



PRIVATE EQUITY CAREER NEWS

PE Webinar: Sourcing Strategies from 'Best in Class' Originators

Featured Speakers:

Nadim Malik, Founder and CEO, Sutton Place Strategies

Heather Madland, Principal-Business Development, Huron Capital

David Ramazetti, Managing Director, Vector Capital

Sam Valenzisi, Managing Director, Lincoln International

Moderator: David M. Toll, Publisher, *Private Equity Career News*



Private Equity Career News



Heather Madland

Principal-Biz Dev
Huron Capital



David Ramazetti

Managing Director
Vector Capital



Sam Valenzisi

Managing Director
Lincoln International



Nadim Malik

Founder & CEO
Sutton Place Strategies

Sourcing Strategies for Uncertain Times from 'Best in Class' Deal Originators

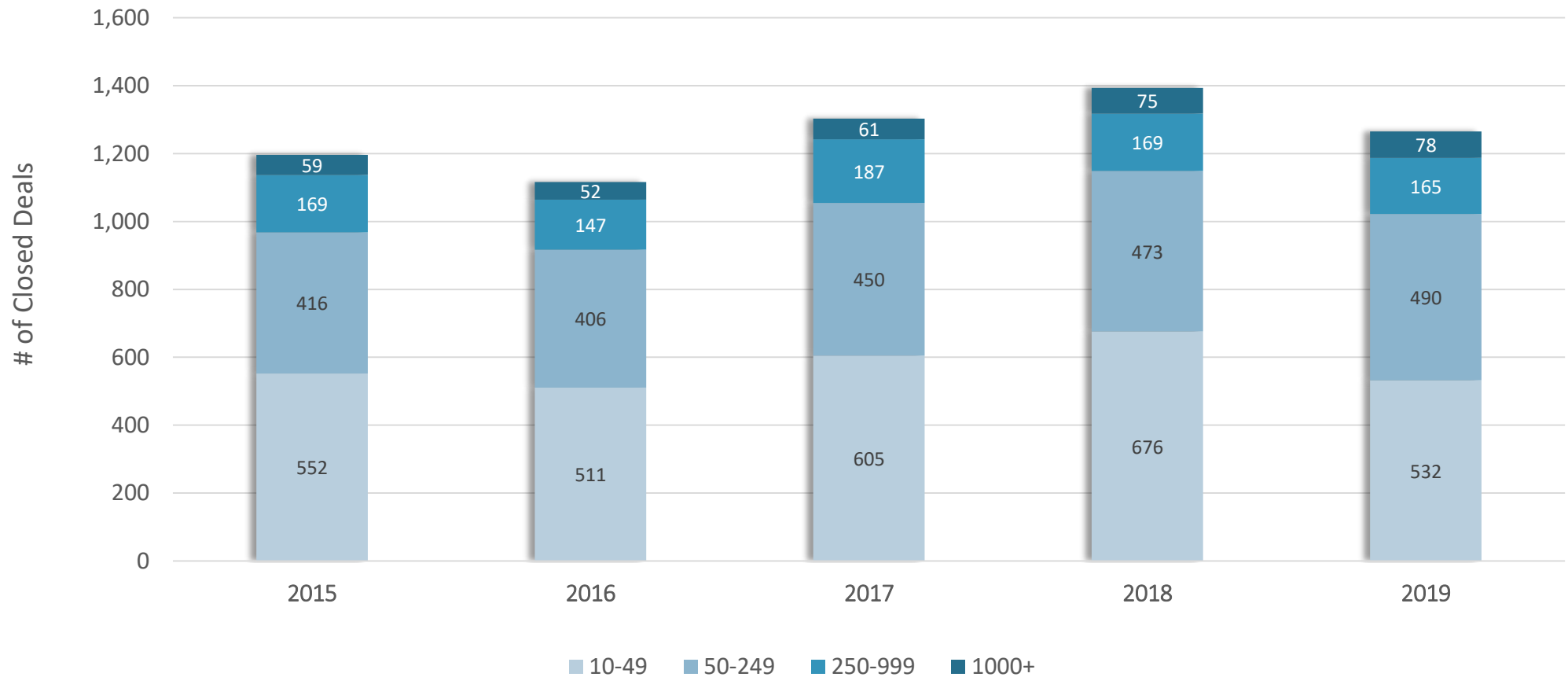
Thursday, April 16, 11AM to 12:30PM ET

Find out how top originators are adapting to rapidly changing market conditions, and ensuring they continue to see a high percentage of relevant transactions.



State of the Market – PE Activity

Sponsor Buyouts by Deal Size (EV MM)



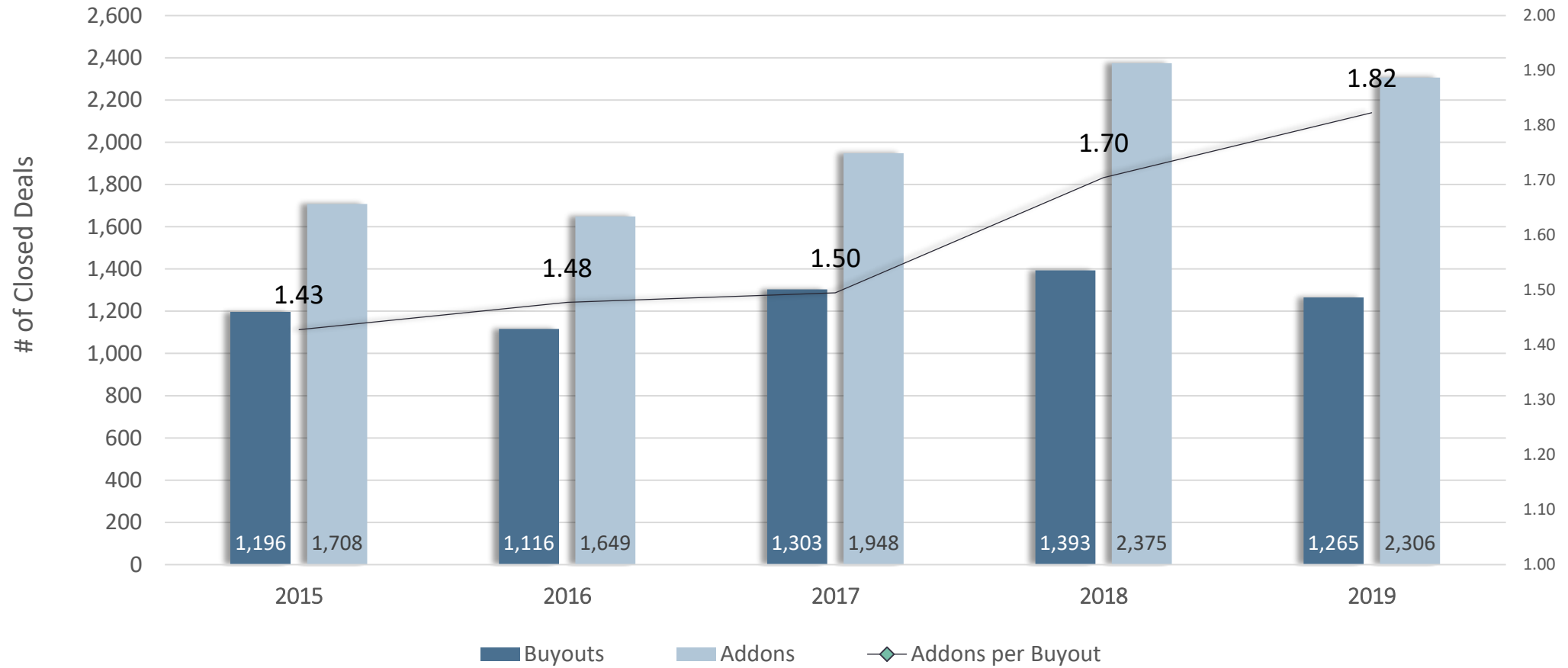
Footnotes:

1: New platforms, all industries, 10+ MM EV, based in North America, with private equity buyers



State of the Market – PE Activity

Buyouts vs Addons



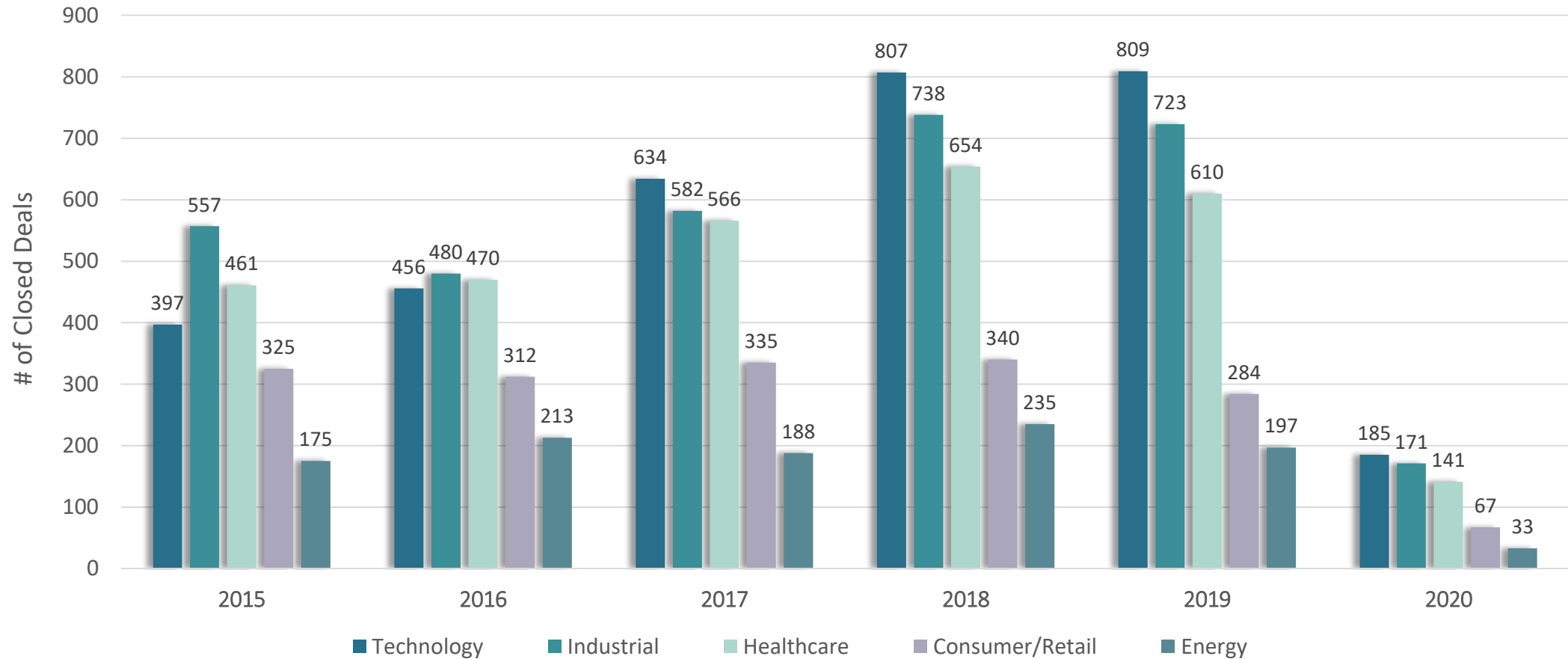
Footnotes:

1: New platforms and addons, all industries, 10+ MM EV, based in North America, with private equity buyers



State of the Market – PE Activity

Industry Breakdown



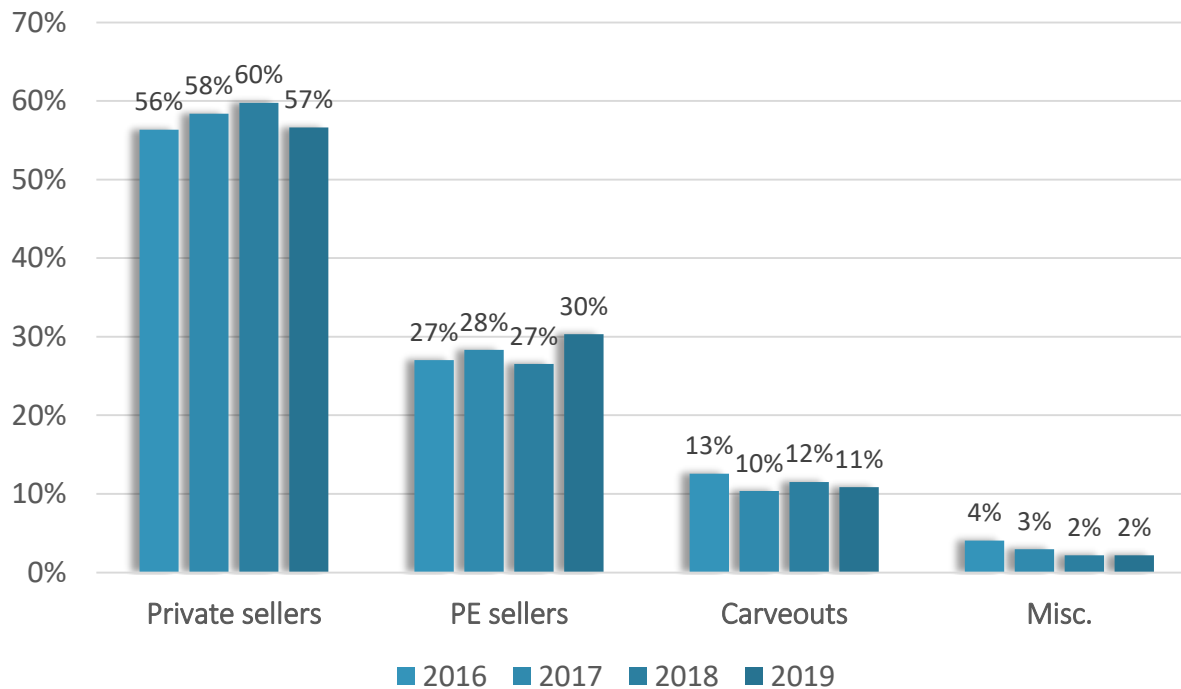
Footnotes:

1: New platforms and add-ons, all industries, 10+ MM EV, based in North America, with private equity buyers

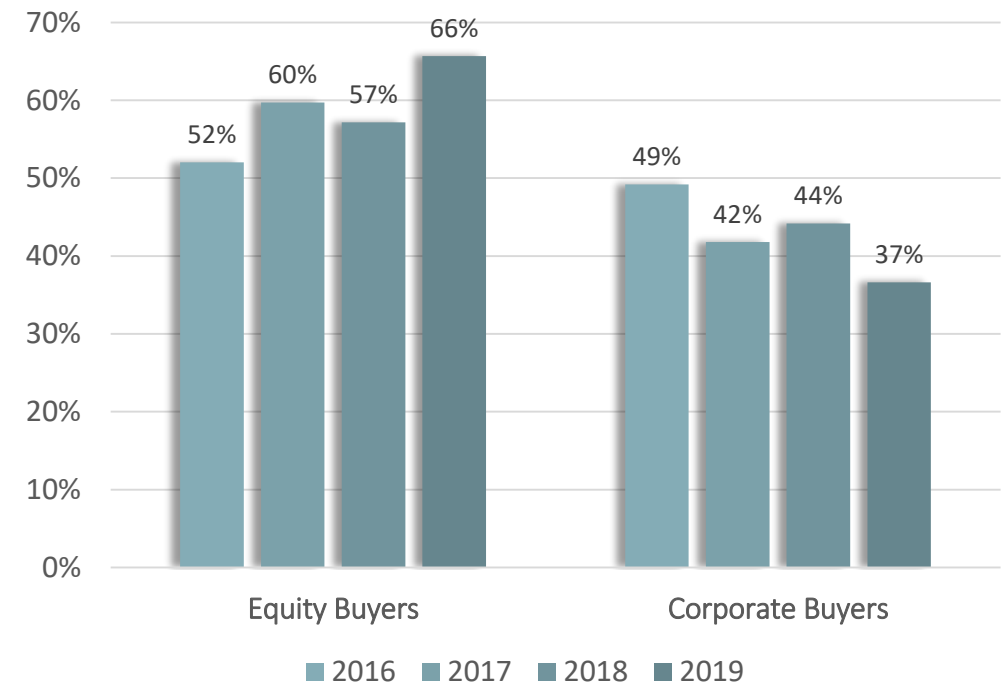


State of the Market – PE Activity

Sponsor Buyouts by Seller Type¹



Sponsor Exits by Buyer Type²



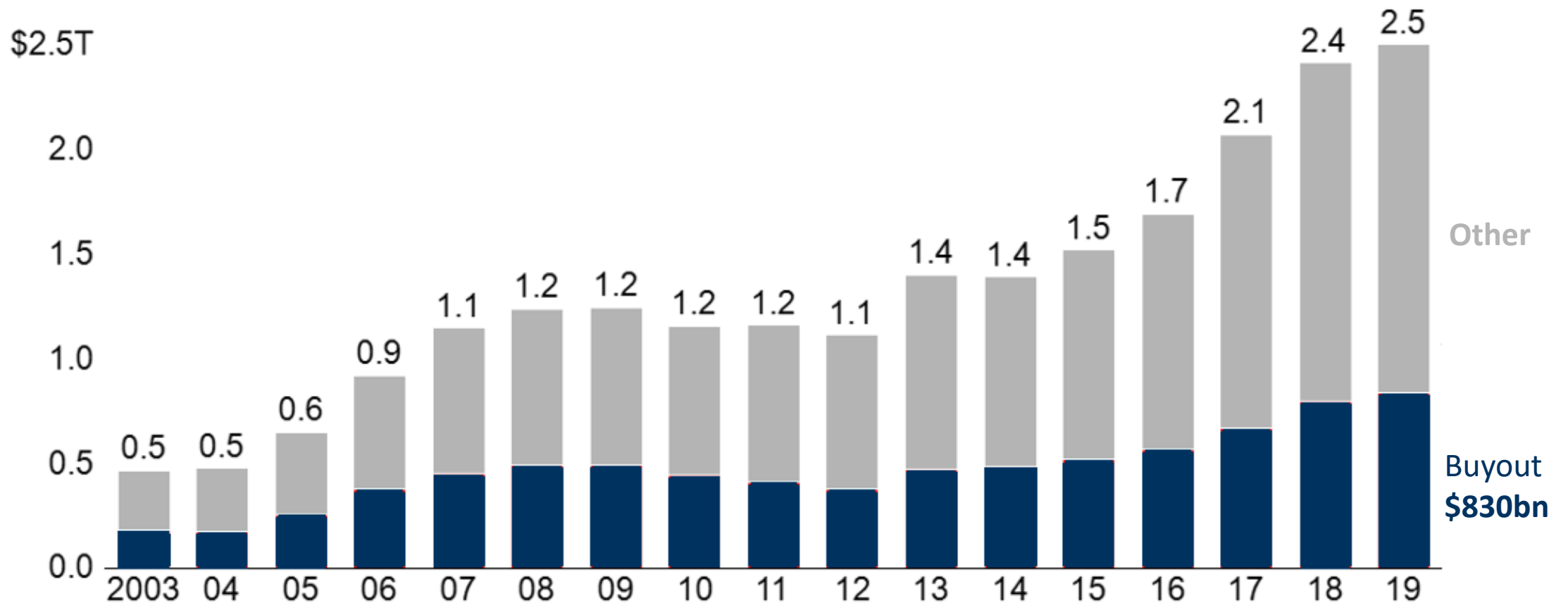
Footnotes:

1: New platforms, all industries, 10+ MM EV, based in North America, with private equity buyers

2: New platforms and add-ons, all industries, 10+ MM EV, based in North America, with private equity sellers



State of the Market – PE Dry Powder



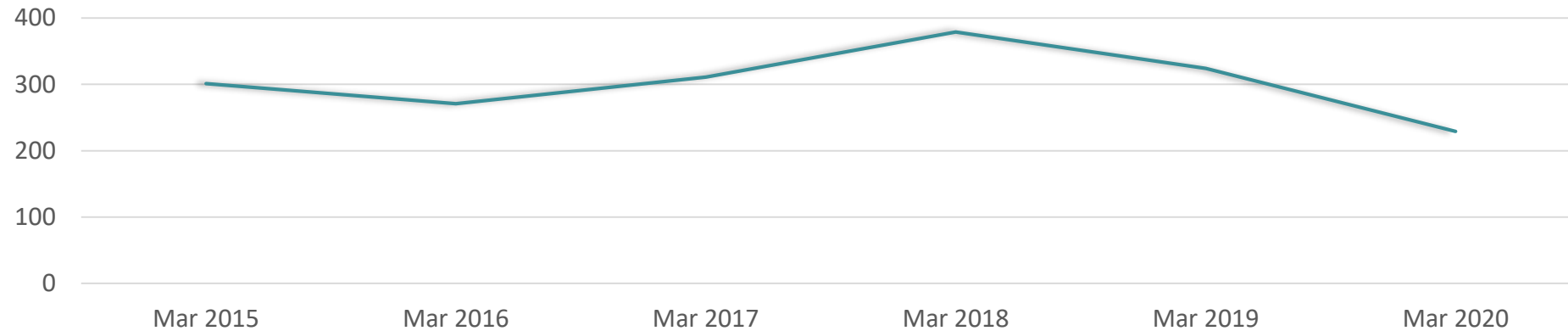
Footnotes:

1: Used with permission from Bain & Co., includes data from Prequin

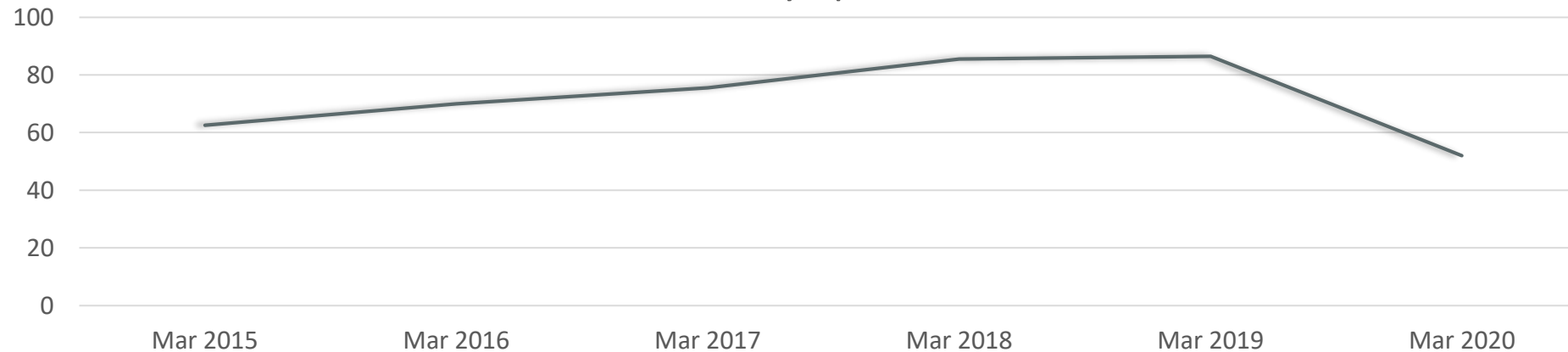


State of the Market – Impact of Covid19

PE Deals Closed in March, YoY



Median Deals Sourced by Sponsors in March, YOY



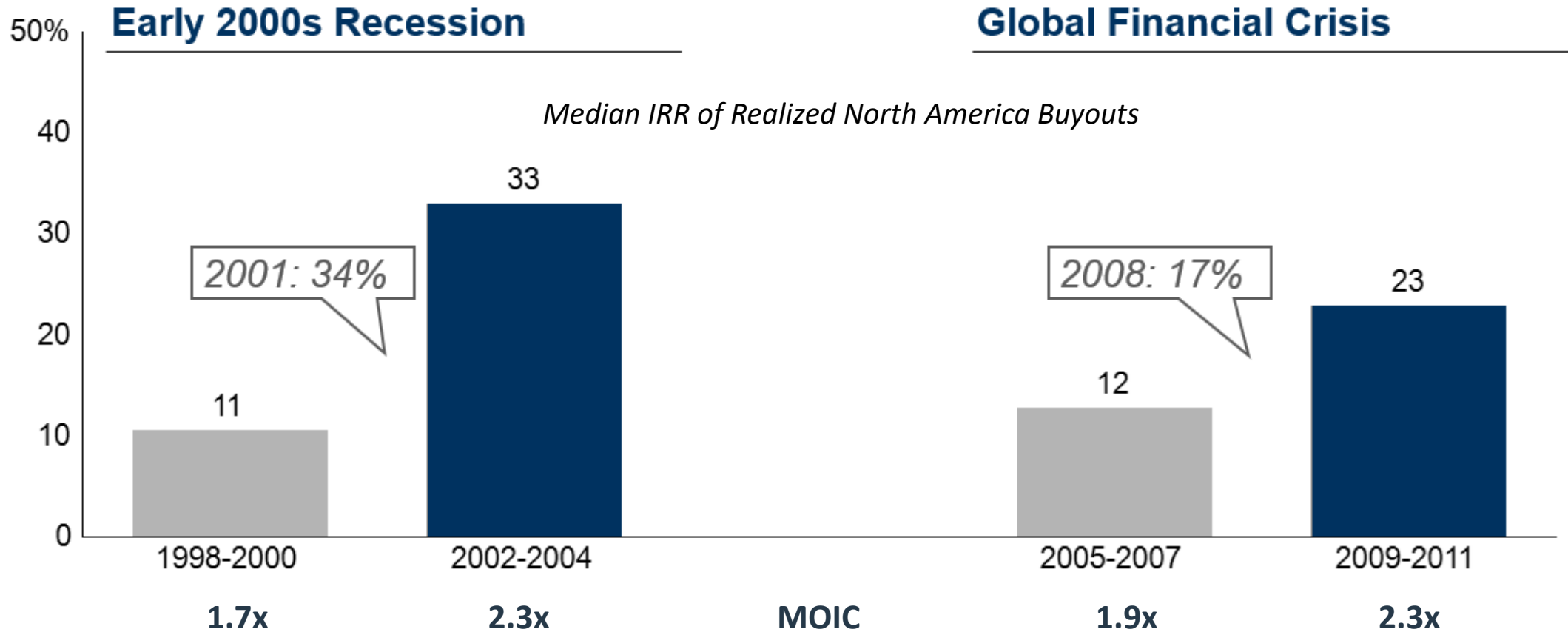
Footnotes:

1: All deal types, all industries, 10+ MM EV, based in North America, with private equity buyers

2: Median # of deals originated in the month of March, by a consistent sample of generalist private equity buyers



State of the Market – Previous Recessions

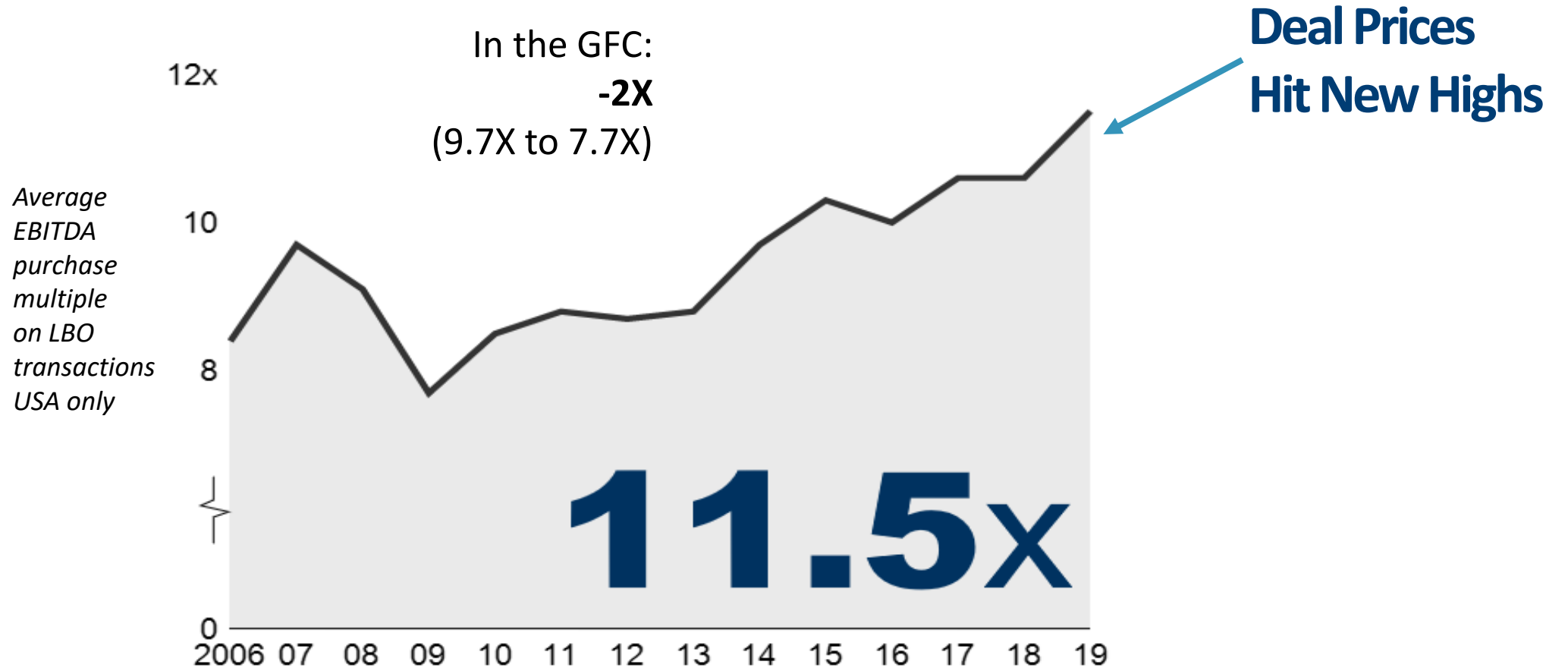


Footnotes:

1: Used with permission from Bain & Co., includes data from CEPRES



State of the Market – PE Multiples

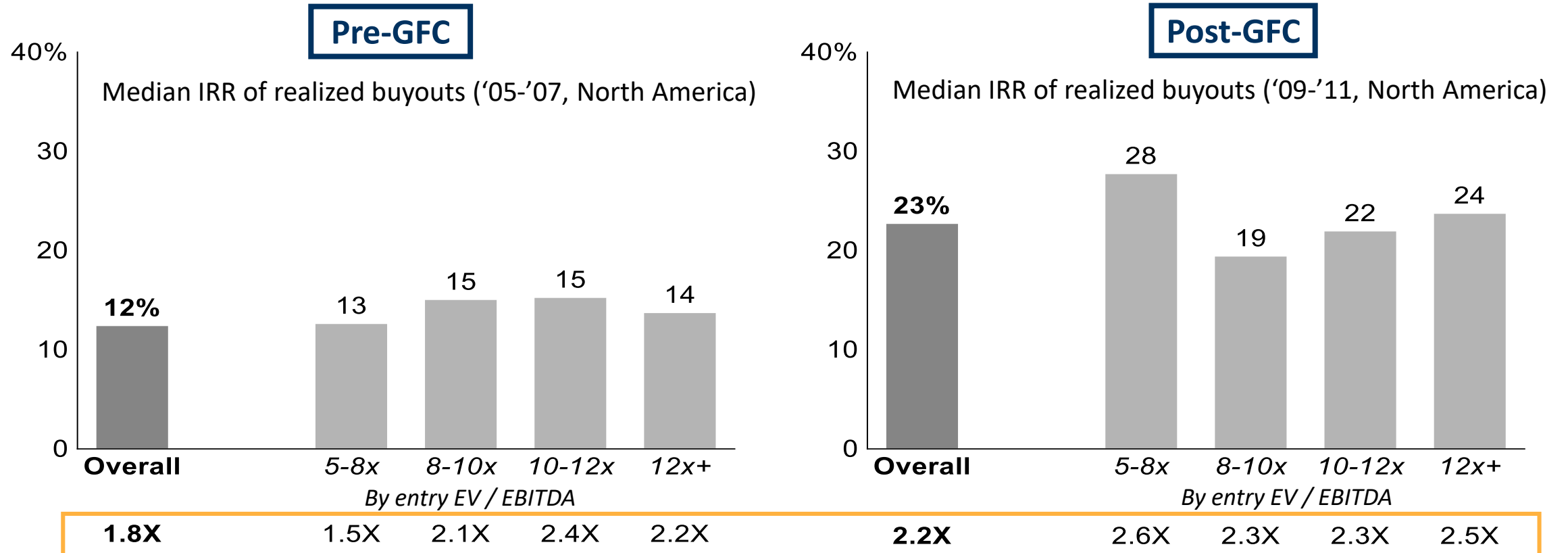


Footnotes:

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State of the Market – Previous Recessions



Footnotes:

1: Used with permission from Bain & Co., includes data from CEPRES



Deal Sourcing During this Unprecedented Time

Sourcing Protips:

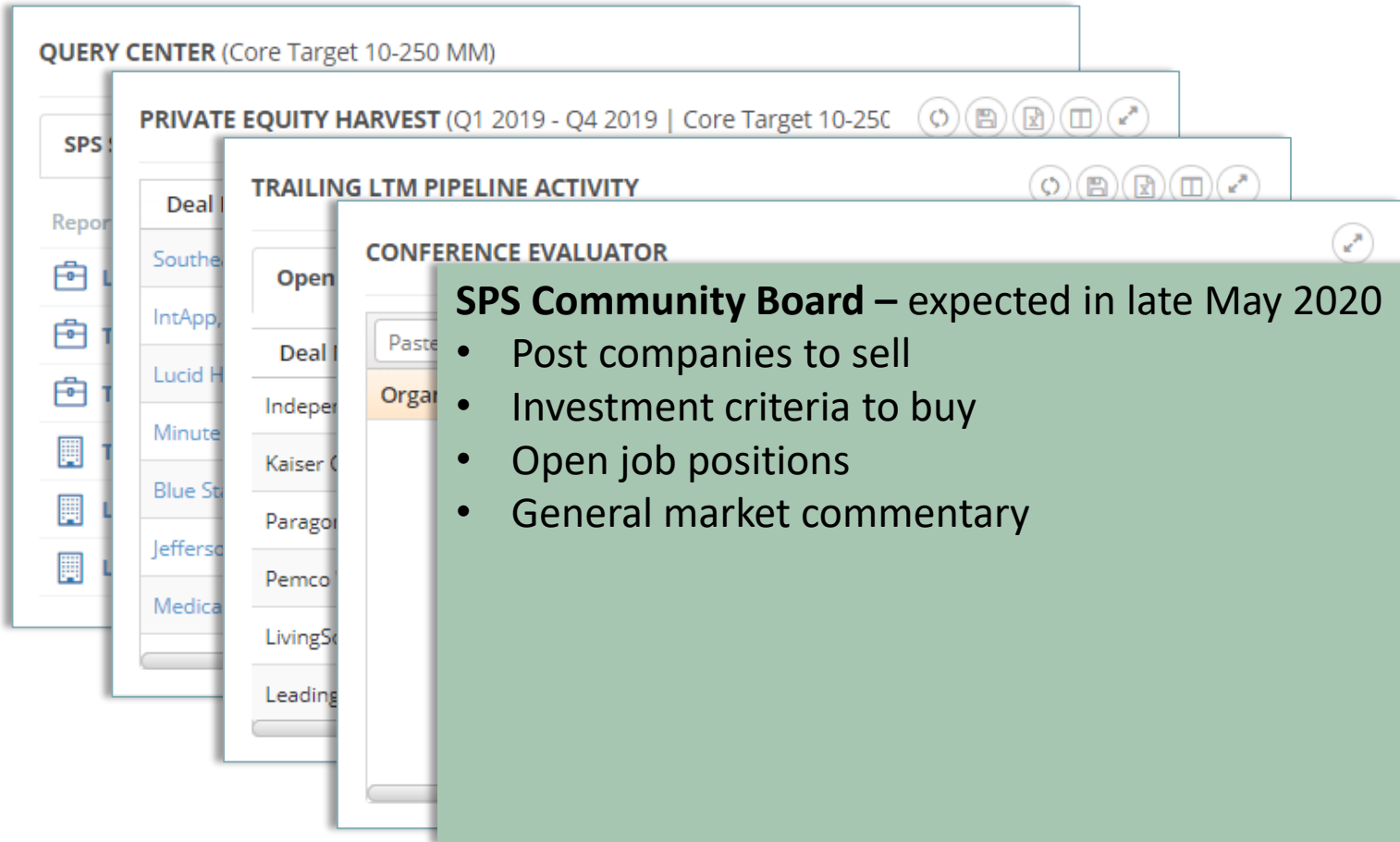
- Mine your pipeline for stale/broken processes
- Look for discounted add-ons to shore up your portfolio
- Explore new industry niches to surface time-sensitive opportunities
- Schedule every meeting you would have had at Intergrowth as a call in the next month
- Identify and reach out to advisors focused on turnarounds relevant to your market

Spring Cleaning:

- Identify newly active intermediaries relevant to your deal criteria
- Prioritize relationships by deals sourced/closed/missed and re-tier accordingly
- Contact info will go stale – is SPS integrated with your CRM?
- Strategize travel planning for when people are back on the road
- Identify active portfolio companies at fellow sponsors that may be coming up for sale



Preparing for Opportunity Ahead: Product Roadmap – Dashboard Renovation

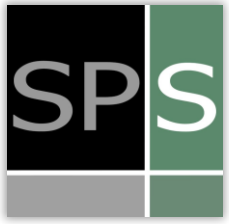


SPS Community Board – expected in late May 2020

- Post companies to sell
- Investment criteria to buy
- Open job positions
- General market commentary

Available late **April 2020**

- Five new tiles for applying SPS best practices with as few clicks as possible
- Dynamic layout – users choose which tiles appear and where (8 total)
- Choose multiple report periods, directing each tile from one location



Product Roadmap – Data Access Expansion

“One-size-fits-all” usually doesn’t fit anyone that well...

Planned for **July 2020**, each SPS client will be able to choose what company types (PE, Lender, Law Firm, etc.) are available across the entire SPS Platform:

- Included in **QuickSearch**
- Exportable profiles
- Linked to **SPS Alerts**
- Backfilled transaction history

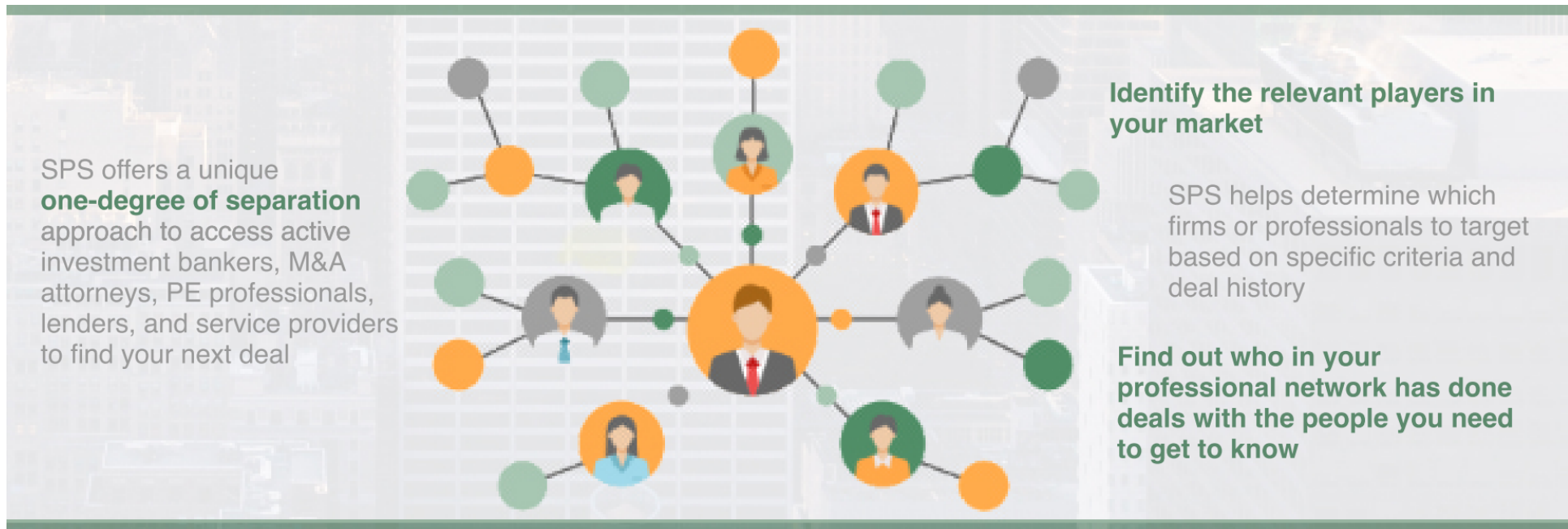
New Use cases:

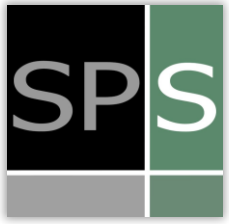
- Need to search for **lenders** in a new industry niche?
- Curious which **lawyers** specialize on distressed deals?
- Want to see what a competitor’s **sponsor** profile looks like?



Product Roadmap – 1 Degree Networking tool

Available July 2020





Presentation Materials Disclaimer & Usage

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