

Deals & Data

Quantitative Analysis on Deal Making & Funds



Sterling Concord Partners



Tuesday, September 12th, 2017
Houston, Texas

Introduction of Sterling Concord Partners

Sterling Concord Partners is a Boutique Investment Bank

- ✓ Mergers & Acquisitions
- ✓ Mid-Market Focused, client revenues between \$25MM to \$150MM
- ✓ Multi-Industry Coverage

Focus on Sell-Side Transactions

- ✓ Relationships with Fortune 500 and Fortune 1000 Strategic purchasers, and numerous Financial investors including Private Equity, Family Offices both domestically and internationally



Dr. Philip Stephanou
Mountain View, California



Mr. Justin Lurie
Houston, Texas



Mr. David Lurie
Houston, Texas

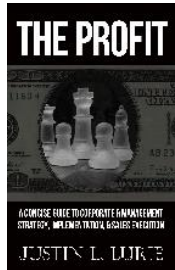


Mr. Detlev Simonis
Houston, Texas



Justin Lurie

Author: *The Profit, Concise Guide to Corporate & Management Strategy*



American Petroleum Institute, Houston, (API) *Board of Directors*

Partner, Sterling Concord Partners



Master of International Business - University of Sydney, Australia

Bachelor of Arts - University of Michigan, Ann Arbor & Richmond College, London, England



What We'll Cover Tonight

Private Equity Fund Data

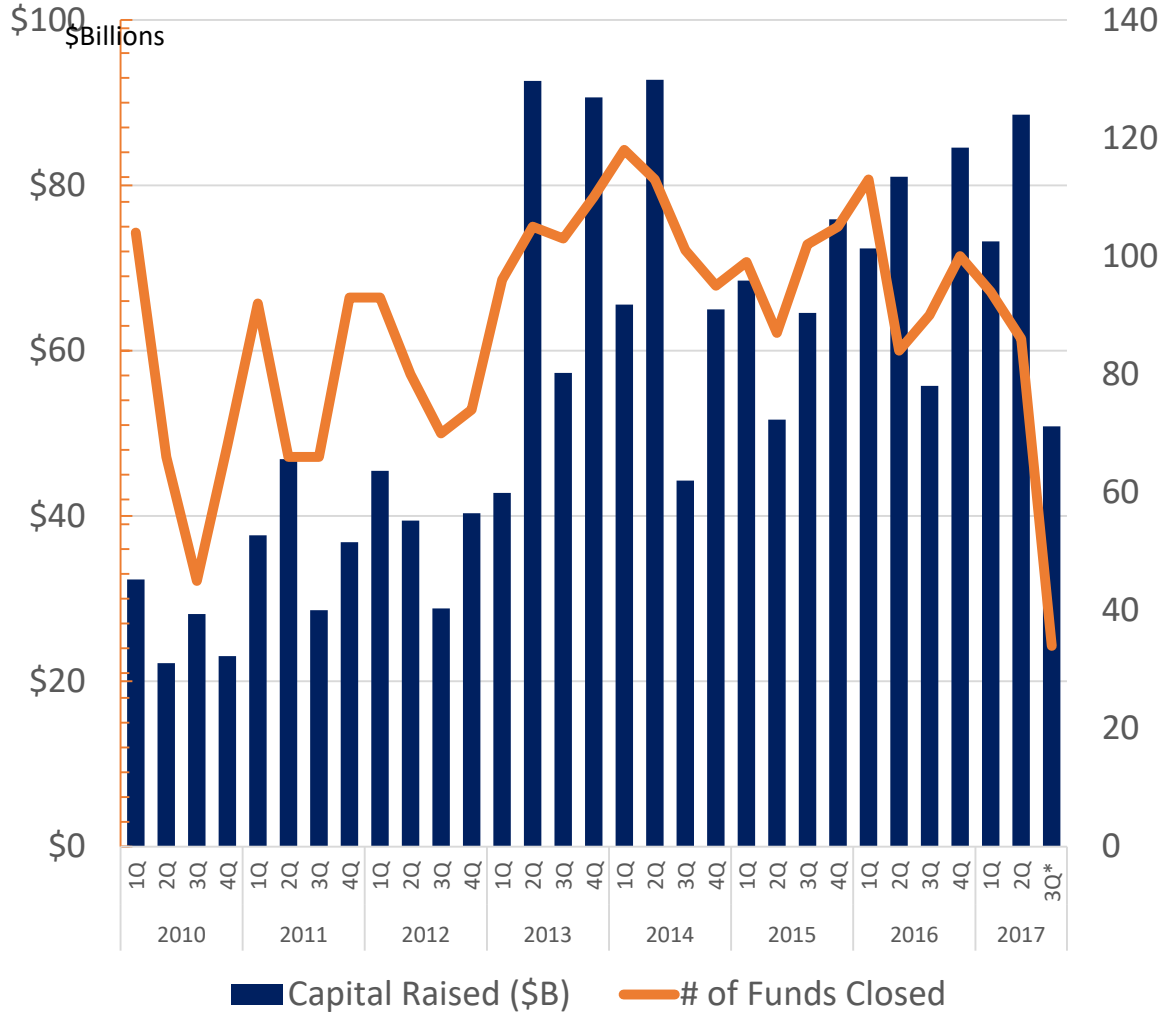
Deals & Multiples

Energy Industry
Comparisons

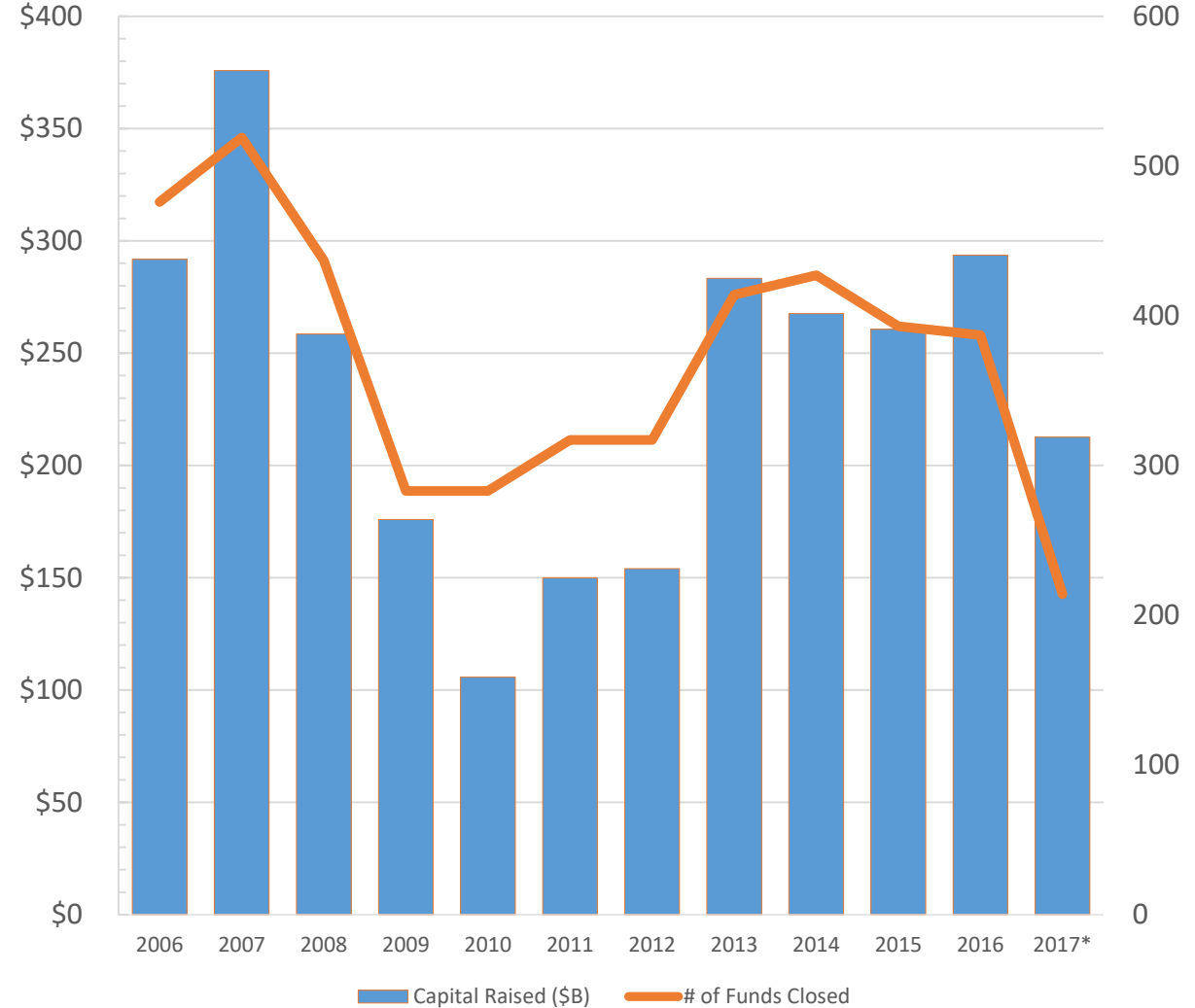


Fund Data: PE Fundraising, North America & Europe

Quarterly

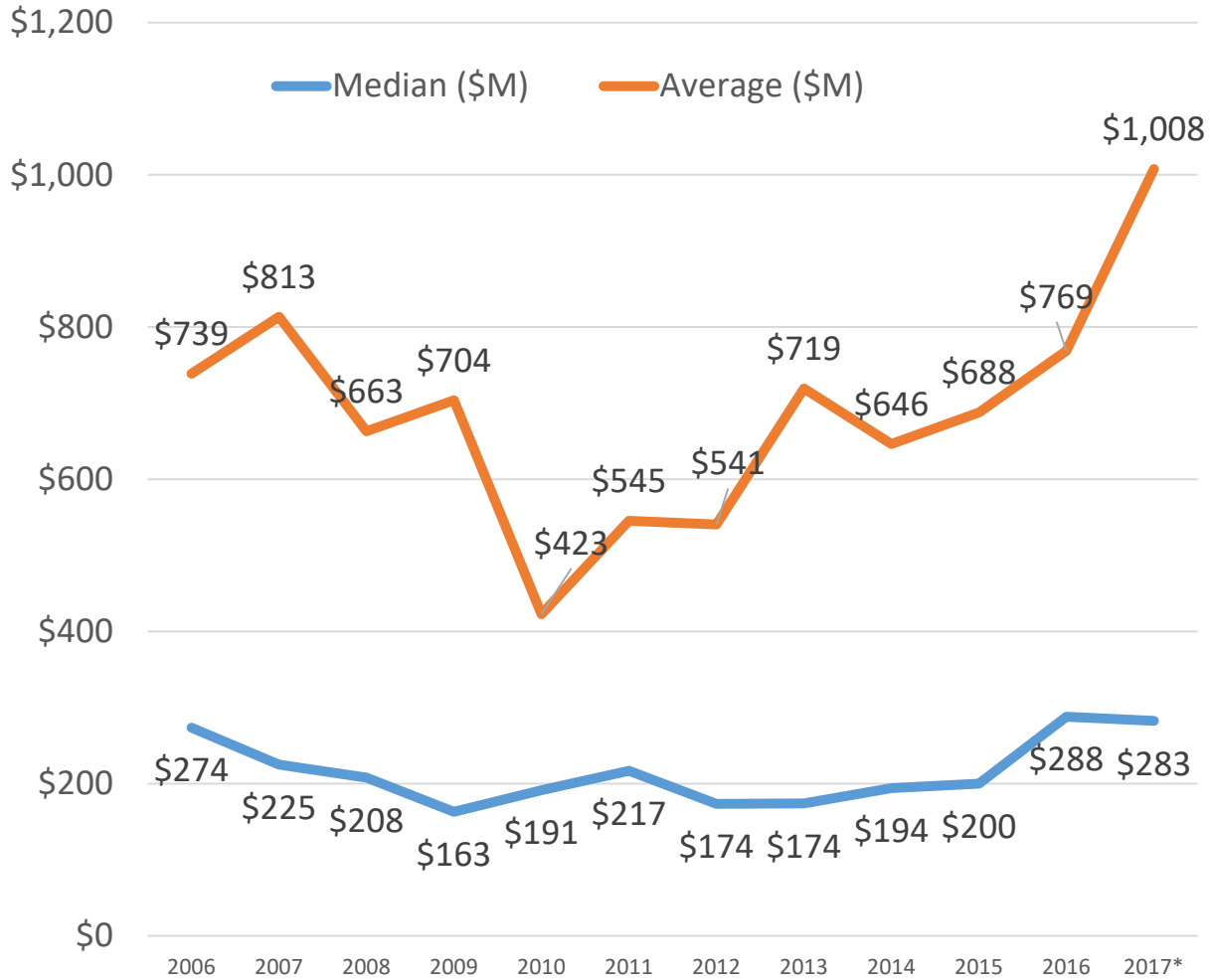


Annual

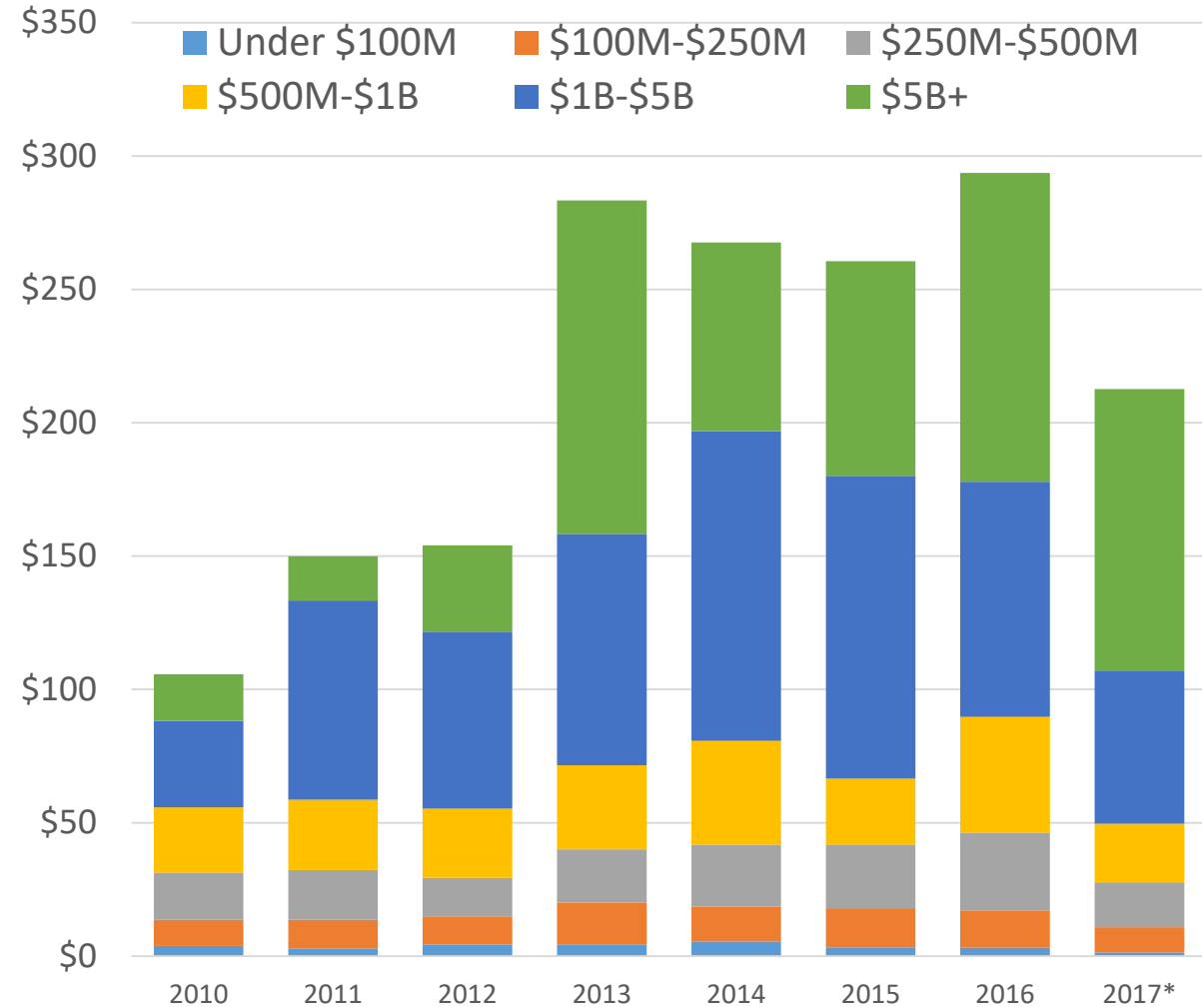


Fund Data: How Large are the Funds?

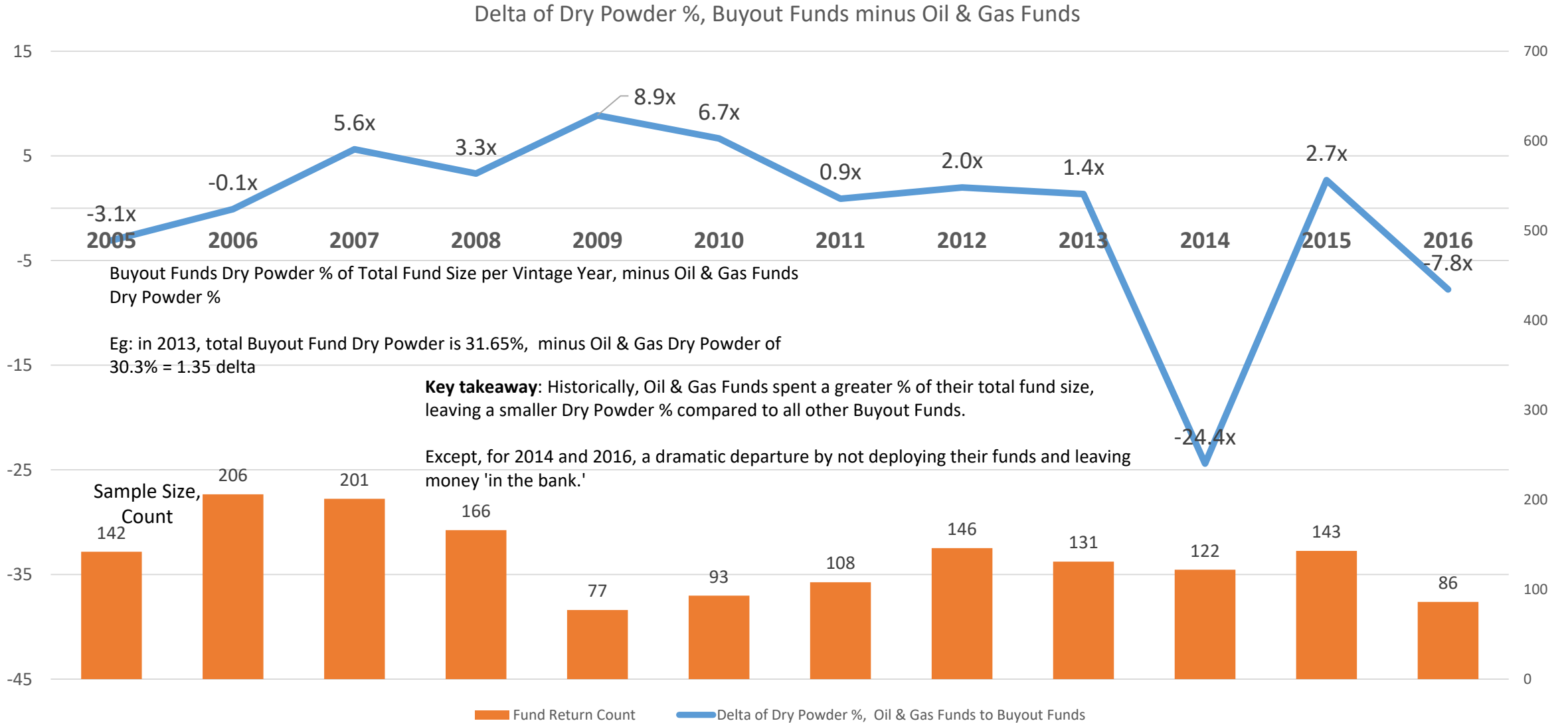
Average & Median Fund Size



Fundraising Segmented by Fund Size Buckets



Fund Data: Dry Powder Comparisons



What We'll Cover Tonight

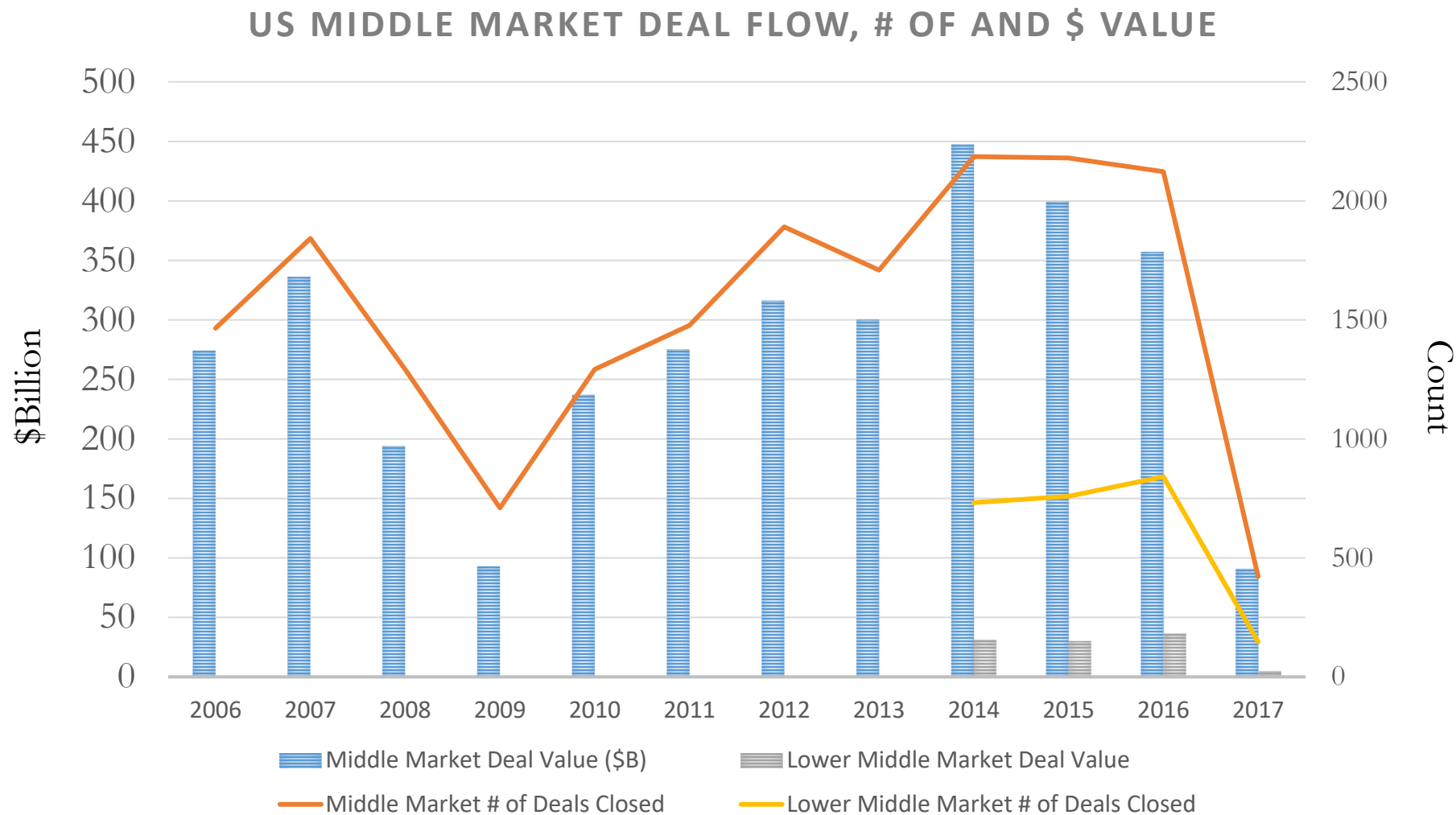
~~Private Equity Fund Data~~

Deals & Multiples

Energy Industry
Comparisons

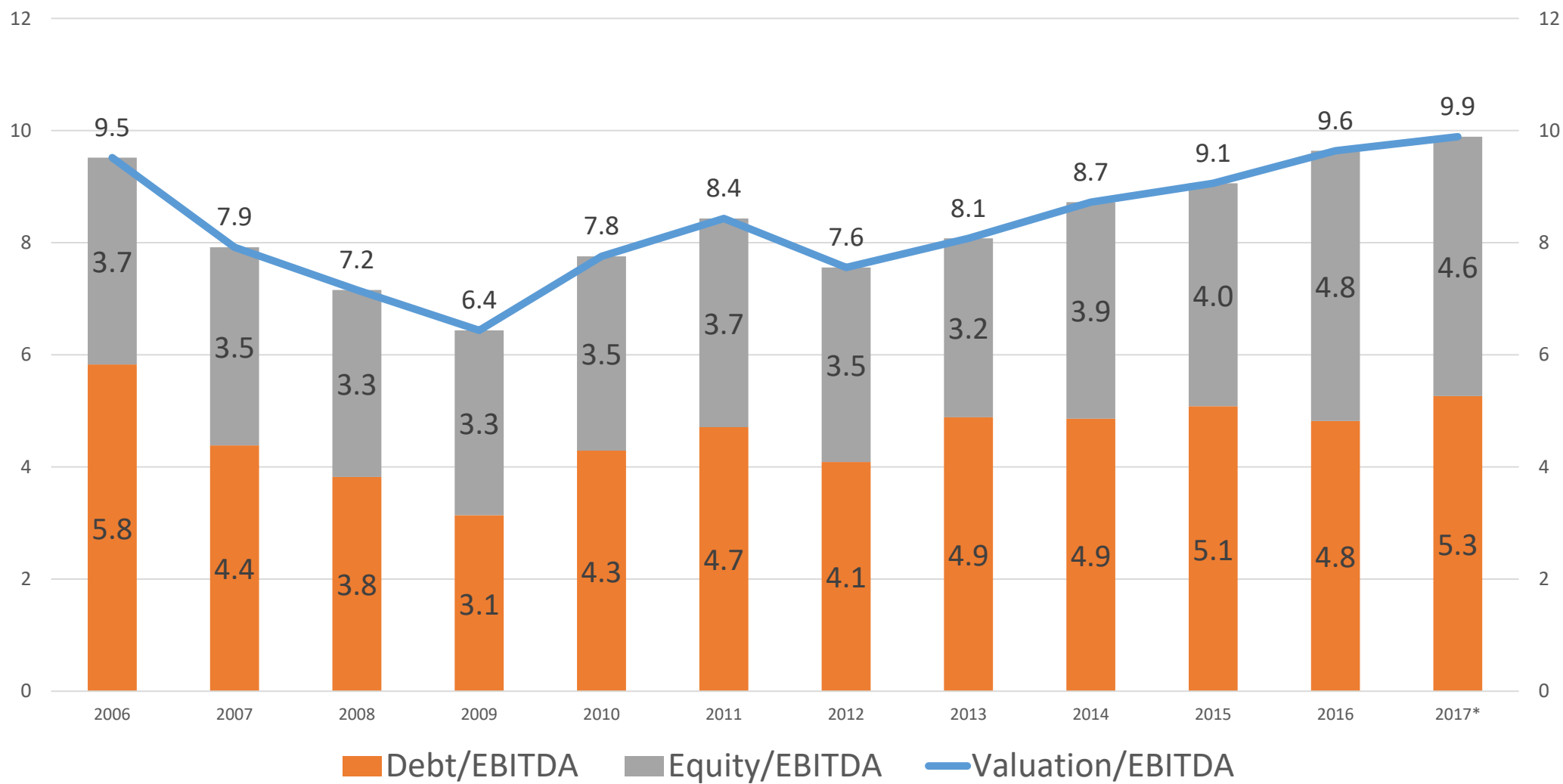


Deal Data: Deal Volume, Middle Market

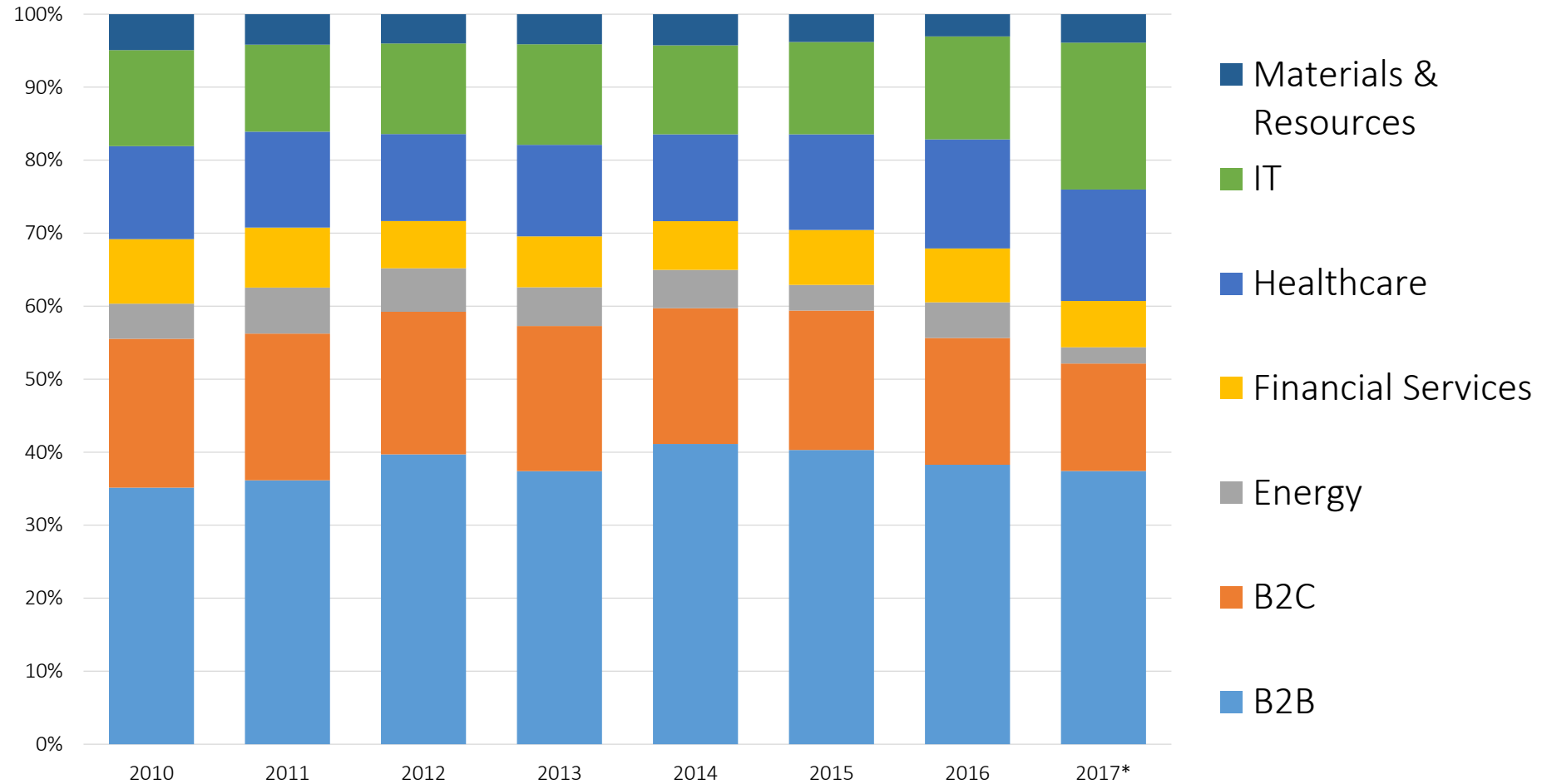


Deal Data: Transaction Multiples

Middle Market Transaction Multiples

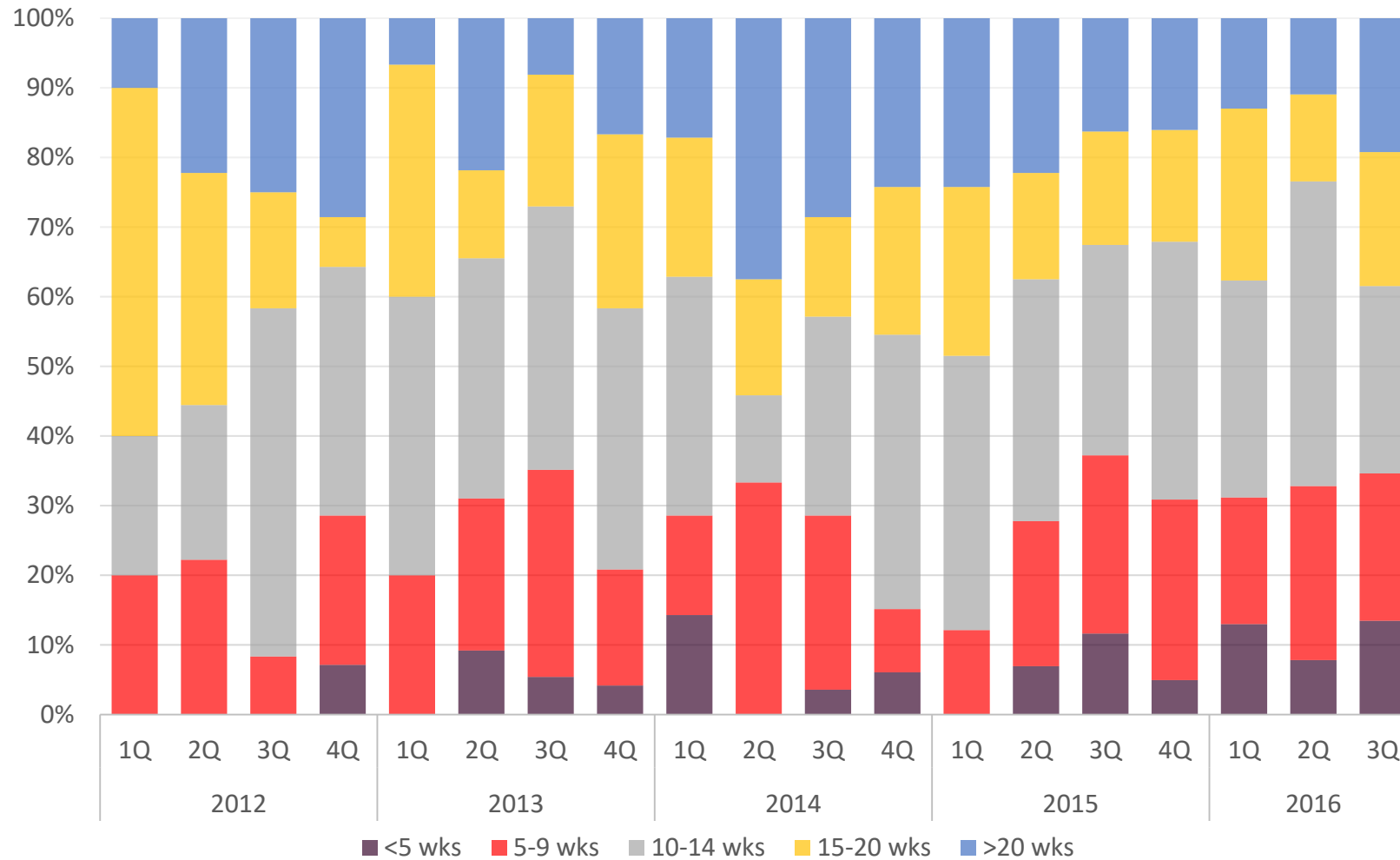


Deal Data: Deals by Sector



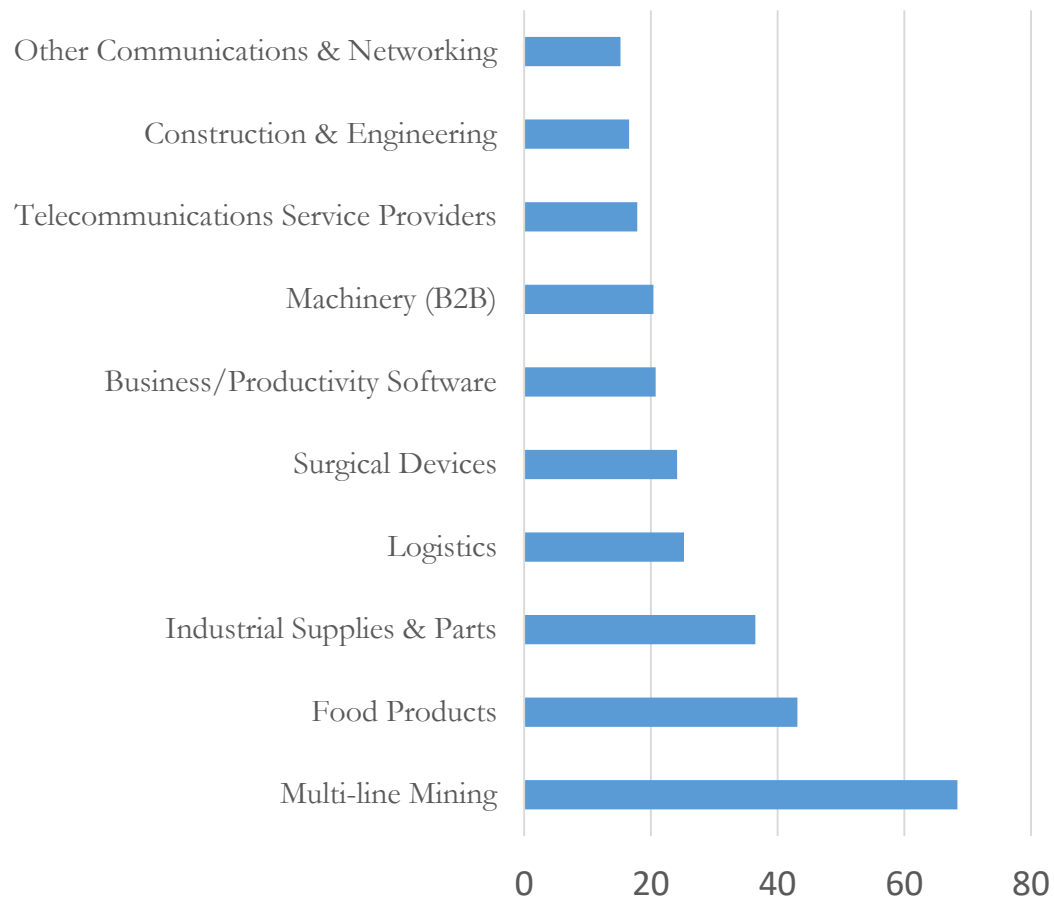
Deal Data: How Long to Close a Deal?

Transaction Time – Weeks to Close

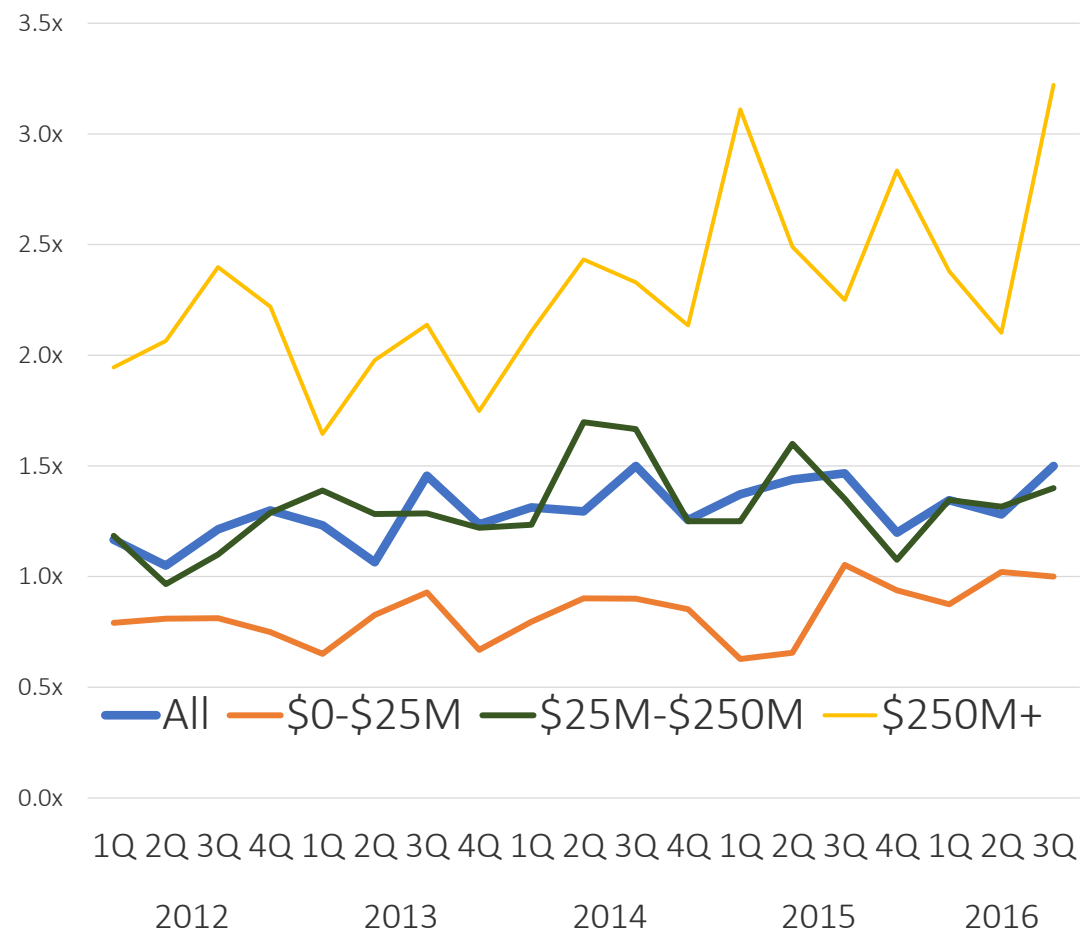


Deal Data: Cash Flow Multiples

Top 10 Deal Size to Cash Flow Median Multiples, 2013 to 2017

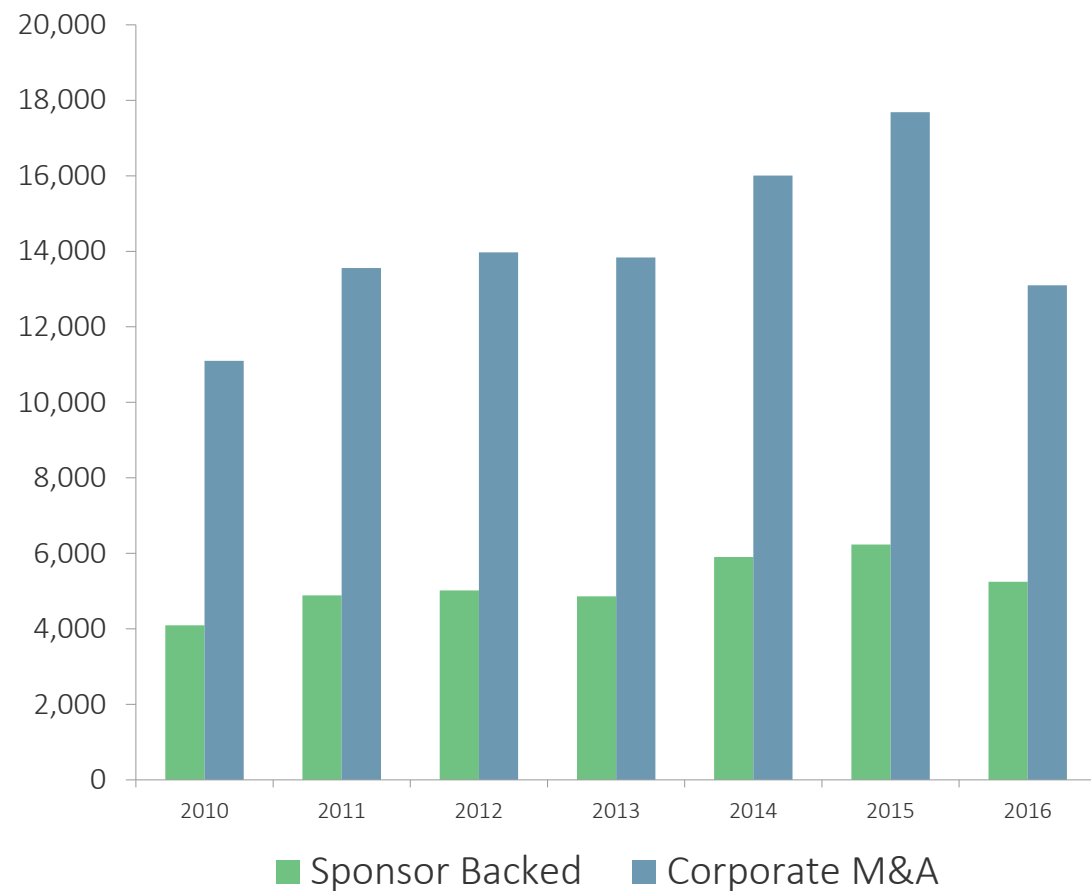


Median Revenue Multiples by Transaction Size Bucket

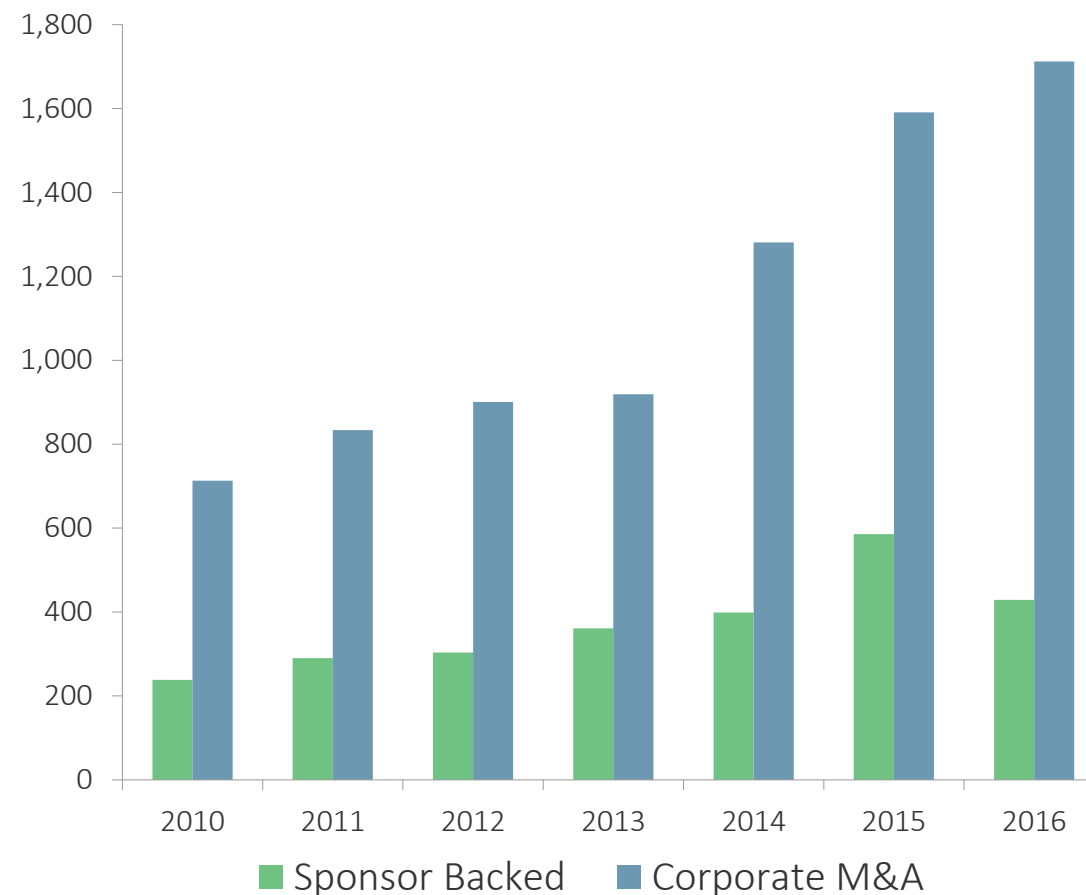


Deal Data: Sponsor vs Corporate

M&A Activity by Type, # of Transactions



M&A Activity (\$BN) by Type, Deal Value



What We'll Cover Tonight

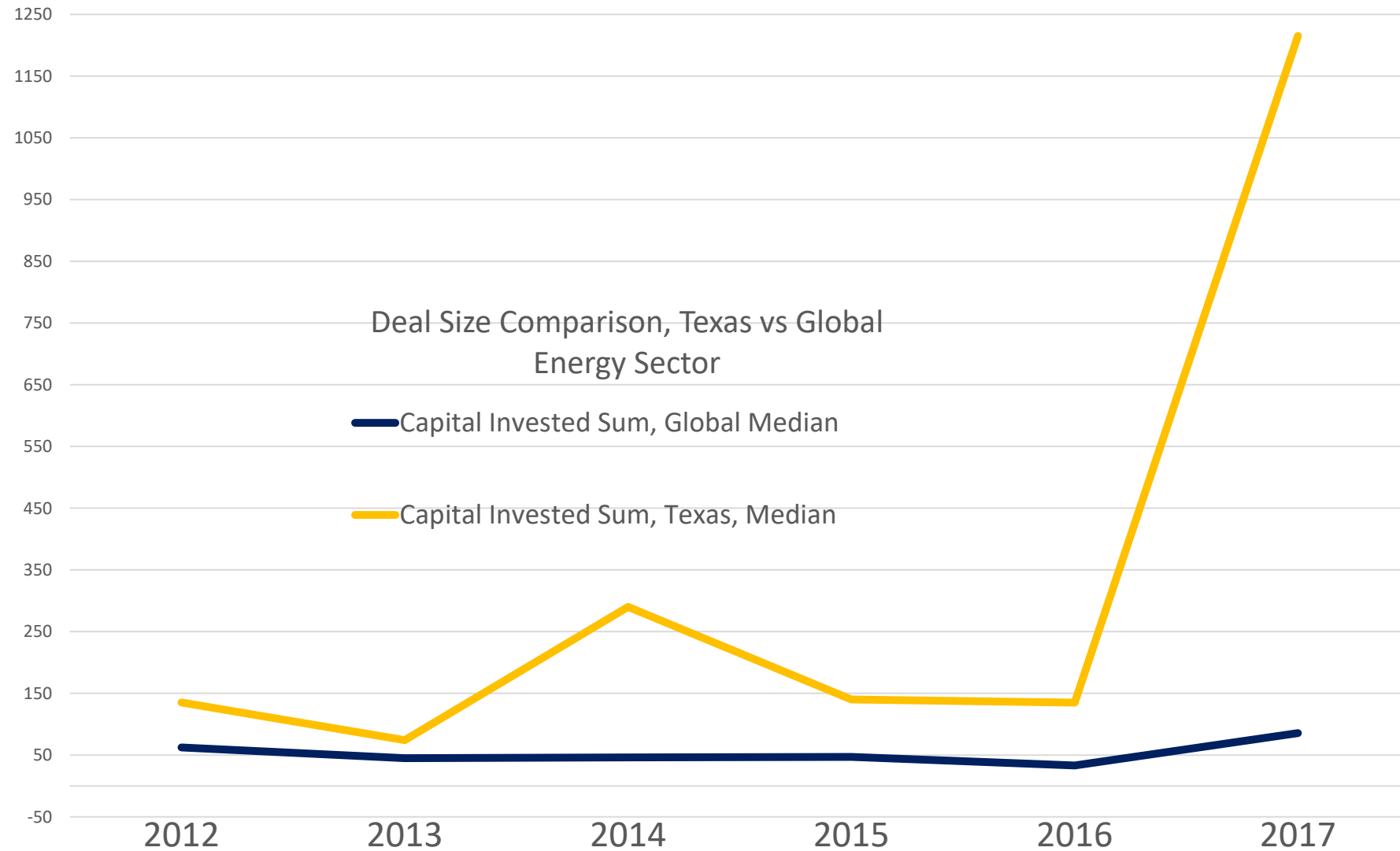
~~Private Equity Fund Data~~

~~Deals & Multiples~~

Energy Industry
Comparisons

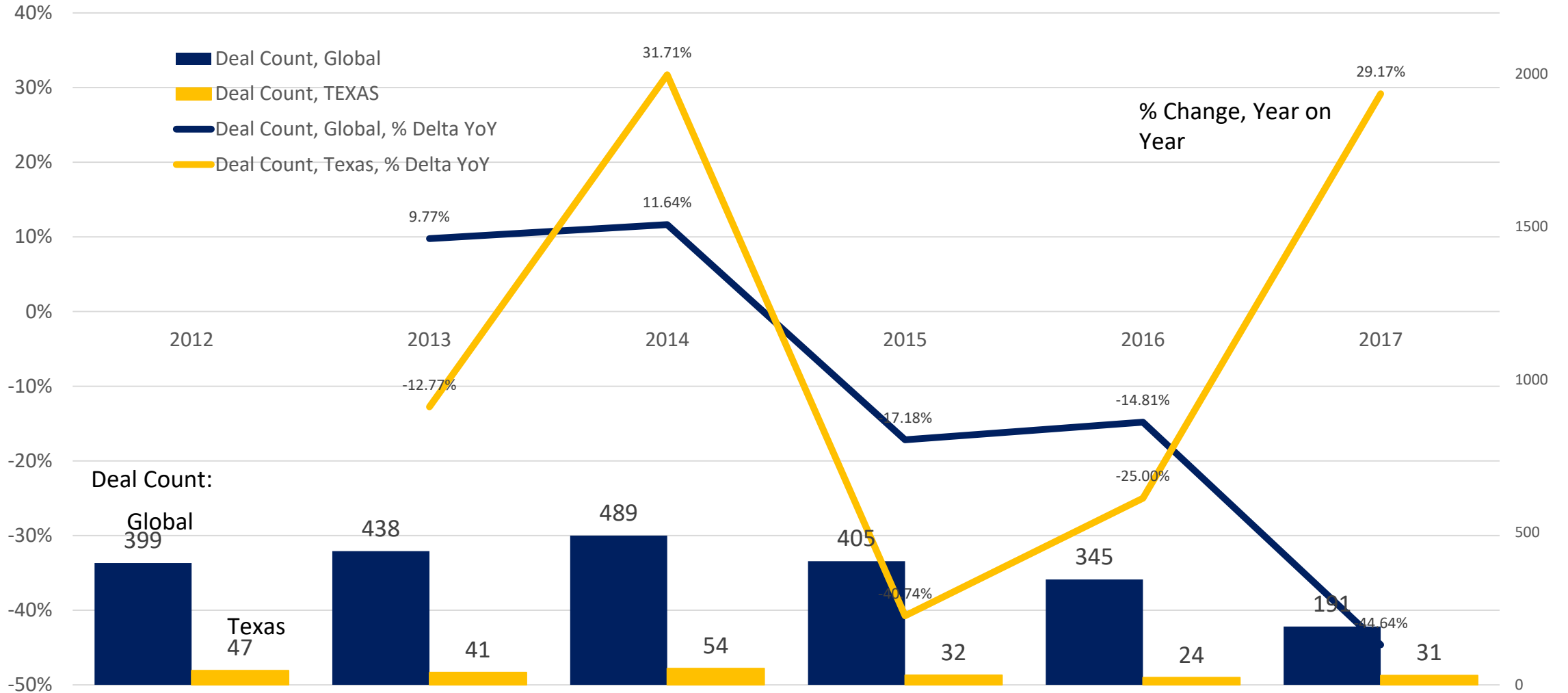


Deal Size Comparison: TX vs The World

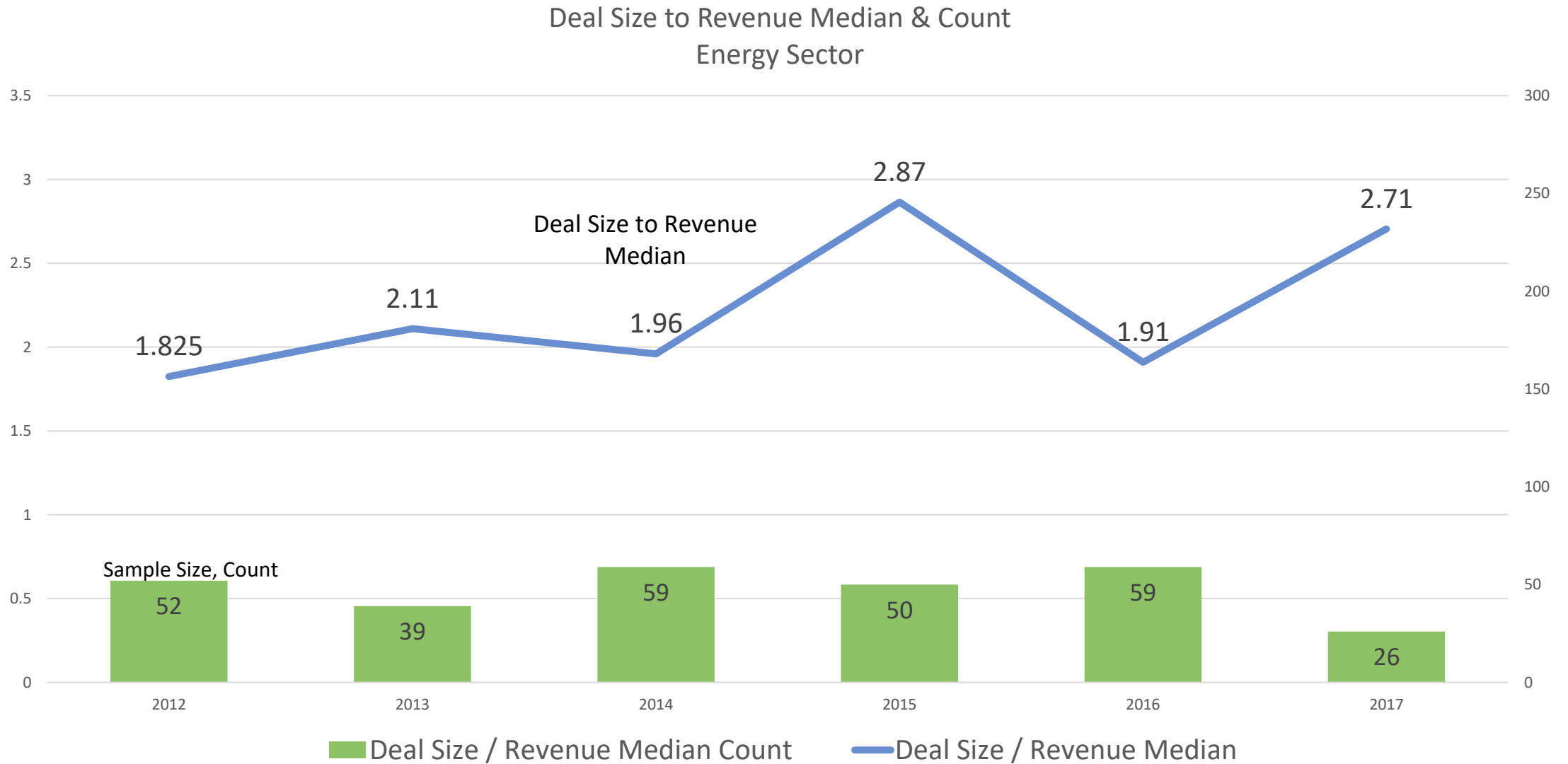


Deal Data: Deal Volume, Energy Sector

Year to Year % Change, Number of Deals
Global vs Texas - Energy Sector

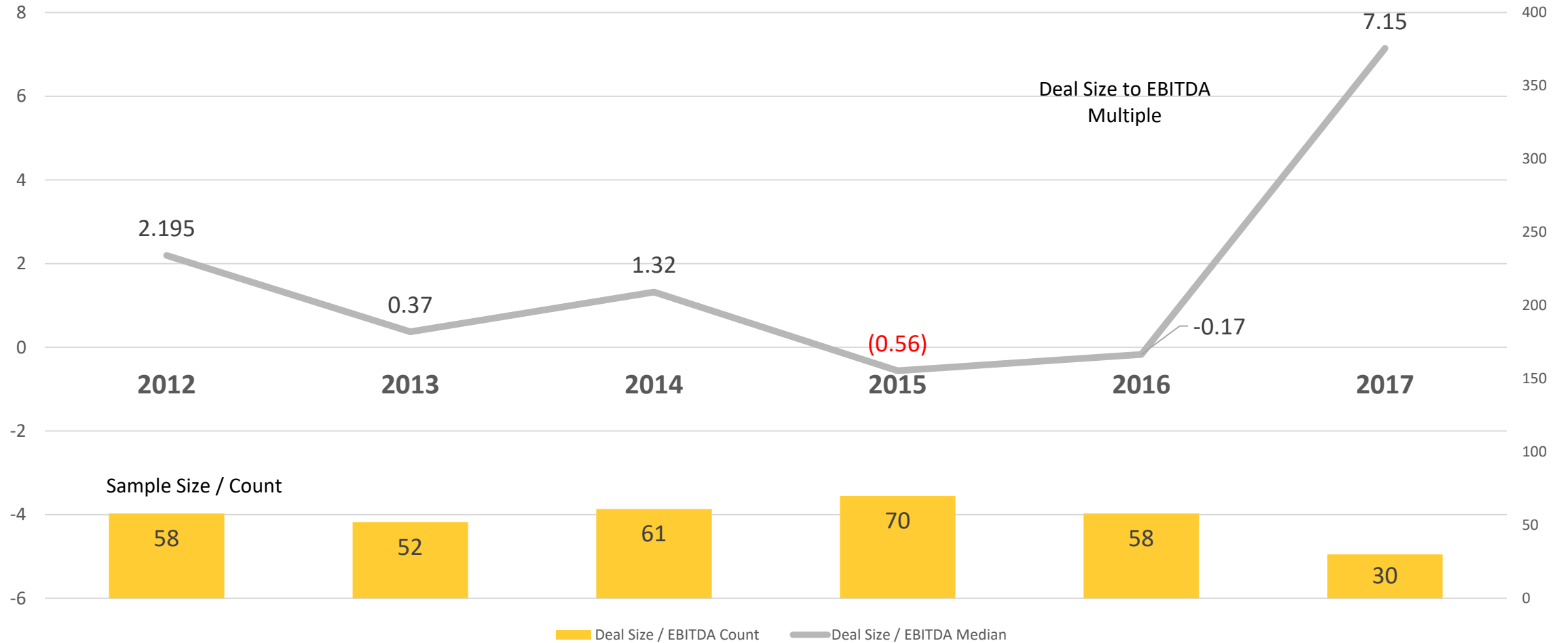


Deal Size to Revenue Multiple, Energy Sector



Deal Size to EBITDA Multiple, Energy Sector

Deal Size to EBITDA Multiple Median & Count
Energy Sector





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Thank You for Listening

Thank you to **Pitchbook** for helping assemble data for analysis



Commercial Products	Commercial Services	Other Business Products & Services
		Government
		Conglomerates
		Buildings & Property
		Road
		Rail
		Other Transportation
Marine		
Infrastructure		
Air		
Security Services (B2B)		
Printing Services (B2B)		
Other Commercial Services		
Office Services (B2B)		
Media & Information Services (B2B)		
Logistics		
Legal Services (B2B)		
Human Capital Services		
Environmental Services (B2B)		
Education & Training Services (B2B)		
Consulting Services (B2B)		
Construction & Engineering		
BPO/Outsource Services		
Accounting, Audit & Tax Services (B2B)		
Other Commercial Products		
Machinery (B2B)		
Industrial Supplies & Parts		
Electrical Equipment		
Distributors/Wholesale		
Building Products		
Aerospace & Defense		

