

# Direct Lending: Anticipated technology trends in 2022-23

We surveyed UK & US capital market executives on anticipated technology trends in direct lending – this is what we've learnt

## A dramatic rise in self-service technology anticipated over the next 18 months in the loan agency space

**3 out of 4**

market professionals see the adoption of self-service technology increasing



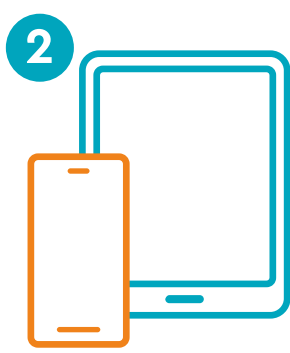
**10%** expect a dramatic increase in the adoption of self-service technology

## Commercial understanding trumps technology when selecting a service provider

Top 3 factors when selecting a loan agency provider:



Commercial understanding



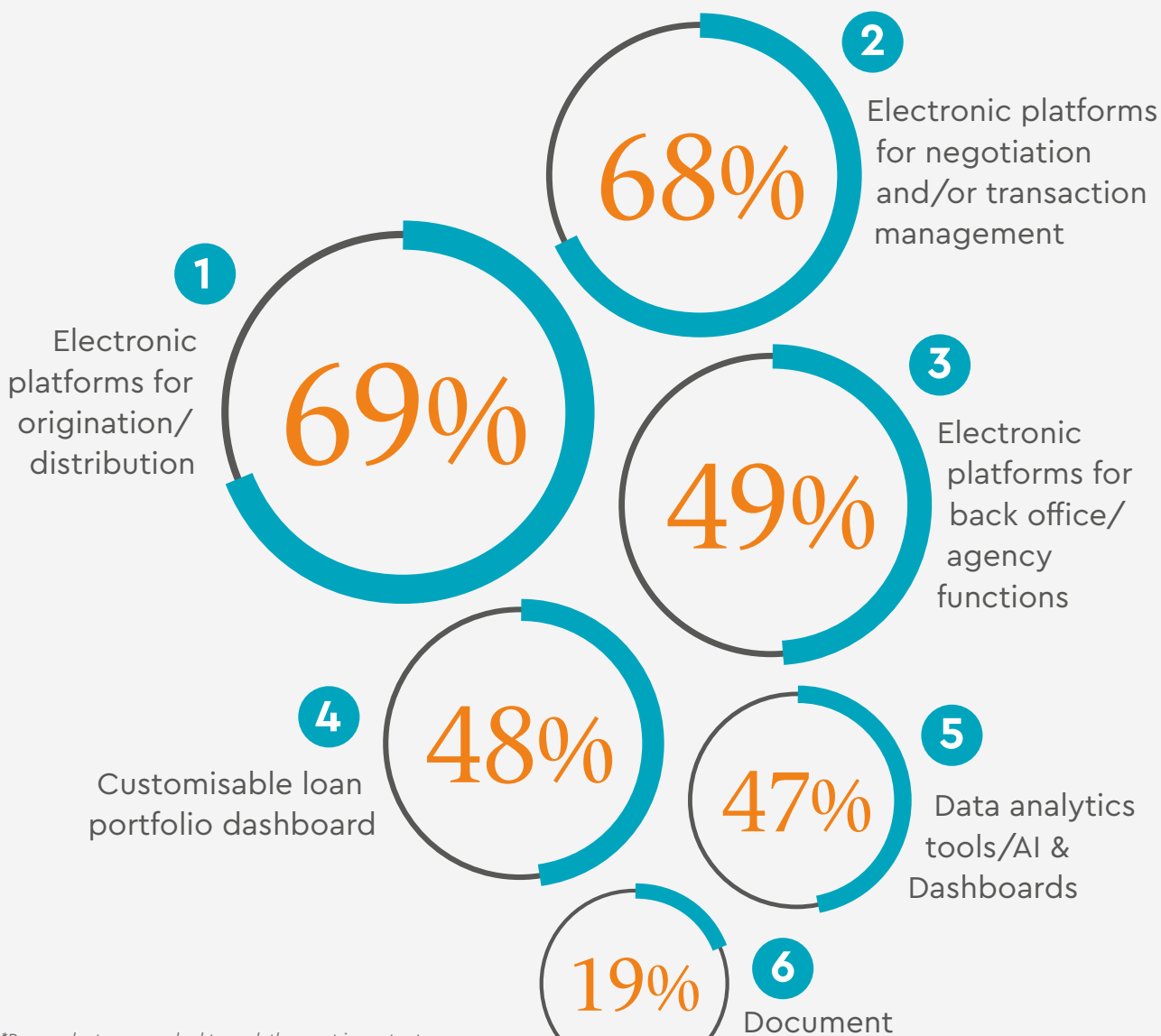
Technology platform



Reporting and analytics

Technology is important, but it does not replace commercial understanding and trumps pricing and ESG considerations.

## What are the most important features in direct lending platforms?\*



\*Respondents were asked to rank the most important features in self-service direct lending platforms

### About the study

Ocorian commissioned independent research company PureProfile to interview 100 senior executives working in capital markets and the direct lending market in the US and the UK during August 2022.

### About Ocorian Capital Markets

Our expert loan agency team have decades of managing debt market transactions on behalf of debt funds, private equity sponsors, banks and insurance companies. We harness our expertise and leading loan software platform to manage the administration of even the most complex of loan portfolios, leaving you free to focus on the work that matters.

## Contact us

For more information get in touch with our key contacts below.



**Hugo Smyth**  
Head of Business Development – UK & Europe Capital Markets  
E [Hugo.Smyth@ocorian.com](mailto:Hugo.Smyth@ocorian.com)



**Ashish Prabhakar**  
Head of Business Development – US Capital Markets  
E [Ashish.Prabhakar@ocorian.com](mailto:Ashish.Prabhakar@ocorian.com)

@ [GlobalCapitalMarkets@ocorian.com](mailto:GlobalCapitalMarkets@ocorian.com)

<https://www.linkedin.com/company/ocorian/>

<https://twitter.com/Ocorian>

<https://www.ocorian.com/>