Education Technology
- Payments

#### **Transaction structures**

- Balance sheet holds \$10M-\$100M
- Underwritten structures for larger deals
- PNC-only, pro rata, Unitranche and 1L/2L
- Since inception, executed 75+ Uni deals; negotiated intercreditors with 15+ direct lenders
- Supports M&A, growth capital, recapitalizations and refinancings

# The Technology Finance Group at PNC Business Credit

12+

Years Software & SaaS Lending Experience

260+

**Platforms** 

230+

**Portfolio Upsizes** 

\$14B

**Capital Deployed** 

\$4.7B

**AUM Across Portfolio Companies** 

### Let's build your brilliant.



To learn more about how we can help, please contact us to get the deal done.

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# **Getting the Deal Done for Technology Companies**

The Technology Finance Group at PNC Business Credit has closed 72 transactions in the last 3 years, totaling over \$3.5 billion in financing.



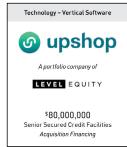
















































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