



Private Equity Career News

Jobs, Training, Diverse Talent

PE Webinar: Sharpening your Sourcing Strategy in Anticipation of a Down Market

Featured Speakers:

Nadim Malik, Founder & CEO, **SPS by Bain & Co.**

Kathryn Cesari, Director, Financial Services Group, **William Blair**

Megan Kneipp, Managing Director, Business Development, **Blue Point Capital Partners**

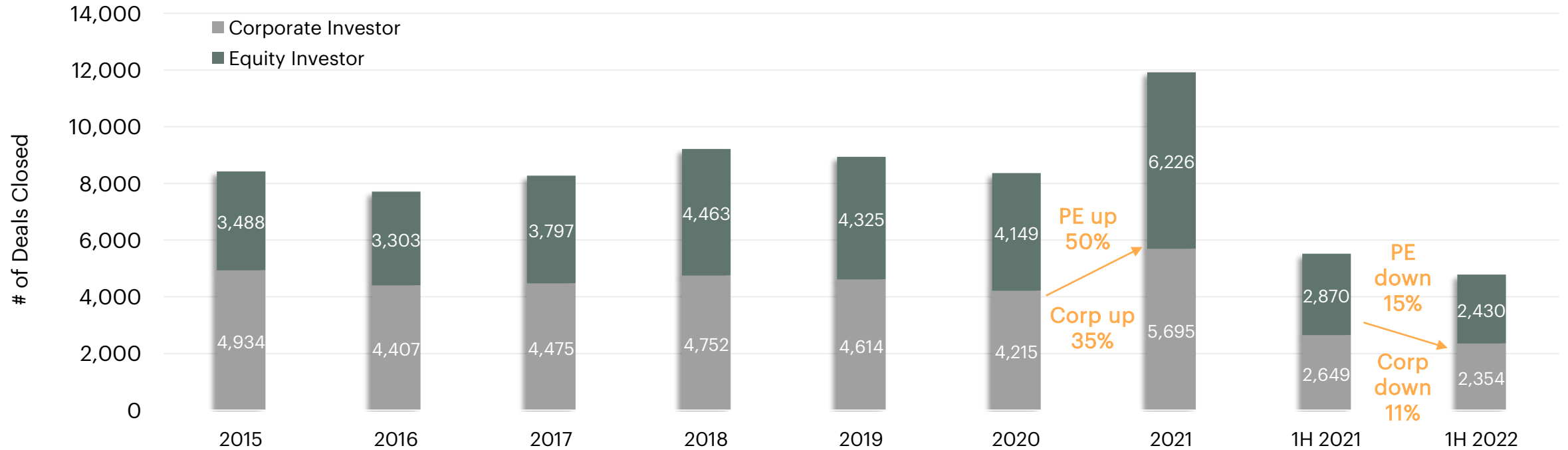
Brad McGowen, Managing Director, Investment Banking & Head of Sponsor Coverage/Deal Origination, **Pickwick Capital**

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



State of the Market: PE vs. M&A Activity

Annual M&A Deal Volume – by Buyer Type



Footnotes

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



Product: Taxonomy Upgrade

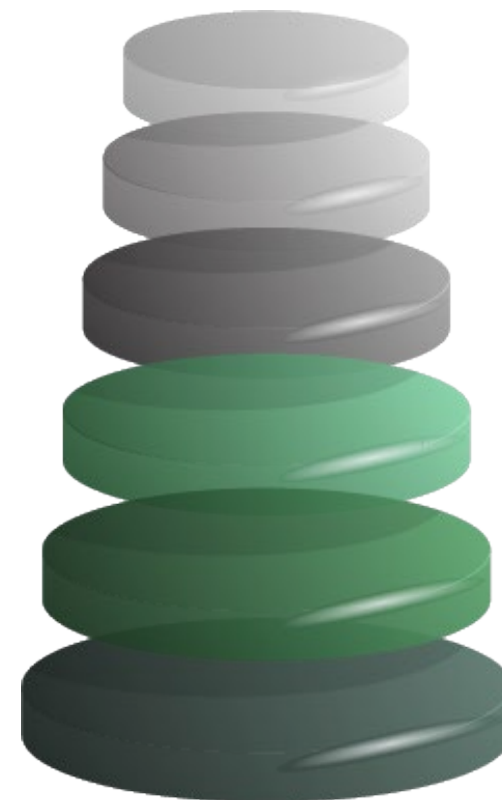
Available Now

The SPS database is being updated to improve functionality and accuracy across the entire platform including: *SPS Alerts, Market Coverage, and sector-level analyses.*

- Access four defined tiers and over 560 options at the lowest (subindustry) level
- Improve your search with primary/secondary structure for deals with multiple tags
- Make “Business Function” queries across all subindustries for distributors

Sector	Industry Group	Industry	Subindustry
Energy & Natural Resources	2	10	39
Industrials	4	22	105
Business Services	5	43	53
Consumer	7	15	96
Healthcare	5	11	62
Financial Services	7	13	58
Technology	3	9	86
Media & Telecommunications	2	8	40
Utilities	7	10	18
Real Estate	1	2	11
Totals per Category →	43	143	568

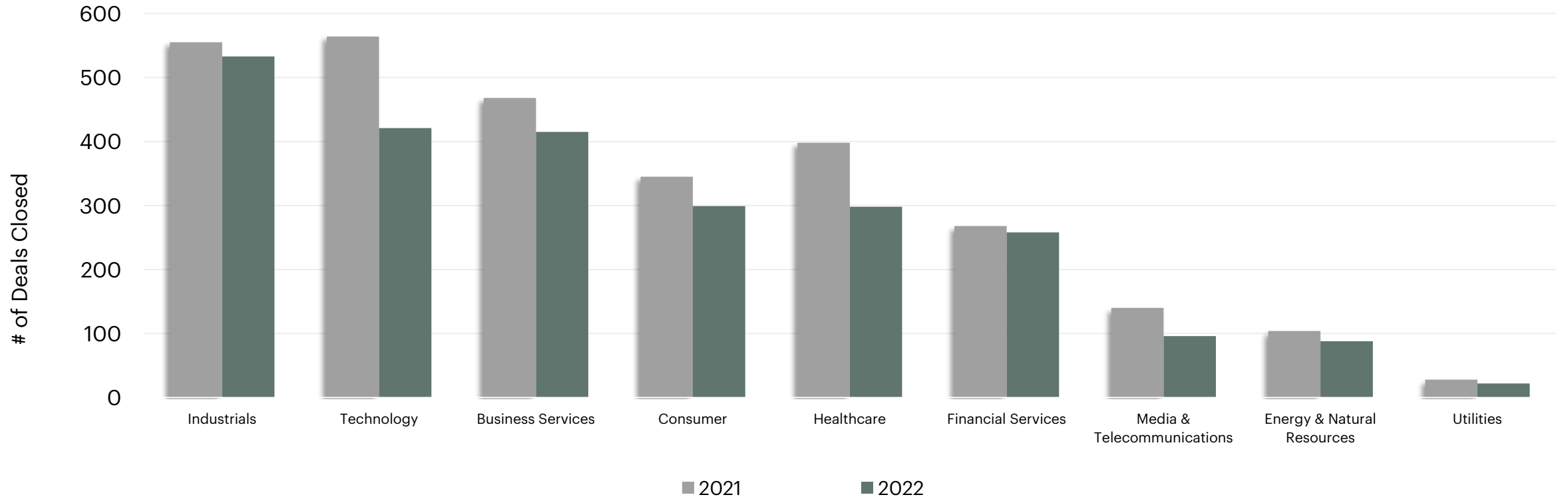
Our new, groundbreaking industry taxonomy includes an upgrade to our historical database of **90K+ transactions**





State of the Market: Industry Breakdown

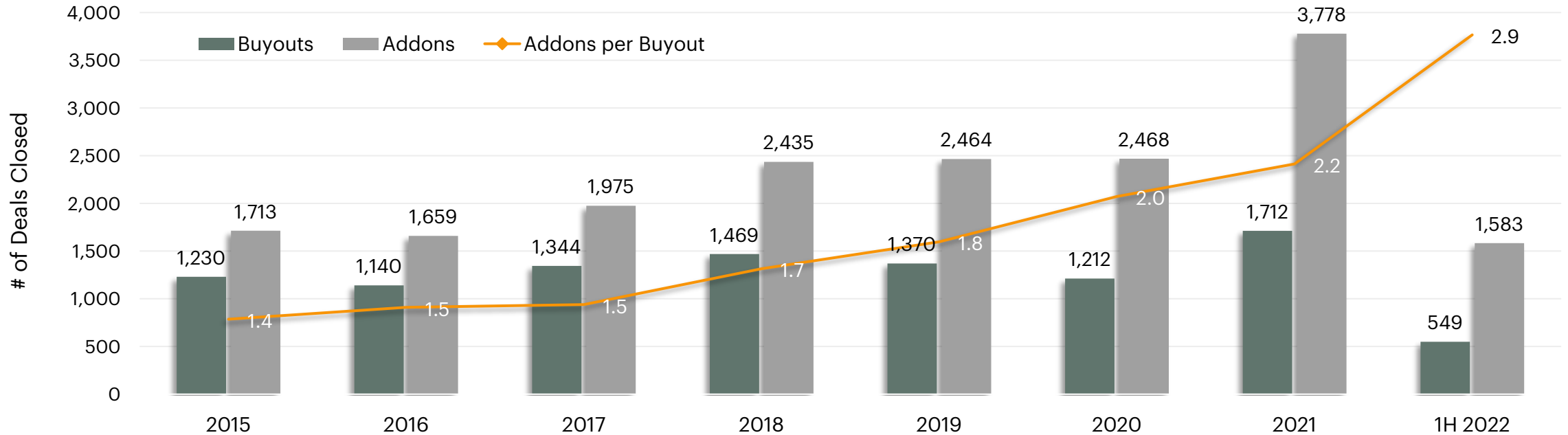
Sponsor Investments by Industry - 1H 2021 vs 1H 2022



Footnotes

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

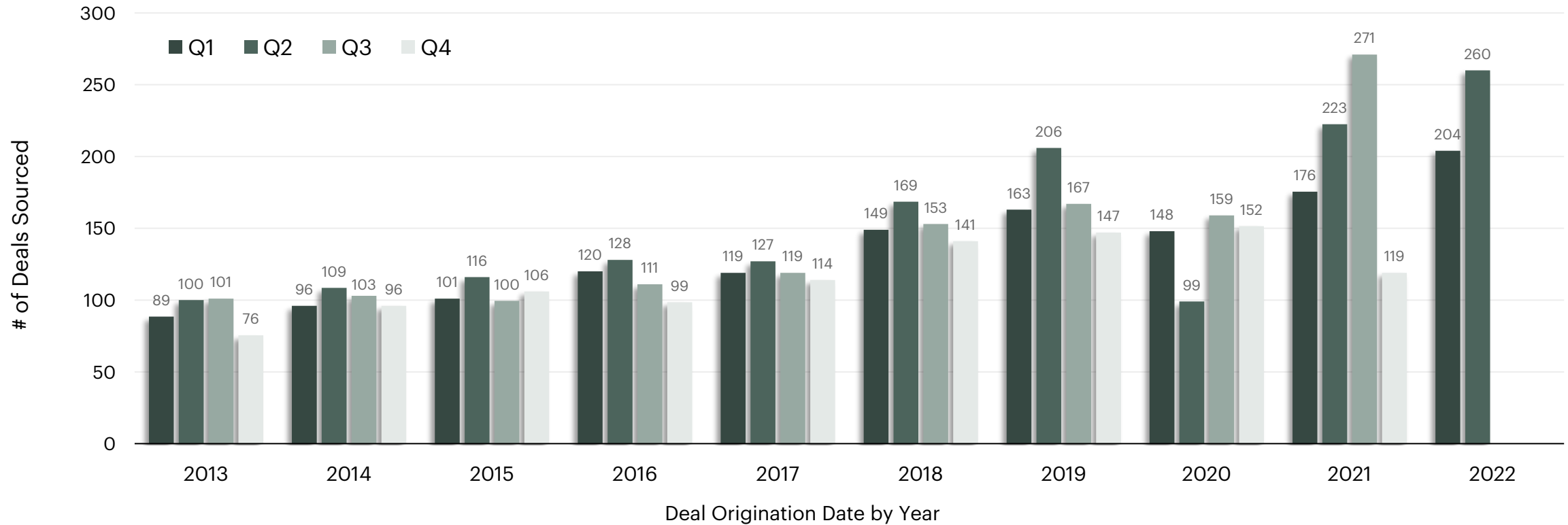
YoY Sponsor Buyouts vs Addons



Footnotes

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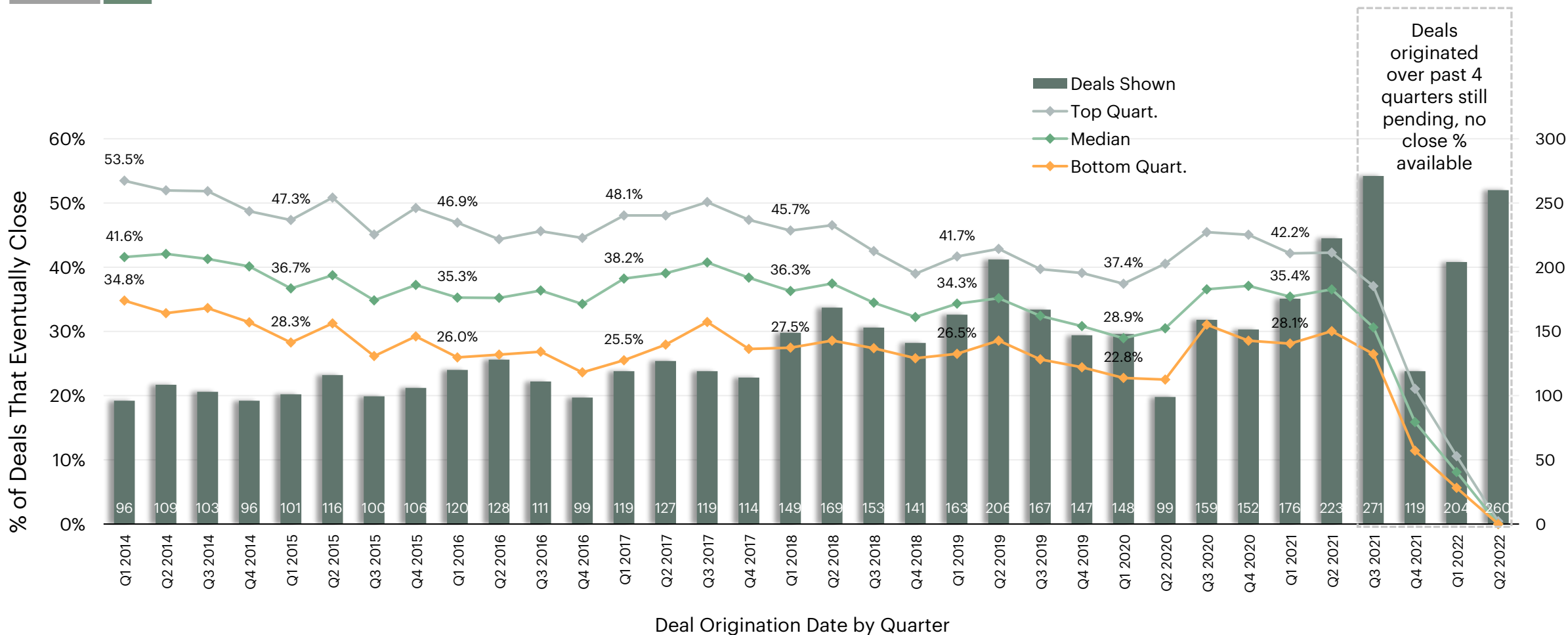
Median Sponsor Dealflow – by Quarter



Footnotes

1 - Median # of deals originated in Q1, Q2, Q3, and Q4 between 2013-2022, by private equity firms.

PE Deals Seen vs. Percentage Closed



Footnotes

1 - Median # of deals originated between 2014-2022 compared to the percentage of deals closed in that period, by private equity firms.

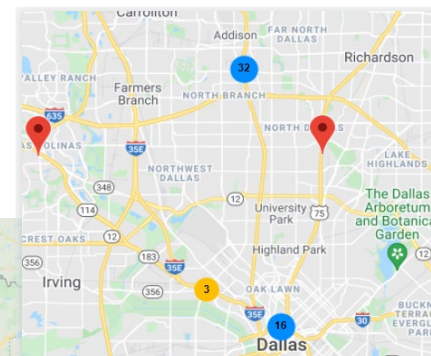
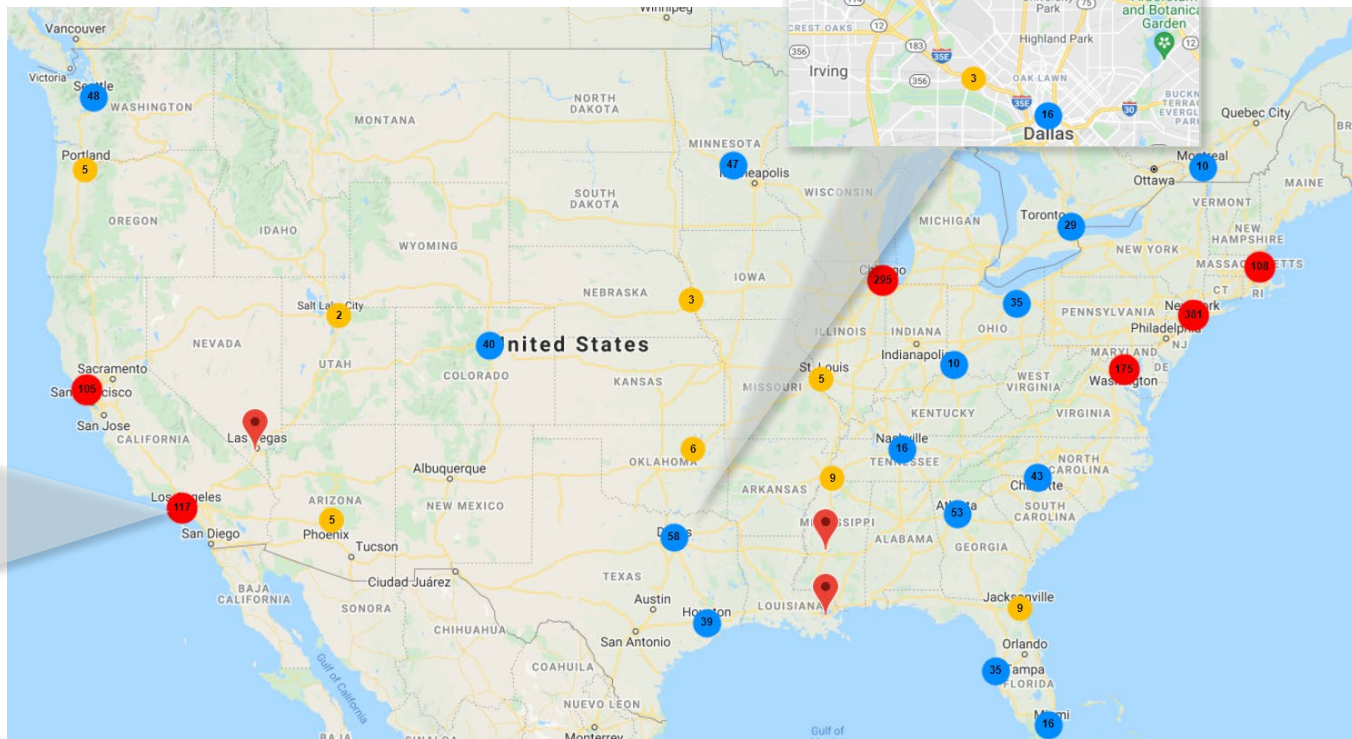
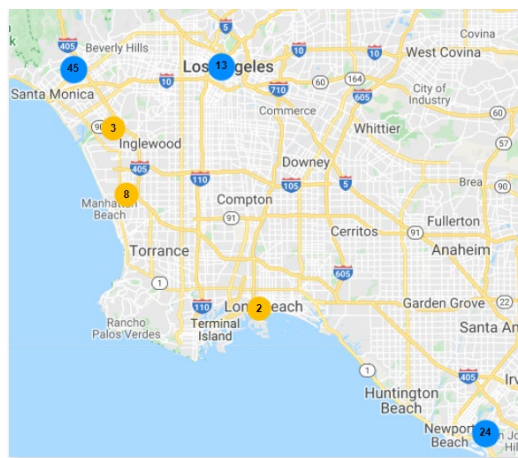
Where are the advisors?

City	State
New York	NY
Chicago	IL
Boston	MA
San Francisco	CA
Richmond	VA
Los Angeles	CA
Dallas	TX
Atlanta	GA
Minneapolis	MN
Charlotte	NC
Houston	TX
McLean	VA
Milwaukee	WI
Seattle	WA
Denver	CO
Toronto	ON
Tampa	FL
Baltimore	MD
Washington	DC
Cleveland	OH

Travel Planning - prioritize cities with advisors you don't know, that are actively closing relevant deals

Heat map showing # of active professionals by branch office location, not HQ

Top locations sorted by # of active professionals





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