

# 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. With 10+ years of software and SaaS lending experience, 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.

## CRITERIA

- Leverage is based on market position, defensibility of value proposition, key performance indicators and loan-to-value.
- ARR: \$10MM to \$200MM+
- 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

## TRANSACTION STRUCTURES

- Balance sheet holds of \$10MM to \$100MM
- Underwritten structures for larger deals
- PNC-only, pro rata, Unitranche and 1L/2L
- Team has executed more than 75 Uni deals
- Negotiated intercreditors with 15+ direct lenders
- Supports M&A, growth capital, recapitalizations and refinancings

## PNC BUSINESS CREDIT TECHNOLOGY FINANCE\*

250+

New Platforms

210+

Portfolio Upsizes

\$14B

Total Capital Deployment  
(Since 2013)

\$4.7B

Current AUM Across  
Portfolio Companies

\*As of 12/31/2023.

### THE TECHNOLOGY FINANCE GROUP AT PNC BUSINESS CREDIT

Have a deal you would like to profile with one of our leading dealmakers? **Contact us to get started.**

#### The Technology Finance Group at PNC Business Credit

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## Getting the Deal Done for Technology Companies

The Technology Finance group at PNC Business Credit has closed 90 transactions in the last 3 years, totaling over \$3.7 billion in financing.

<p>Technology – Vertical Software</p>  <p>A portfolio company of <b>INSIGHT PARTNERS</b></p> <p>Recurring Revenue Growth Capital</p>	<p>Technology – Ed Tech</p>  <p>A portfolio company of <b>JMI EQUITY</b></p> <p>\$40,000,000 Recurring Revenue Acquisition Financing &amp; Growth Capital</p>	<p>Technology – Vertical Software</p>  <p>A portfolio company of <b>INSIGHT PARTNERS</b></p> <p>Revolver &amp; Term Loan Acquisition Financing</p>	<p>Technology – Vertical Software</p>  <p>A portfolio company of <b>STG</b></p> <p>Senior Secured Credit Facilities Recapitalization</p>	<p>Technology – Vertical Software</p>  <p>A portfolio company of <b>Battery</b></p> <p>Recurring Revenue Acquisition Financing</p>
<p>Technology – Human Capital Mgmt</p>  <p>A portfolio company of </p> <p>Recurring Revenue Acquisition Financing</p>	<p>Technology</p>  <p>A portfolio company of </p> <p>Recapitalization</p>	<p>Technology – Vertical Software</p>  <p>A portfolio company of <b>COVE HILL PARTNERS</b></p> <p>Recurring Revenue Recapitalization &amp; Working Capital</p>	<p>Technology – Vertical Software</p>  <p>A portfolio company of <b>Mainstay Partners</b></p> <p>Recurring Revenue General Refinancing</p>	<p>Technology – Vertical Software</p>  <p>A portfolio company of <b>LEAEDGE CAPITAL</b></p> <p>\$35,651,000 Recurring Revenue Acquisition Financing</p>
<p>Technology – Enterprise</p>  <p>A portfolio company of <b>COVE HILL PARTNERS</b></p> <p>Senior Secured Credit Facilities Working Capital</p>	<p>Technology – Healthcare IT</p>  <p>A portfolio company of <b>FTV CAPITAL</b></p> <p>\$30,000,000 Recurring Revenue General Refinance</p>	<p>Technology – Supply Chain Mgmt</p>  <p>A portfolio company of <b>STRATTAM CAPITAL</b></p> <p>Recurring Revenue Growth Capital</p>	<p>Technology – Enterprise</p>  <p>A portfolio company of <b>KKR</b></p> <p>\$131,960,000 Recurring Revenue General Refinancing</p>	<p>Technology – Ed Tech</p>  <p>A portfolio company of <b>Serent CAPITAL</b></p> <p>Recurring Revenue Acquisition Financing &amp; Working Capital</p>
<p>Technology – CRM &amp; Marketing</p>  <p>A portfolio company of <b>PERMIRA</b></p> <p>\$500MM+ Administrative Agent Senior Secured Credit Facilities General Refinancing &amp; Growth Capital</p>	<p>Technology – Infrastructure &amp; Security</p>  <p>A portfolio company of <b>THOMABRAVO</b></p> <p>Recurring Revenue Acquisition Financing</p>	<p>Technology – Healthcare IT</p>  <p>A portfolio company of <b>LONEVIEW CAPITAL</b></p> <p>Recurring Revenue Acquisition Financing</p>	<p>Technology – Enterprise</p>  <p>A portfolio company of <b>CVC Capital Partners</b></p> <p>\$80,000,000 Senior Secured Credit Facilities Acquisition Financing</p>	<p>Technology – Infrastructure &amp; Security</p>  <p>A portfolio company of <b>INSIGHT PARTNERS</b></p> <p>Administrative Agent &amp; Joint Lead Arranger Recurring Revenue General Refinancing</p>
<p>Technology – Vertical Software</p>  <p>A portfolio company of <b>LEVEL EQUITY</b></p> <p>\$45,000,000 Senior Secured Credit Facilities Acquisition Financing</p>	<p>Technology – Vertical Software</p>  <p>A portfolio company of <b>SPECTRUM EQUITY</b></p> <p>\$25,000,000 Senior Secured Credit Facilities General Refinancing &amp; Working Capital</p>	<p>Technology – Human Capital Mgmt</p>  <p>A portfolio company of <b>LLR Partners</b></p> <p>\$47,500,000 Revolver &amp; Term Loan Acquisition Financing</p>	<p>Technology – Compliance Solutions</p>  <p>A portfolio company of <b>RESURGENS</b></p> <p>Senior Secured Credit Facilities Acquisition Financing</p>	<p>Technology – Data &amp; Analytics</p>  <p>A portfolio company of <b>AKKR</b></p> <p>Recurring Revenue Acquisition Financing</p>

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