

ACG[®] Philadelphia
M&A

September 30 – October 1, 2024
Philadelphia Marriott Downtown

**Growth Track:
Transactions and
Macroeconomics**

Featured Speakers



Andy Jones
Founder & Managing Director
Private Equity Info



Dan Mahoney
Co-Founder
TruSight, LLC

TruSight, LLC is a private equity and M&A data and services company.

We provide rich **M&A Research Data** and bespoke **Outsourced Deal Origination Services** to help the middle & lower middle market M&A community close deals more efficiently.

Our clients include Private Equity funds, Investment Bankers and Business Brokers, CPA firms, Family Office Investors, and other constituents of the middle and lower middle market deal ecosystem.

TruSight acquired Private Equity Info in late 2021.

Key Facts



Headquarters
Philadelphia, PA



Professionals
25



Established
2005



Locations
US (PA, TX, GA, FL, IL)
Philippines, India

Our Service Offerings

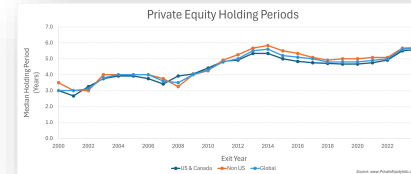
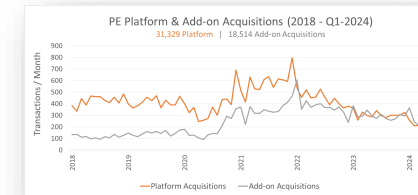
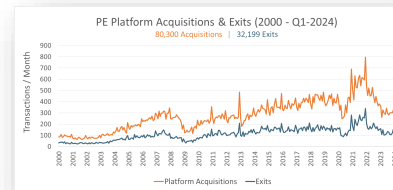
Retained Buyside Search

Intermediary Coverage

M&A Research Database

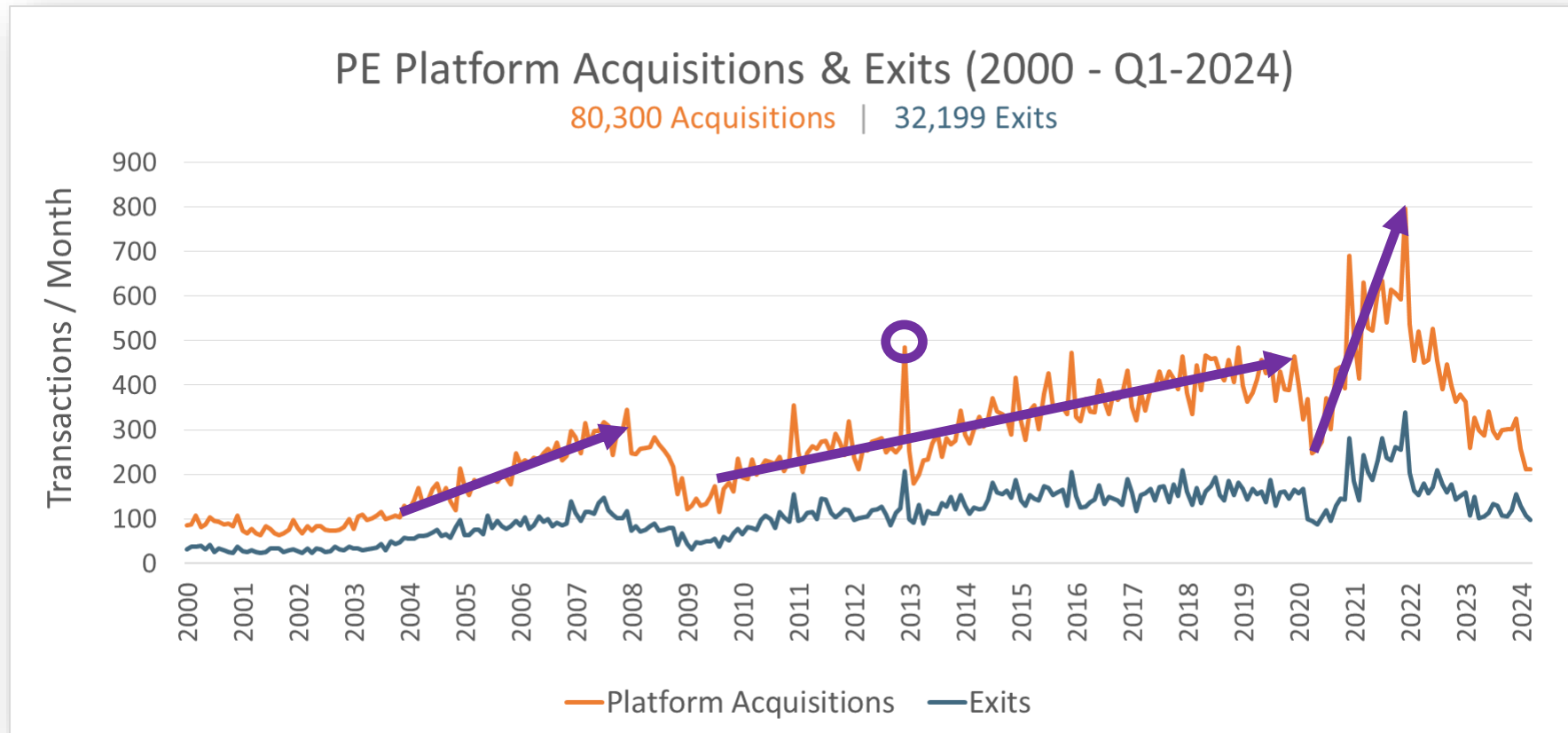
✓ Introduction

- Deal Pulse
- Industry Trends
- Questions

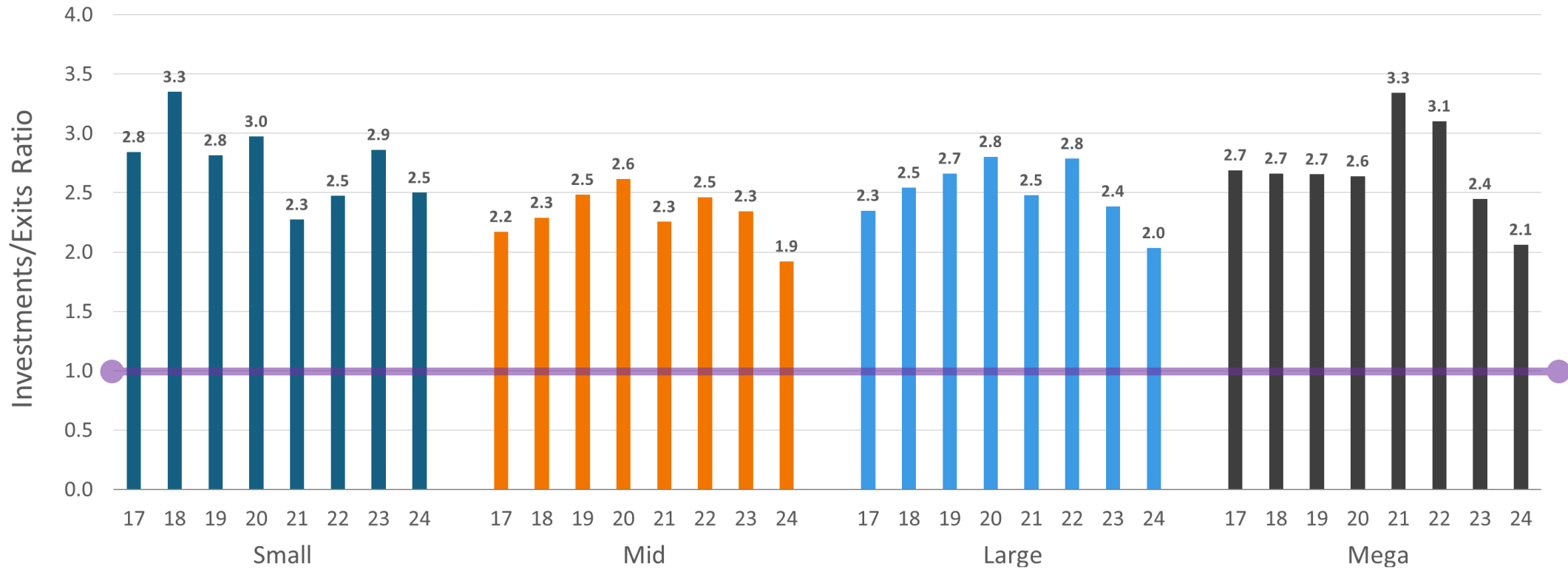


Index	Industry	Median Holding Period (Years)	% of Total Exits	% Change	Change
520	Pharmaceutical, Biotech, and Medical Devices*	6.1%	1.0%	100%	None
517	Publishing, Internet, Social, and Technical Services*	7.2%	2.0%	20%	None
393	Computer and Electronic Product Manufacturing*	4.8%	1.3%	100%	None
325	Chemical Manufacturing*	4.0%	1.0%	100%	None
581	Administrative and Support Services*	3.7%	1.0%	100%	None
626	Healthcare Equipment, Instrument, and Supplies*	3.4%	0.9%	100%	None
524	Textiles, Apparel, Consumer Products, and Other Personal Products*	3.3%	0.9%	100%	None
576	Food Processing, Packaging, and Related Services*	3.2%	0.9%	100%	None
420	Pharmaceutical Wholesale and Distribution*	3.1%	0.8%	100%	None
694	Machinery Manufacturing*	3.0%	0.8%	100%	None
486	Transportation, Storage, and Information Services*	2.7%	0.7%	100%	None
493	Transportation, Storage, and Information Services*	2.7%	0.7%	100%	None
423	Machinery Wholesale, Durable Goods*	2.6%	0.7%	100%	None
221	Software*	2.5%	0.7%	100%	None
339	Manufacturing, Non-durable Goods*	2.4%	0.6%	100%	None
223	Software*	2.3%	0.6%	100%	None
230	Food Manufacturing*	2.2%	0.6%	100%	None

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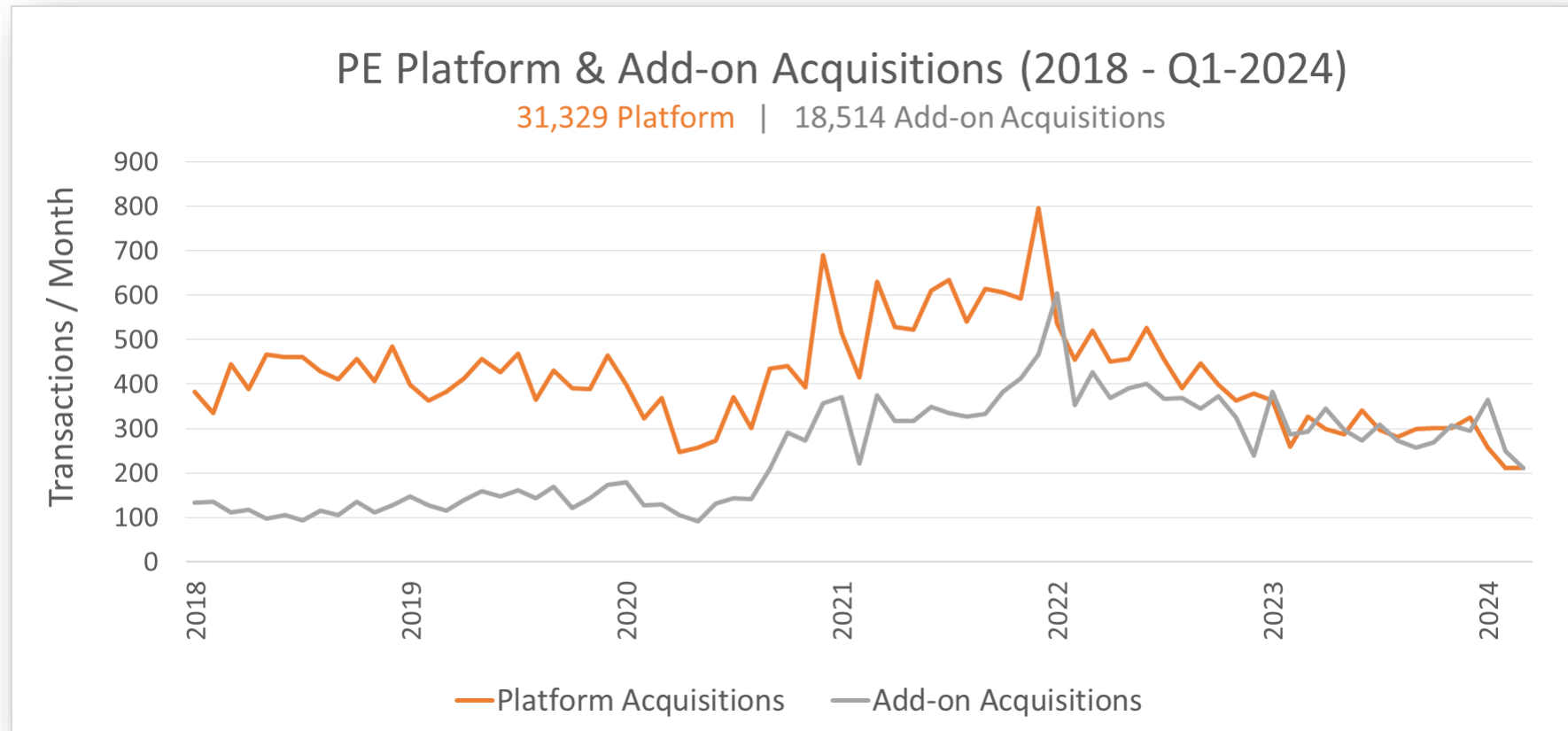


PE Investments/Exits Ratio (2017 - 2024 YTD)

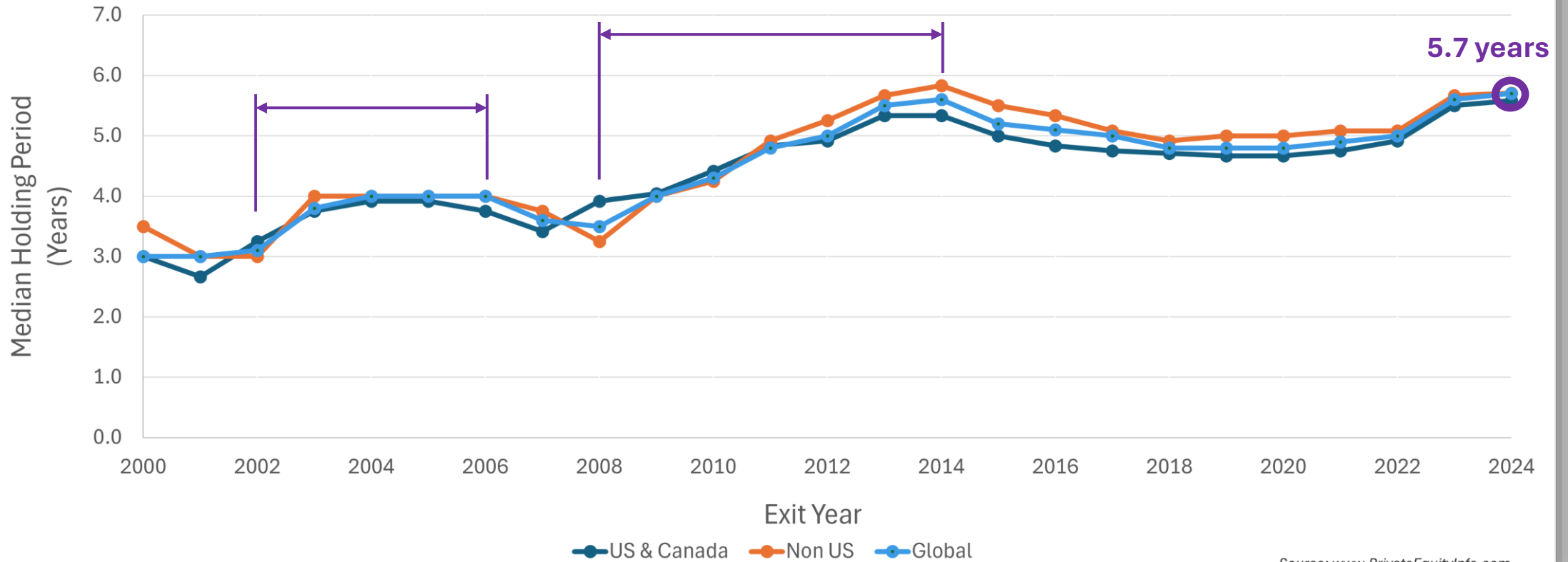


Years & Size

Source: www.PrivateEquityInfo.com

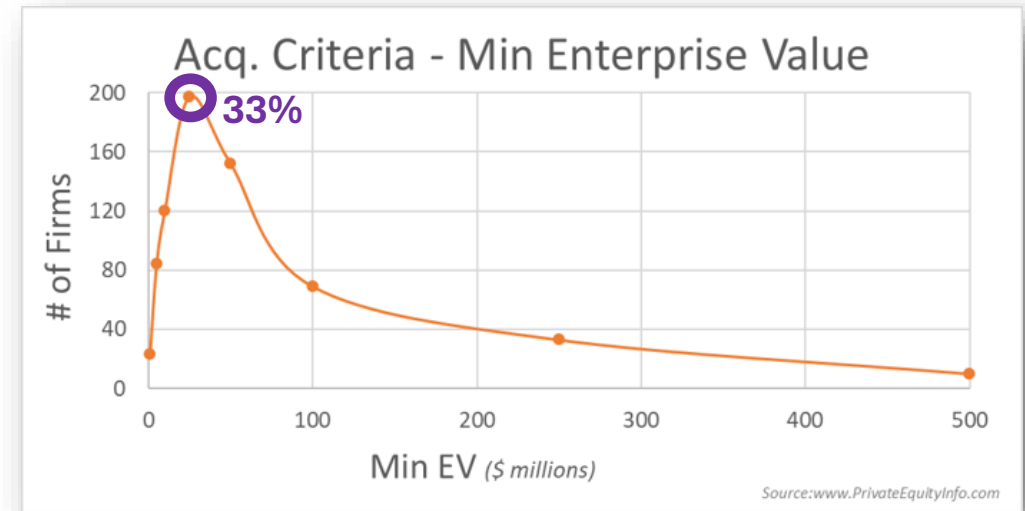
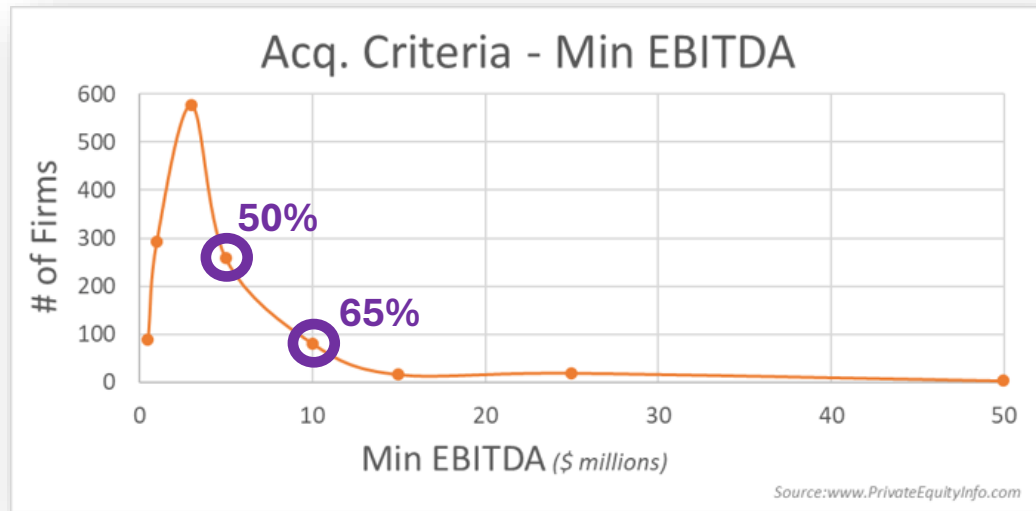


Private Equity Holding Periods



Source: www.PrivateEquityInfo.com

Don't Assume Deals are Too Small for PE Interest



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NAICS	Industry	Filter by industry keywords	% of Total PE Deals	% Change	Graph
541	Professional, Scientific, and Technical Services [Ⓢ]		10.3%	56%	View
511	Publishing Industries (except Internet) [Ⓢ]		7.5%	71%	View
334	Computer and Electronic Product Manufacturing [Ⓢ]		6.8%	36%	View
325	Chemical Manufacturing [Ⓢ]		4.0%	-13%	View
561	Administrative and Support Services [Ⓢ]		3.7%	17%	View
424	Merchant Wholesalers, Nondurable Goods [Ⓢ]		3.4%	-49%	View
523	Securities, Commodity Contracts, and Other Financial Investments [Ⓢ]		3.3%	-14%	View
518	Data Processing, Hosting, and Related Services [Ⓢ]		3.2%	164%	View
621	Ambulatory Health Care Services [Ⓢ]		3.1%	55%	View
333	Machinery Manufacturing [Ⓢ]		3.0%	-18%	View
488	Support Activities for Transportation [Ⓢ]		2.3%	6%	View
453	Miscellaneous Store Retailers [Ⓢ]		2.0%	-45%	View
423	Merchant Wholesalers, Durable Goods [Ⓢ]		2.0%	-30%	View
211	Oil and Gas Extraction [Ⓢ]		2.0%	-72%	View
339	Miscellaneous Manufacturing [Ⓢ]		1.9%	4%	View
221	Utilities [Ⓢ]		1.8%	29%	View
311	Food Manufacturing [Ⓢ]		1.6%	-12%	View

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Questions?

Thank You!