



PRIVATE EQUITY CAREER NEWS

PE Webinar: Deal Sourcing Tactics and Opportunities in a Shifting M&A Market

Featured Speakers:

Nadim Malik, Founder and CEO, Sutton Place Strategies

David Clark, Managing Director-Head of Financial Sponsors Group, Raymond James

Scott Erickson, Principal-Head of Business Development, Aurora Capital Partners

Jeremy Knox, Senior Investment Director, Schroder Adveq

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



Do's and Don'ts, GP responses to LPs on Deal Sourcing

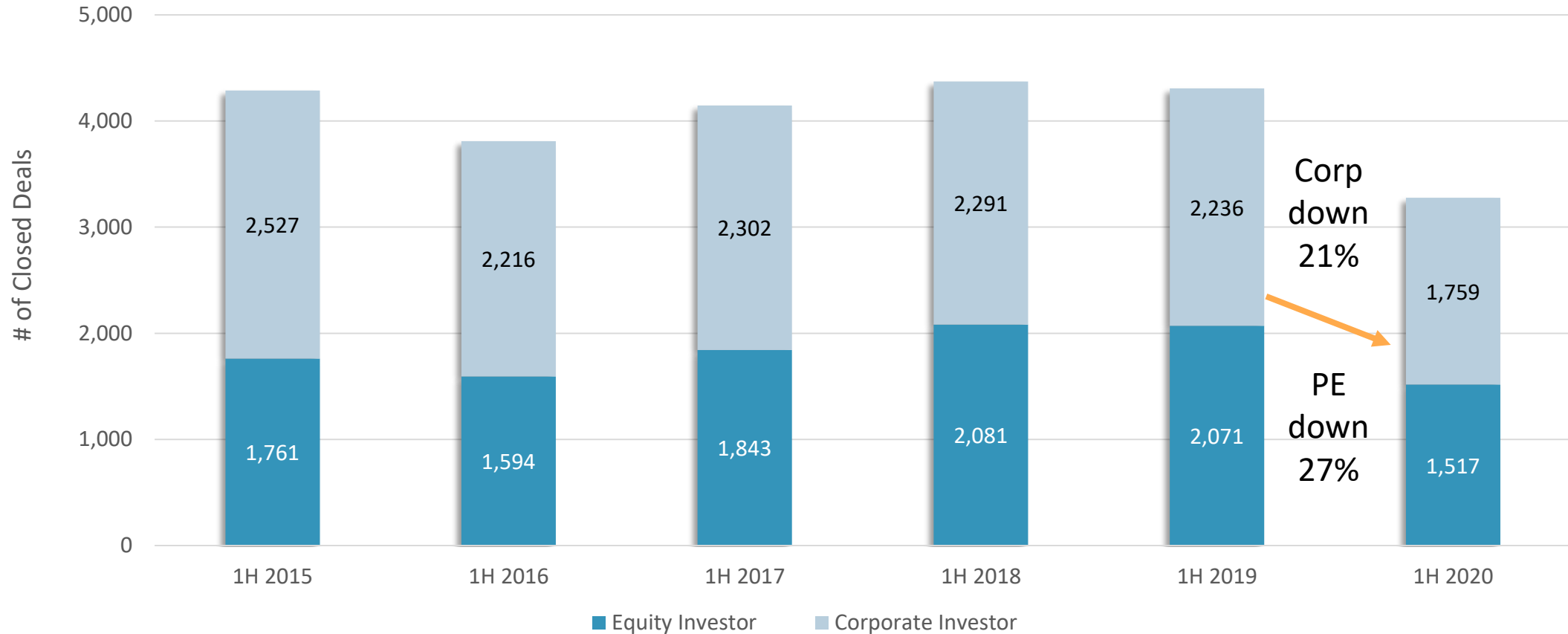
- “We Just Know”
- “We see every relevant deal in the market”
- “We only source proprietary deals”
- “We’ve been doing this for 20 years”
- “Our process enables unique value-add”

5 Extreme	
4 High	
3 Considerable	
2 Moderate	
1 Low	



State of the Market – PE and Corp M&A Activity

M&A Deal Volume by Investor Type - 1H YoY



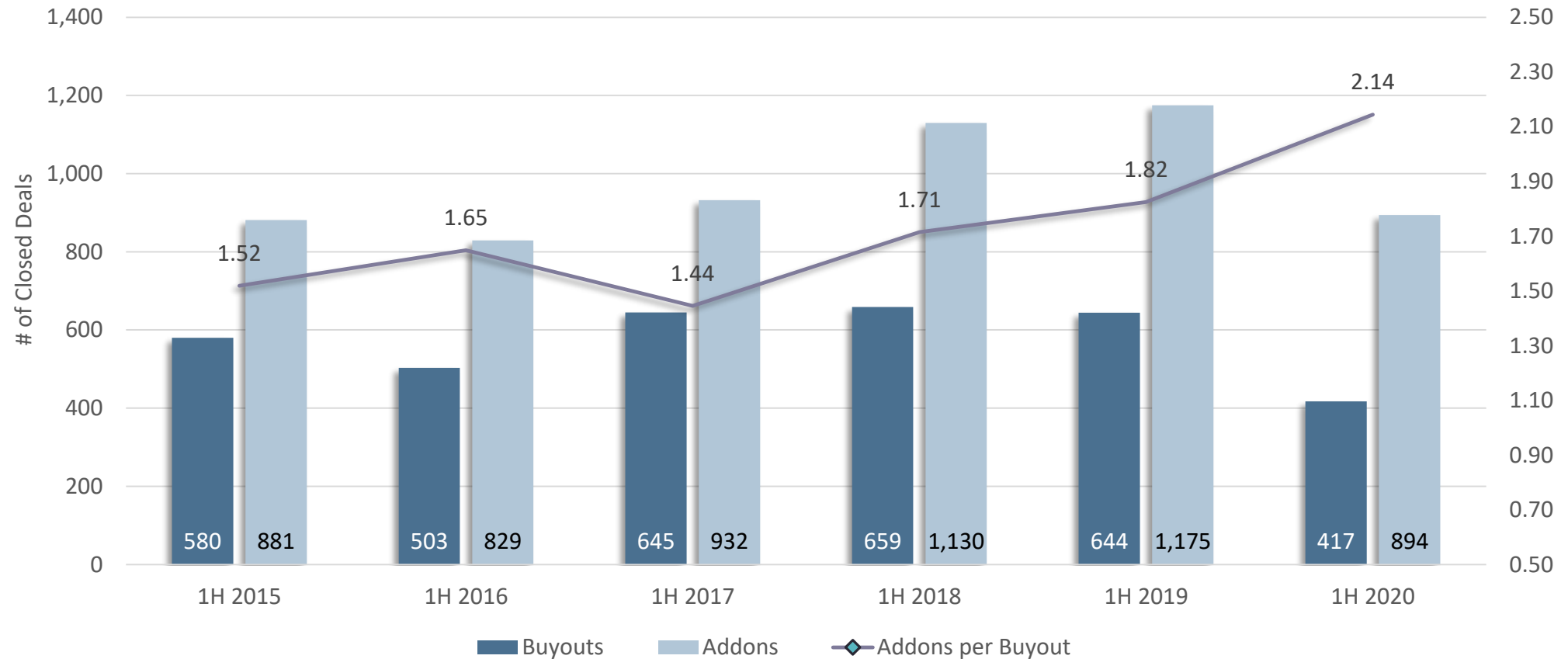
Footnotes:

1: Closed deals across all industries, 10+ MM EV, based in North America, with private equity or strategic investors



State of the Market – PE Activity

Sponsor Buyouts vs Addons



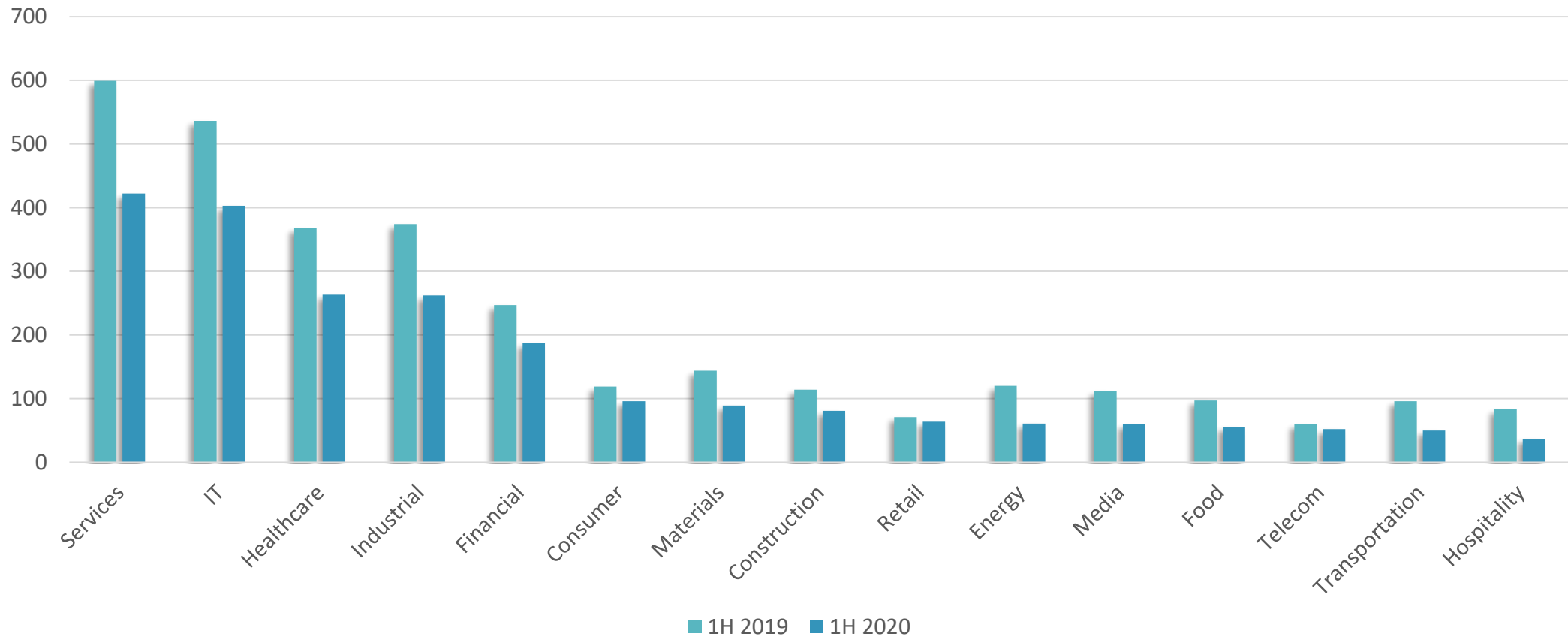
Footnotes:

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



State of the Market – PE Activity

Sponsor Activity by Industry – 1h 2019 vs 1H 2020



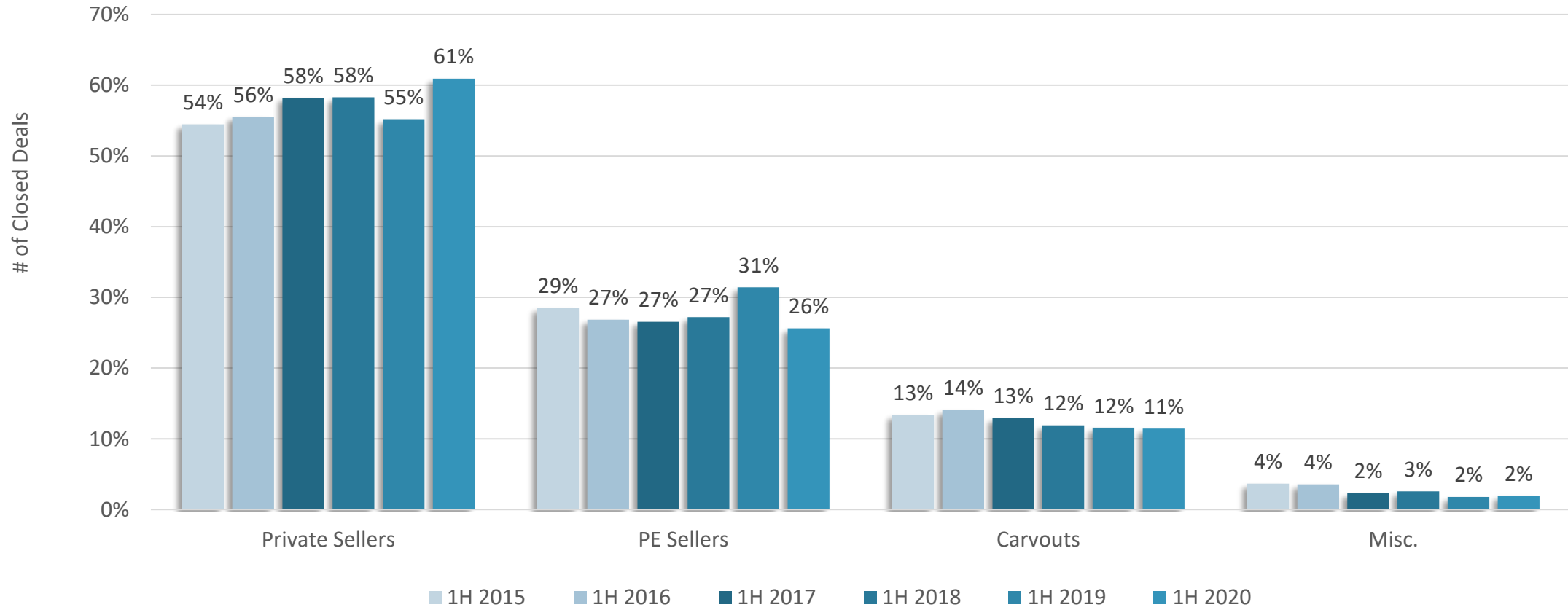
Footnotes:

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 Type



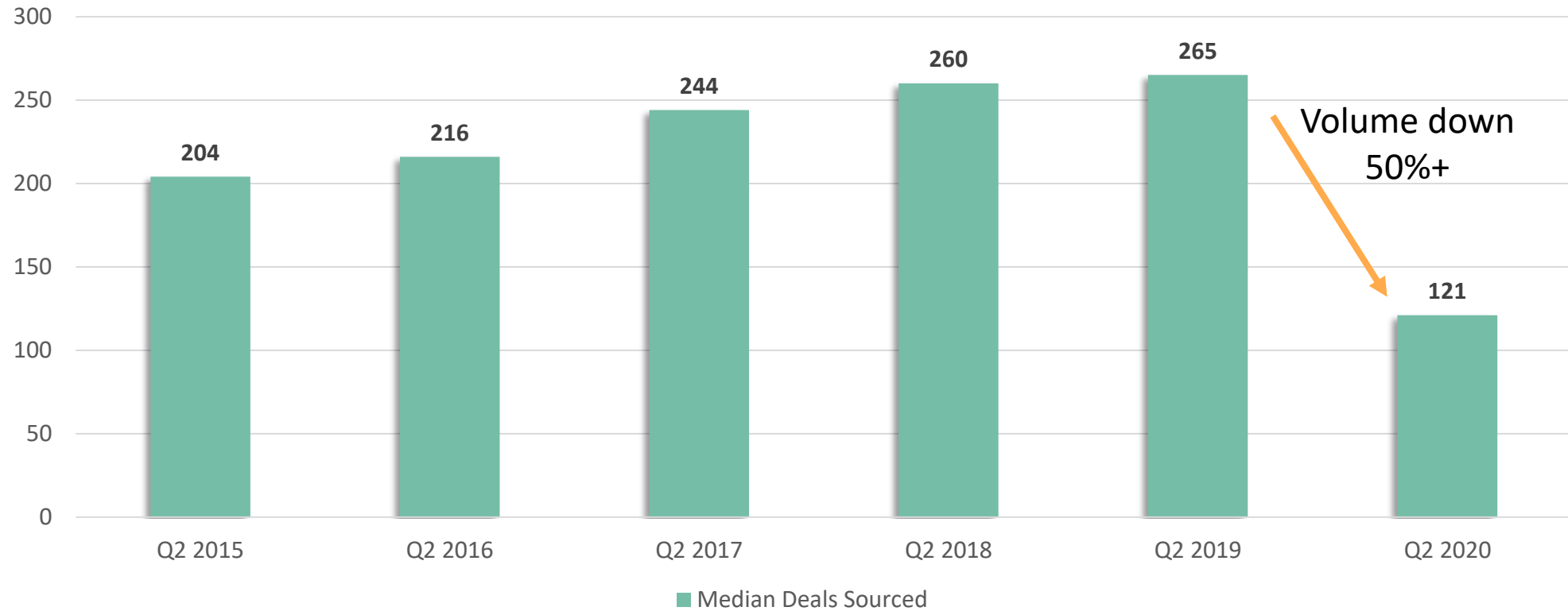
Footnotes:

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



State of the Market – Impact of Covid19

Median Deals Sourced

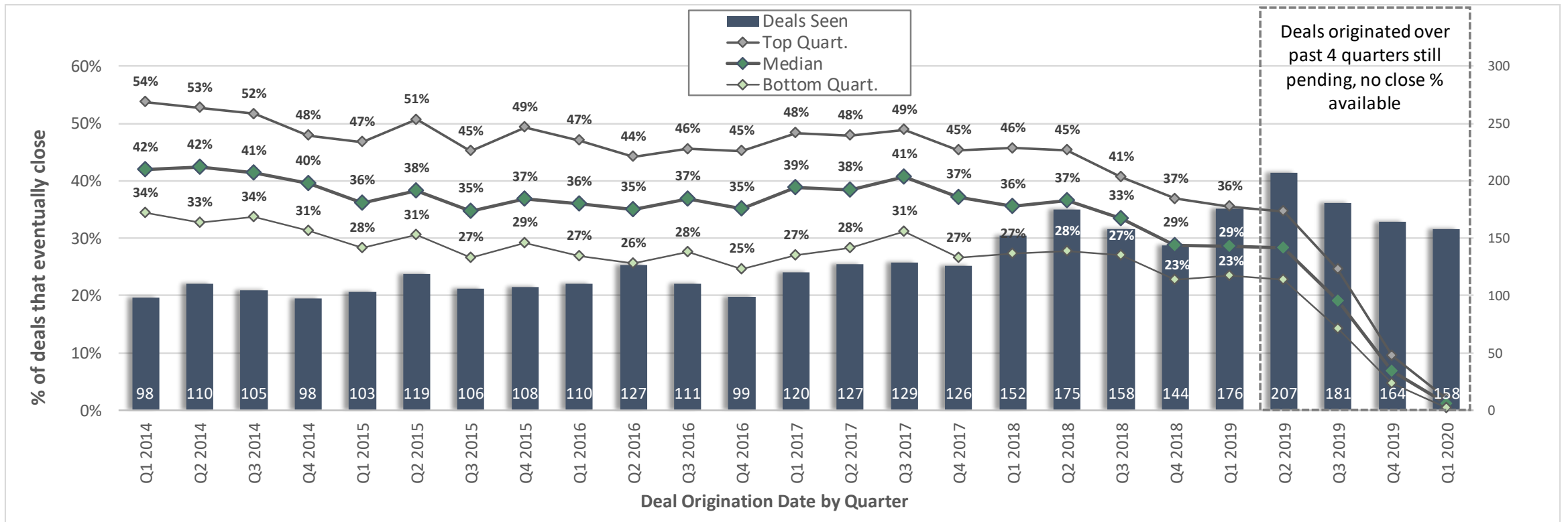


Footnotes:

1: Median # of deals originated in Q2, by a consistent sample of generalist private equity buyers



PE Deals Seen vs. Percentage Closed





821 active intermediaries in 2019

69% closed 3 or less deals



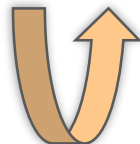
115~ firms sold a business for the first time in 2019

- 20%+ closed 2 or more deals in their first year!



300+ firms active in 2018 were NOT active in 2019

- Due to firms doing one-off deals, I-bank consolidation, out of business



415~ firms – potential relationship churn, each year

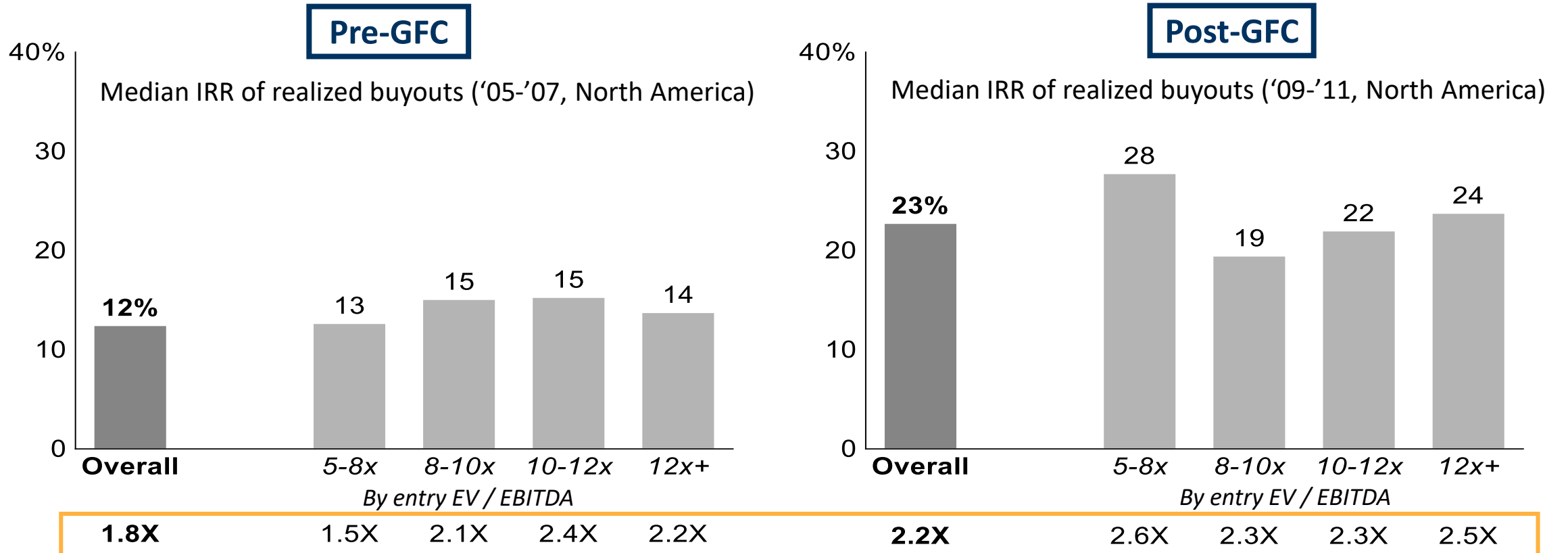
- How do you currently identify new firms and filter out inactive ones?

Top Firms for Sponsor

Buyouts	City	State
Houlihan Lokey	Los Angeles	CA
Robert W. Baird	Milwaukee	WI
Lincoln International	Chicago	IL
William Blair & Co.	Chicago	IL
Harris Williams	Richmond	VA
Jefferies & Co.	New York	NY
Raymond James	St. Petersburg	FL
Goldman Sachs	New York	NY
Piper Sandler Cos.	New York	NY
Moelis & Company	New York	NY
Barclays Capital	New York	NY
Lazard	New York	NY
Morgan Stanley	New York	NY
Generational Equity	Dallas	TX
J.P. Morgan Chase	New York	NY
Evercore Partners	New York	NY
Bank of America Merrill Lynch	New York	NY
RBC Capital Markets	Toronto	ON
Capstone Headwaters	Boston	MA
Centerview Partners	New York	NY
Citigroup	New York	NY
BB&T Capital Markets (aka Truist)	Richmond	VA
BMO Capital Markets	New York	NY
KPMG Corporate Finance	Baltimore	MD
Brown Gibbons Lang & Co.	Cleveland	OH
Cascadia Capital	Seattle	WA
Duff & Phelps Securities	New York	NY
KeyBanc Capital Markets	Cleveland	OH
AlixPartners	Southfield	MI
Gulfstar Group	Houston	TX



State of the Market – Previous Recessions

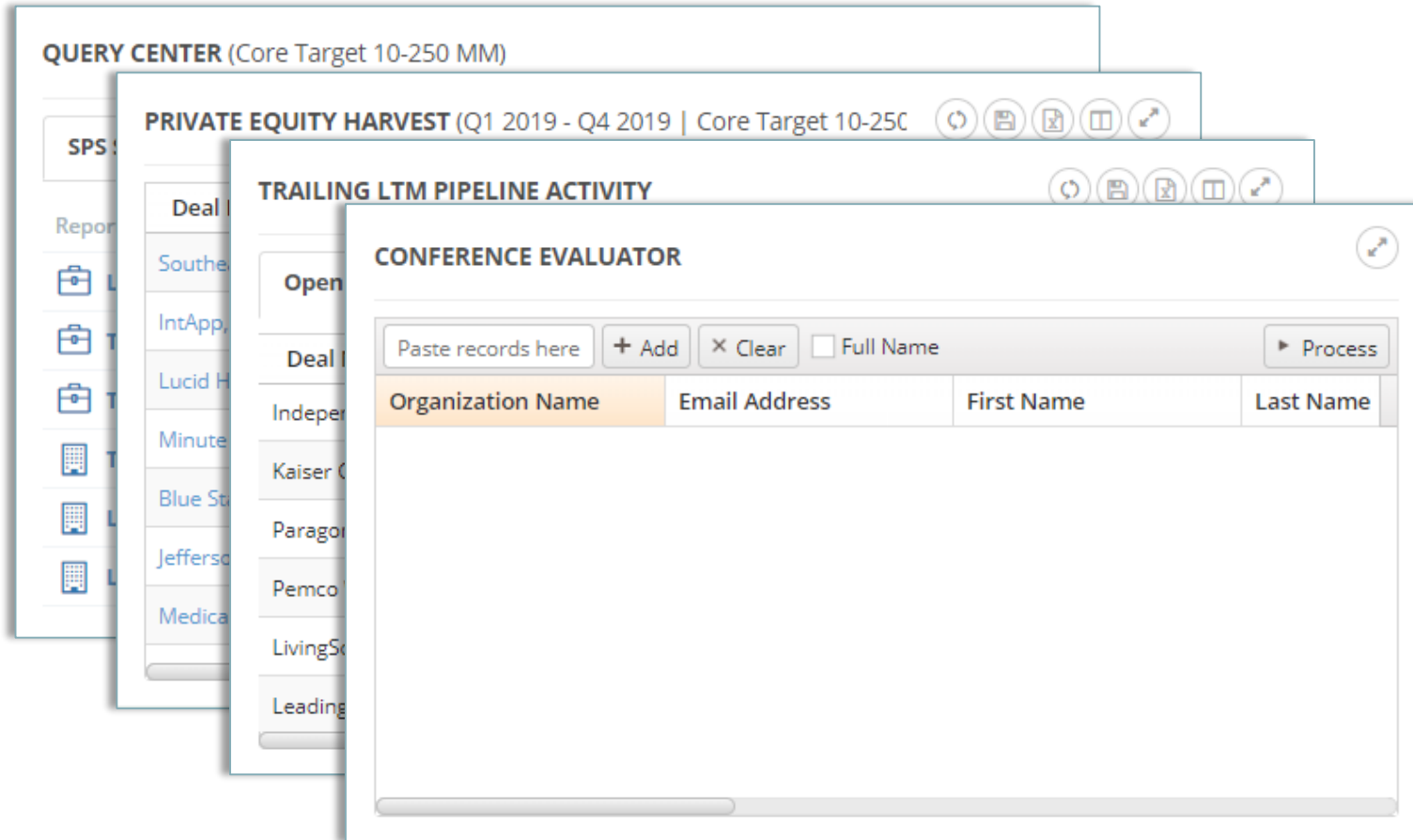


Footnotes:

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



Preparing for Opportunity Ahead: Product Roadmap – Dashboard Renovation



Launched in **spring 2020**

- Four 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 **summer 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 **Summer 2020**

A central network diagram featuring a large orange circle with a person icon in the center. This central node is connected to several smaller circles of various colors (orange, green, grey) around it. Each of these smaller circles is further connected to more nodes, creating a web-like structure. Some of the nodes contain person icons, while others are plain colored circles. The background of the diagram is a light grey grid.

SPS offers a unique **one-degree of separation** approach to access active investment bankers, M&A attorneys, PE professionals, lenders, and service providers to find your next deal

Identify the relevant players in your market

SPS helps determine which firms or professionals to target based on specific criteria and deal history

Find out who in your professional network has done deals with the people you need to get to know



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