



PRIVATE EQUITY CAREER NEWS

PE Webinar: How to Prepare for the Next Wave of Great Deals

Featured Speakers:

Ramsey W. Goodrich, Managing Partner, **Carter, Morse & Goodrich**

Steven Hunter, Managing Director, **TM Capital**

Ted Kramer, CEO & Partner, **HKW**

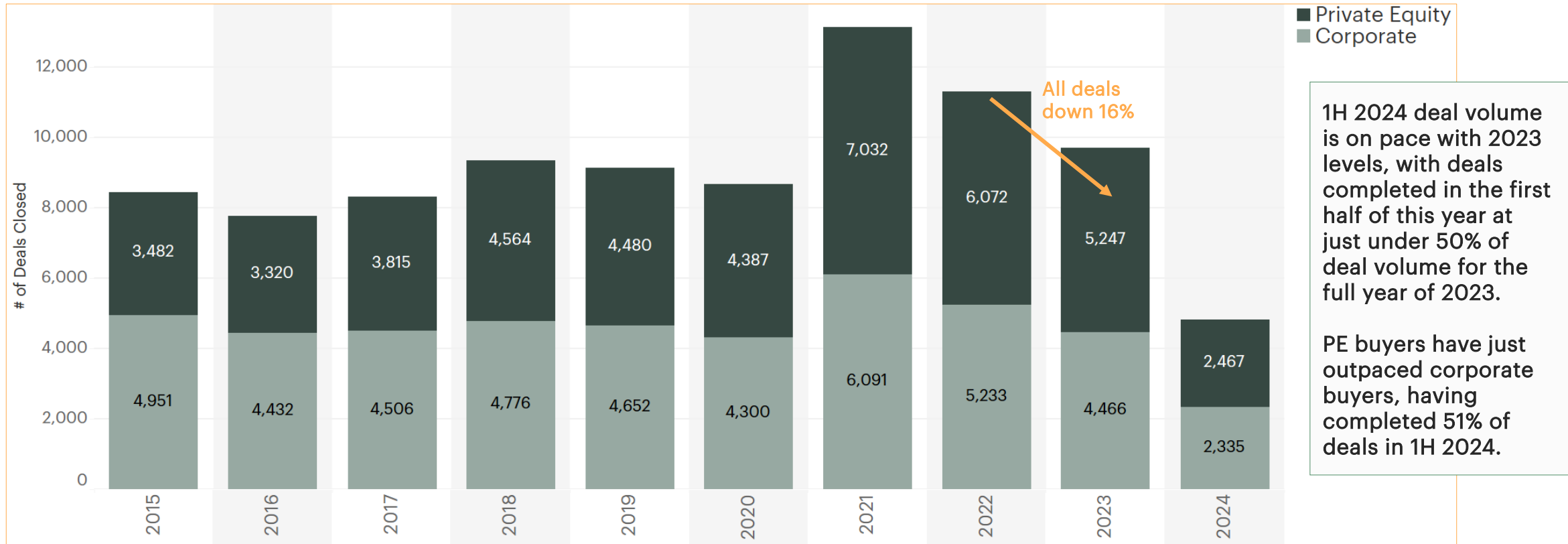
Nadim Malik, Founder & CEO, **SPS by Bain & Co**

Moderator: David M. Toll, Founder, **Private Equity Career LLC**



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

Annual M&A Deal Volume – by Buyer Type



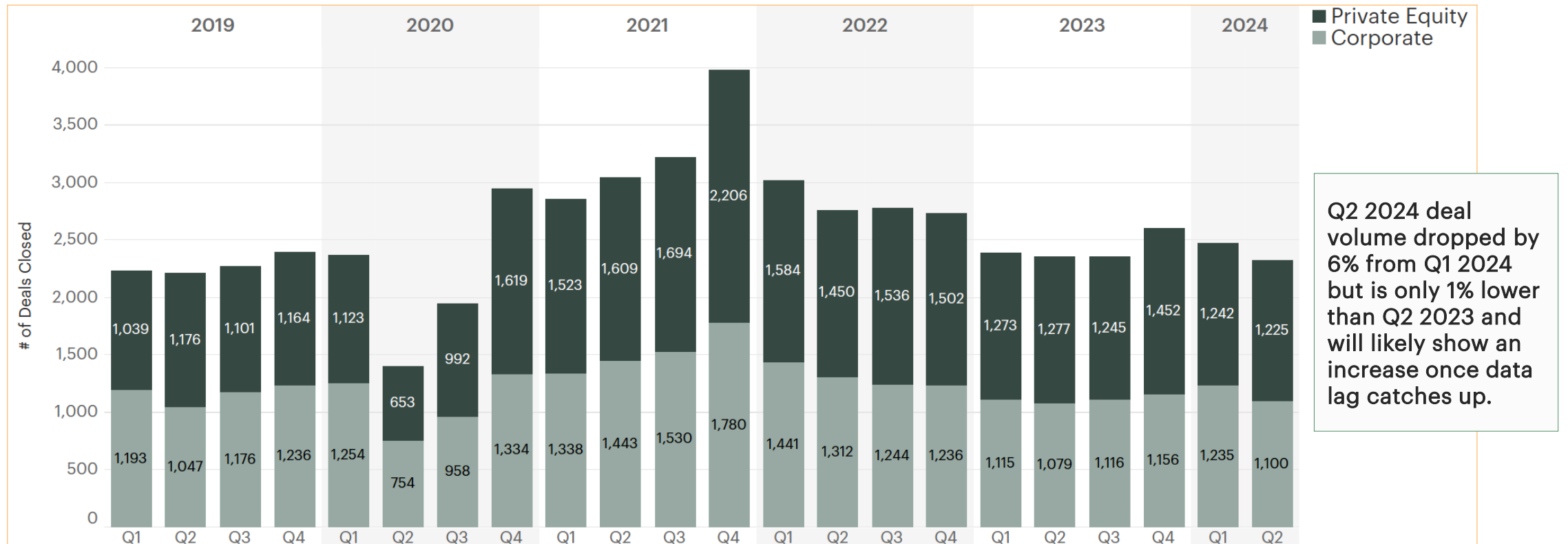
Footnotes

1 – Deals Closed across all industries, 10+ MM EV, based in North America, with private equity or strategic investors, 2015-2024.



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

Quarterly M&A Deal Volume – by Buyer Type



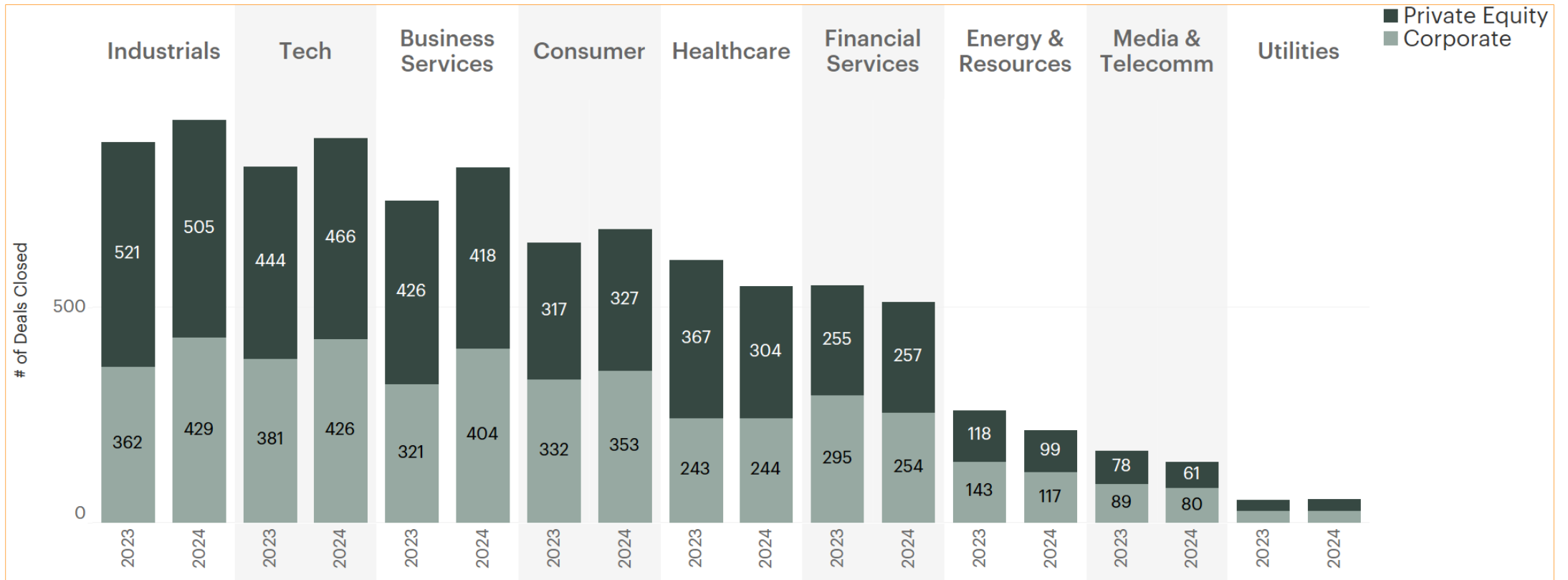
Footnotes

1 – Deals Closed across all industries, 10+ MM EV, based in North America, with private equity or strategic investors, 2019-2024.



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

PE vs. Corporate – 1H Deal Volume by Buyer Type YoY

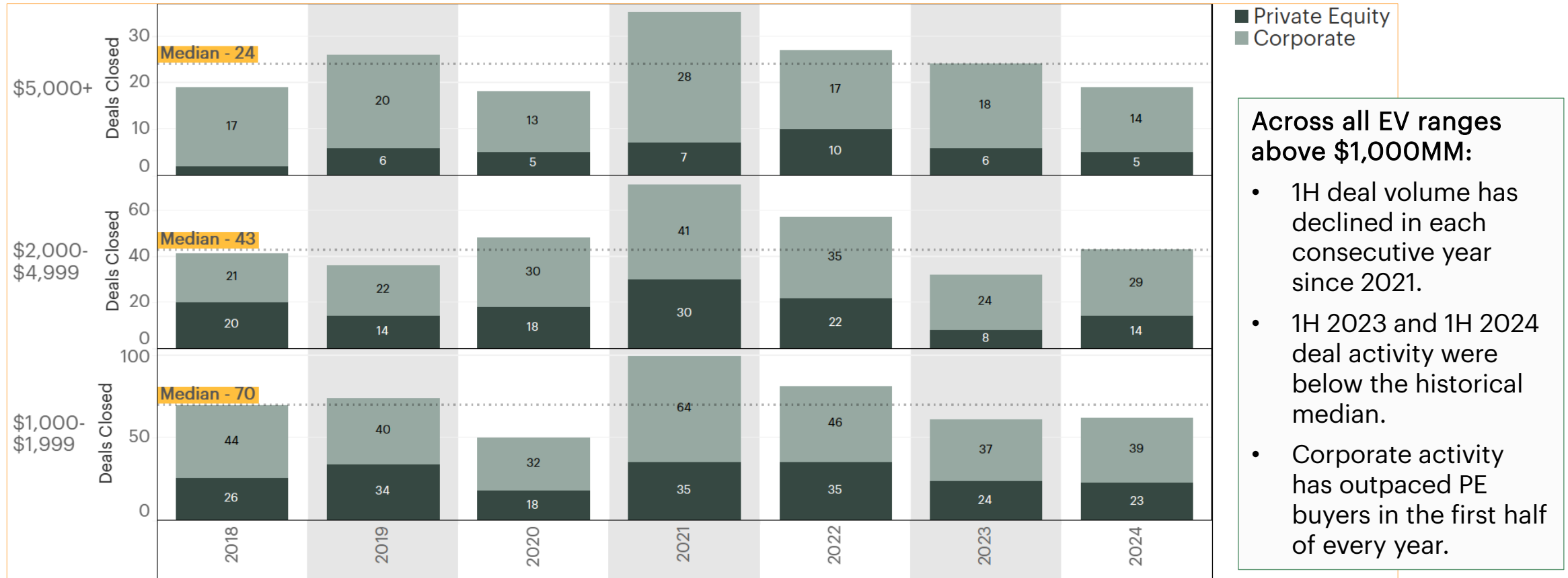


Footnotes
 1 – Deals Closed by sector and size range, all sizes and types, comparing deal volume by PE and strategic buyers, 1H 2023 vs. 1H 2024.



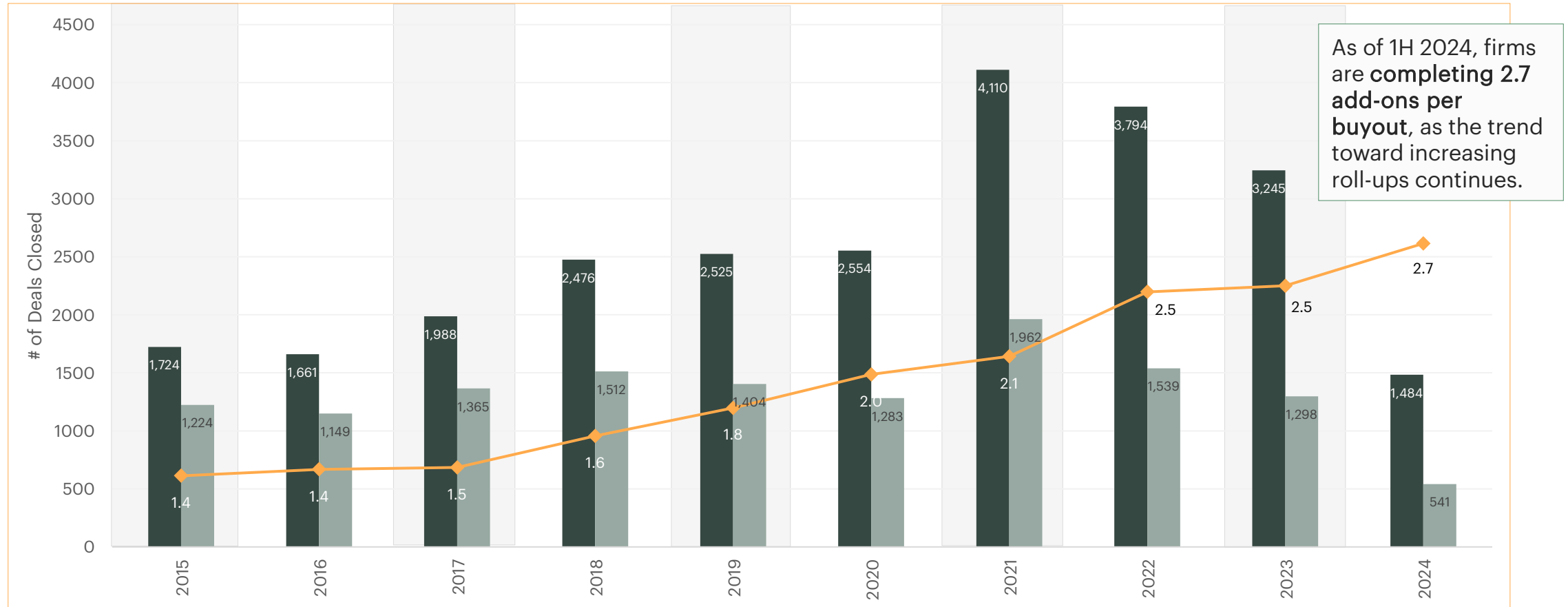
State of the Market: PE vs. M&A Activity

1H Deal Volume by Size and Buyer Type - YoY



Footnotes
 1 - Deals Closed across all industries, \$1,000MM - \$5,000MM+ EV, in 1H from 2018-2024, with private equity or strategic investors.

YoY Sponsor Buyouts vs. Add-ons

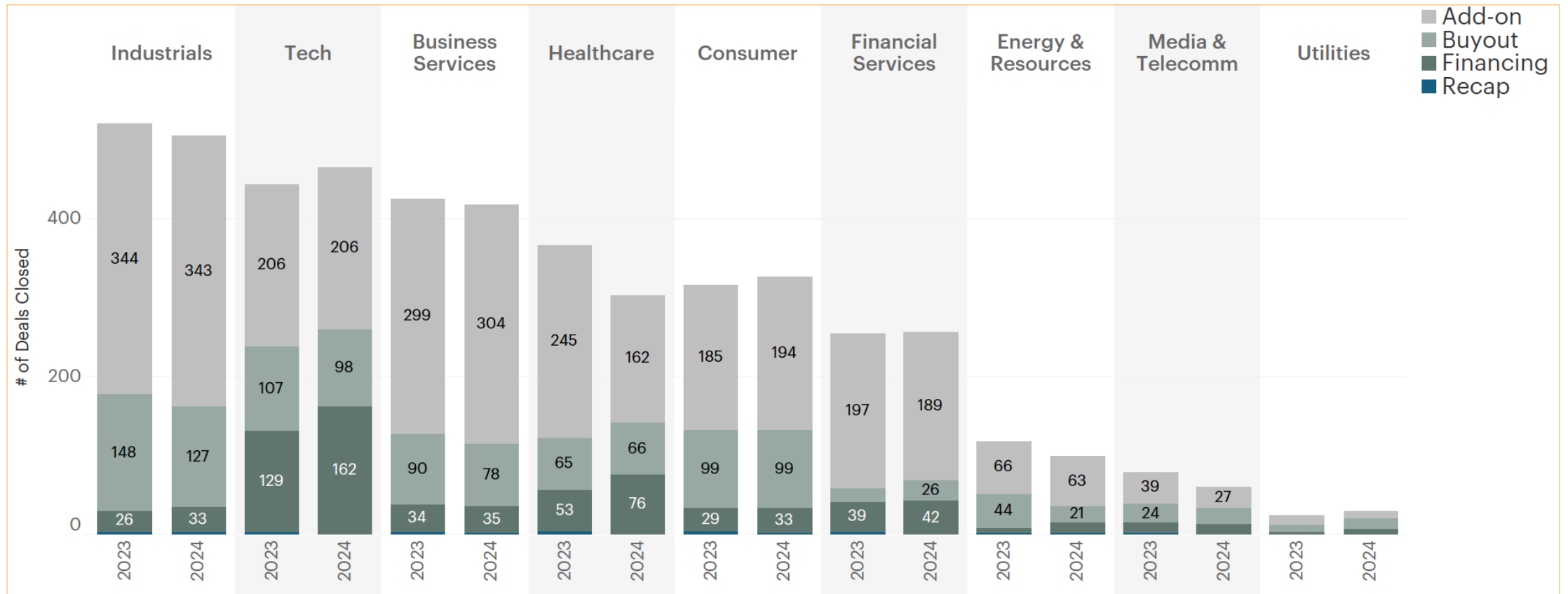


Footnotes
 1 - New platforms and add-ons, all industries, 10+ MM EV, based in North America, with PE buyers, 2015-2024.



State of the Market: PE Activity

1H Sector Overview by Deal Type - YoY



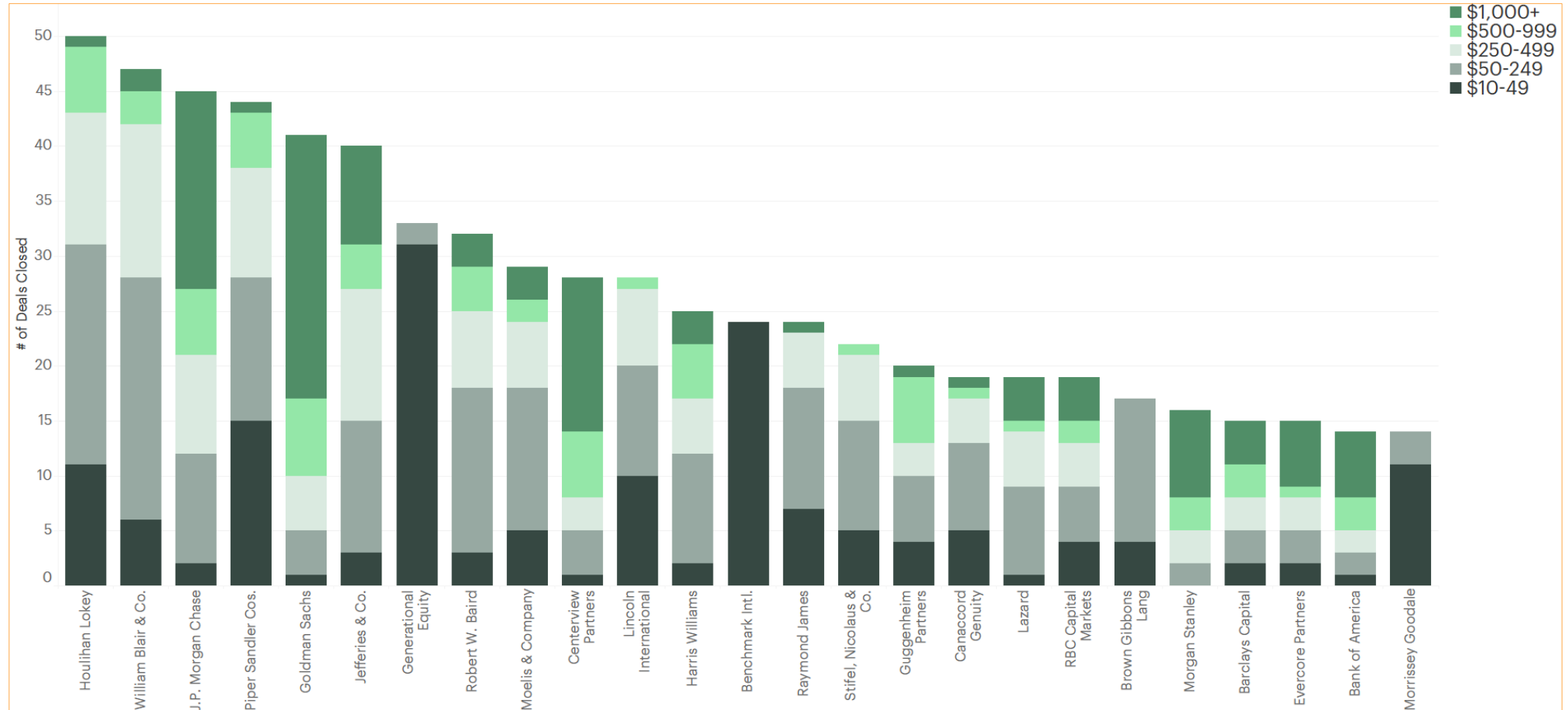
Footnotes

1 - Deals Closed by PE buyers only, all sizes, comparing Deal Type by Sector in 1H 2023 vs. 1H 2024.



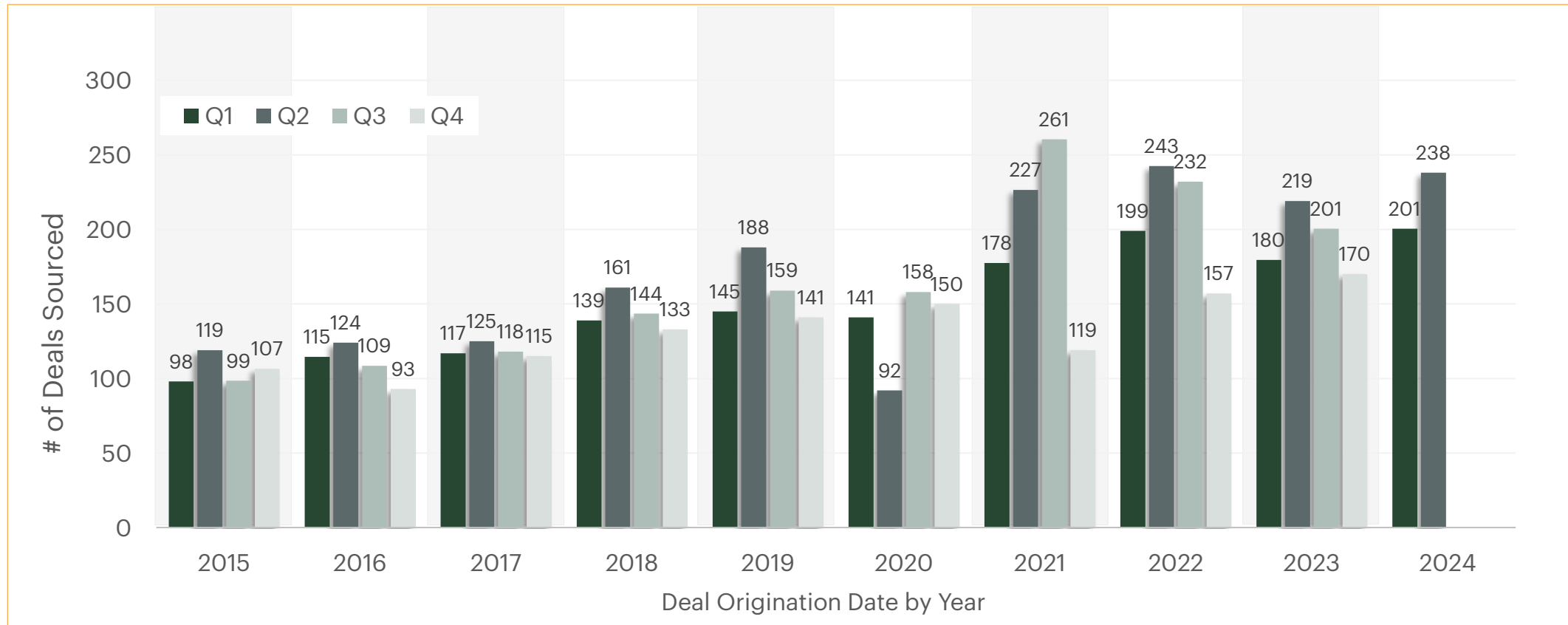
1H 2024 Intermediary Breakdown

1H 2024 Top Intermediaries by Size Range



Footnotes
1 - Top 25 Sell-Side Intermediaries advising on Deals Closed by PE and corporate buyers, by Deal Size in 1H 2024

Median Sponsor Deal Flow – by Quarter



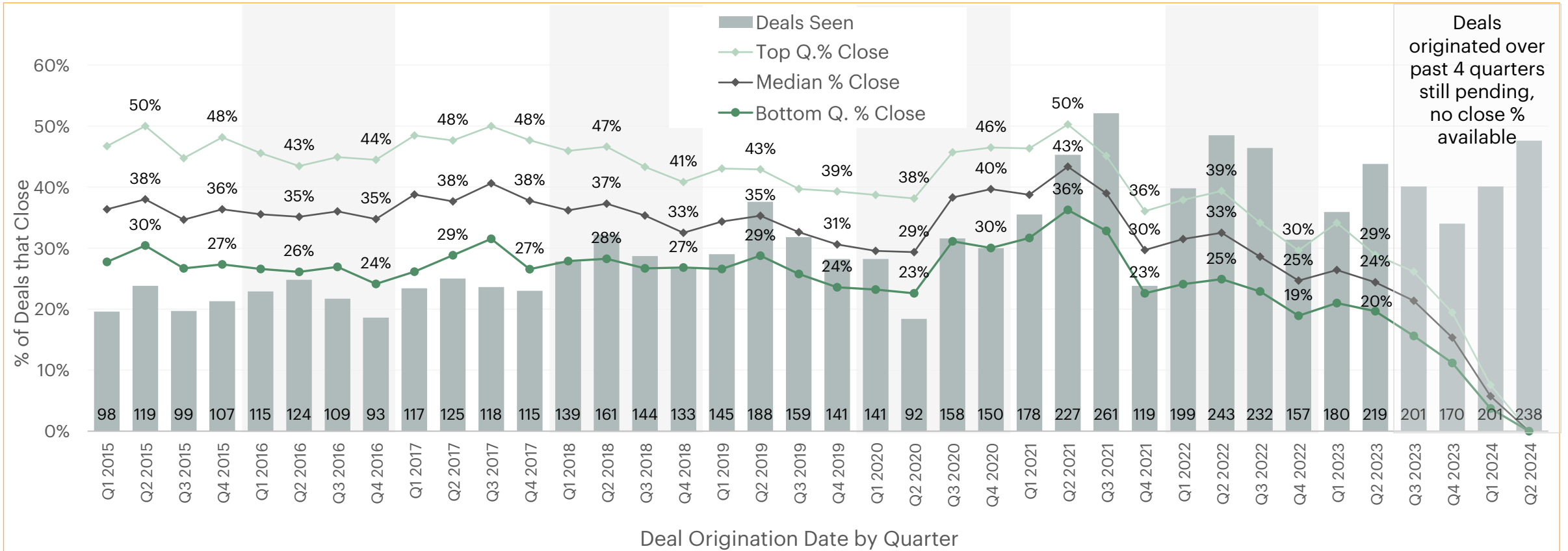
Footnotes

1 - Median # of Deals Originated in Q1, Q2, Q3, and Q4 between 2013-2024, by private equity firms.



PE Deals Seen vs. Percentage Closed

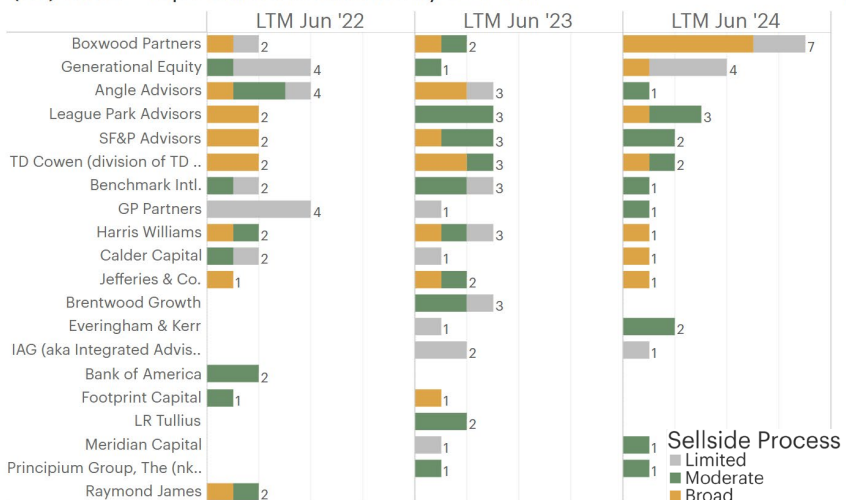
Median Deals Originated vs. % Closed – by Quarter



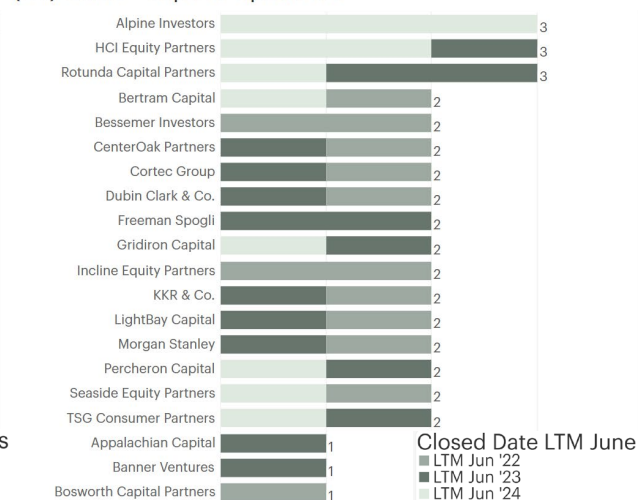
Footnotes
 1 - Median # of Deals Originated between 2014-2024 compared to the percentage of deals closed in that period, by private equity firms.

Sector Dashboard Preview: Home Services

(L4) Slice - Top 20 Intermediaries by SSP YoY



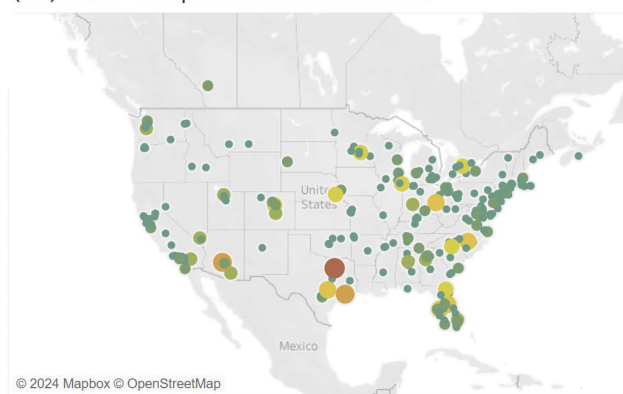
(L4) Slice - Top 20 Sponsors



(L4) Slice - Market Activity by Buyer Type & Deal Size - 2019-2023



(L4) Slice - Map of Deals 2021-2024



The SPS Sector Report is a new analysis of the latest deal activity trends per sector, providing a comprehensive snapshot of the industries, firms, and investment strategies driving private equity deal activity today.

The report also dives deeper into our data taxonomy to further evaluate **four key sectors** that have experienced significant growth or disruption over recent years, revealing key emerging opportunities.



Presentation Materials Disclaimer & Usage

SPS by Bain & Co. (SPS) analysis and reports have been prepared for informational and marketing purposes only and 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.

All materials in this presentation remain the intellectual property of SPS, which grants a limited, personal, non-exclusive, non-transferable, revocable license to access, display, and use such reports and downloadable content for non-commercial purposes only. Any republication of SPS's reports or downloadable content must include proper citation to SPS or be explicitly approved in writing by SPS's authorized personnel prior to republication. All rights not specifically granted herein shall be reserved to SPS.



PRIVATE EQUITY CAREER NEWS

PE Webinar: How to Prepare for the Next Wave of Great Deals

Featured Speakers:

Ramsey W. Goodrich, Managing Partner, **Carter, Morse & Goodrich**

Steven Hunter, Managing Director, **TM Capital**

Ted Kramer, CEO & Partner, **HKW**

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

Moderator: David M. Toll, Founder, **Private Equity Career LLC**