



Deal Origination Benchmark Report

2017 Summary Stats



2017 Summary Stats*

Table 1 – All PE Firms & Peer Groups

Market Coverage	Median	Max	Min	Top Quartile
All PE Firms				
All Intermediaries ¹	16.6%	50.0%	2.8%	27.1%
Boutique Intermediaries ²	9.6%	42.1%	0.8%	16.7%
Most Active Intermediaries ³	18.5%	57.2%	1.0%	31.5%
Peer Groups				
Deal Size only ⁴				
Upper Market (250+ MM EV deals only)	30.1%	50.0%	8.4%	40.0%
Lower Market (10-50 MM EV deals only)	7.8%	21.6%	2.8%	12.2%
Middle Market by Industry Focus ⁵				
Generalist	31.1%	37.1%	3.5%	31.7%
Quasi-Generalist	25.4%	48.7%	8.0%	29.6%
Sector Focused	28.6%	46.9%	11.6%	38.8%
Lower Middle Market by Industry Focus ⁶				
Generalist	11.5%	33.7%	6.3%	19.6%
Quasi-Generalist	12.5%	22.6%	3.1%	16.7%
Sector Focused	14.6%	25.8%	7.8%	17.9%

Foot Notes

* As of June 2017, based on SPS' 130 clients that qualified for the annual Deal Origination Benchmark Report (DOBR).

¹ Percentage of completed deals with a PE buyer and sell-side advisor in relevant size ranges and sectors, that were reviewed by a PE firm.

² Mkt Cov of transactions in a PE firm's target market represented by sell-side advisors closing only 1-2 deals per year to a PE buyer.

³ Mkt Cov of transactions in a PE firm's target market represented by sell-side advisors closing 3 or more deals per year to a PE buyer.

⁴ Groups defined solely by a PE firm's target deal size range.

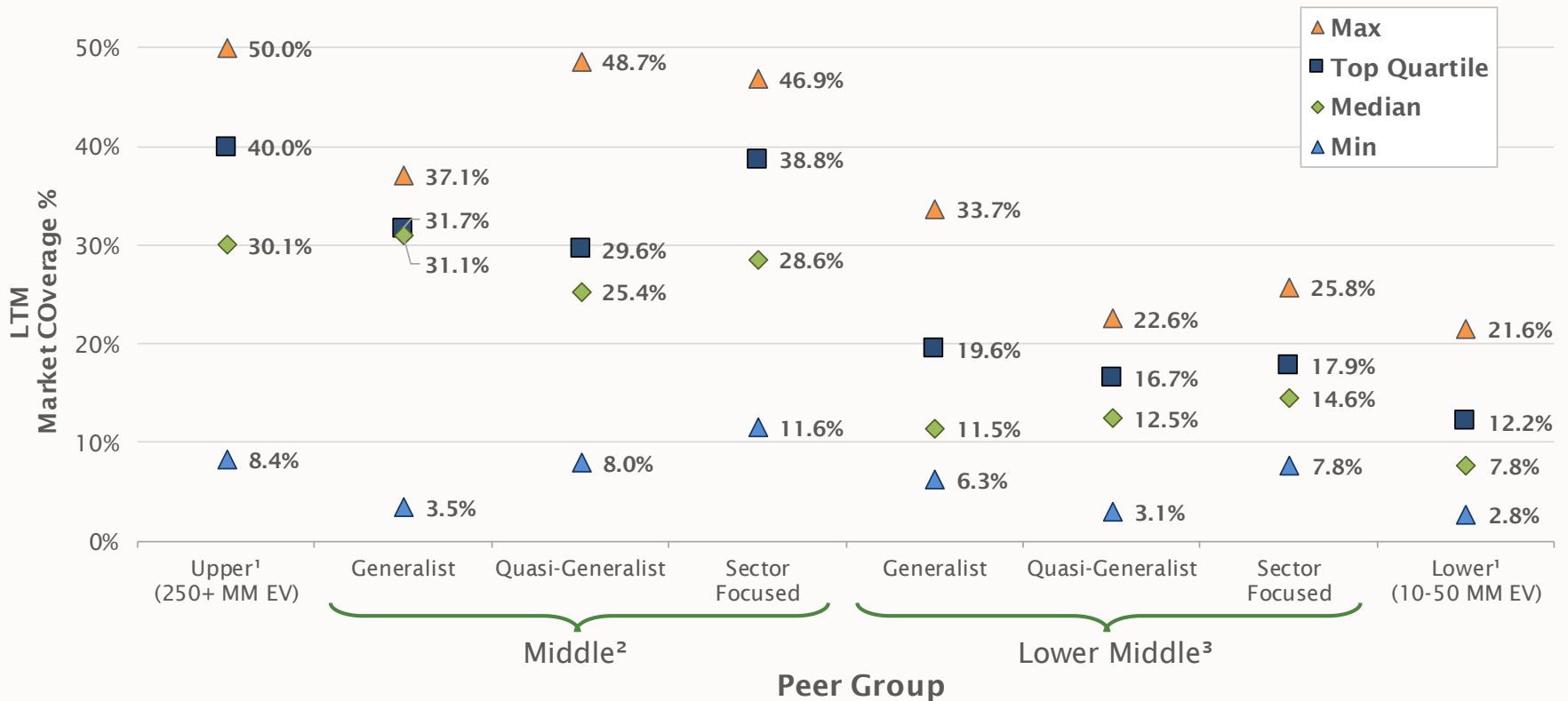
⁵ Groups that invest in various deal size ranges excluding 10-50 MM EV, further segmented by degree of industry focus.

⁶ Groups that invest in various deal size ranges including 10-50 MM EV, further segmented by degree of industry focus.



2017 Summary Stats*

Chart 1 – Market Coverage by Peer Group



Foot Notes

- * As of June 2017, based on SPS' 130 clients that qualified for the annual Deal Origination Benchmark Report (DOBR).
- ¹ Groups defined solely by a PE firm's target deal size range.
- ² Groups that invest in various deal size ranges excluding 10-50 MM EV, further segmented by degree of industry focus.
- ³ Groups that invest in various deal size ranges including 10-50 MM EV, further segmented by degree of industry focus.



Deal
Origination
Benchmark
Report

2017 Summary Stats

Disclaimer

Sutton Place Strategies (“SPS”) analysis and reports are not intended to be used as a complete source of information on any particular company or trend in the industry. SPS accepts no liability in contract, negligence or otherwise for any error or omission in the information, data, or analysis provided by SPS.

SPS does not make any representations, warranties or covenants of any kind, express or implied, and shall have no responsibility or liability for the business or other decisions based upon the use of SPS’s reports or the results obtained from the use of information and reports provided by SPS, or the analysis or interpretation of content or data used in connection with, resulting from or derived from the use of information or reports provided by SPS.

Contact

Sutton Place Strategies

757 Third Avenue, 20th Floor, New York, NY 10017

(212) 376-6129

www.suttonplacestrategies.com