Getting the Edge: How Private Equity Firms Differentiate Themselves in a Competitive Market



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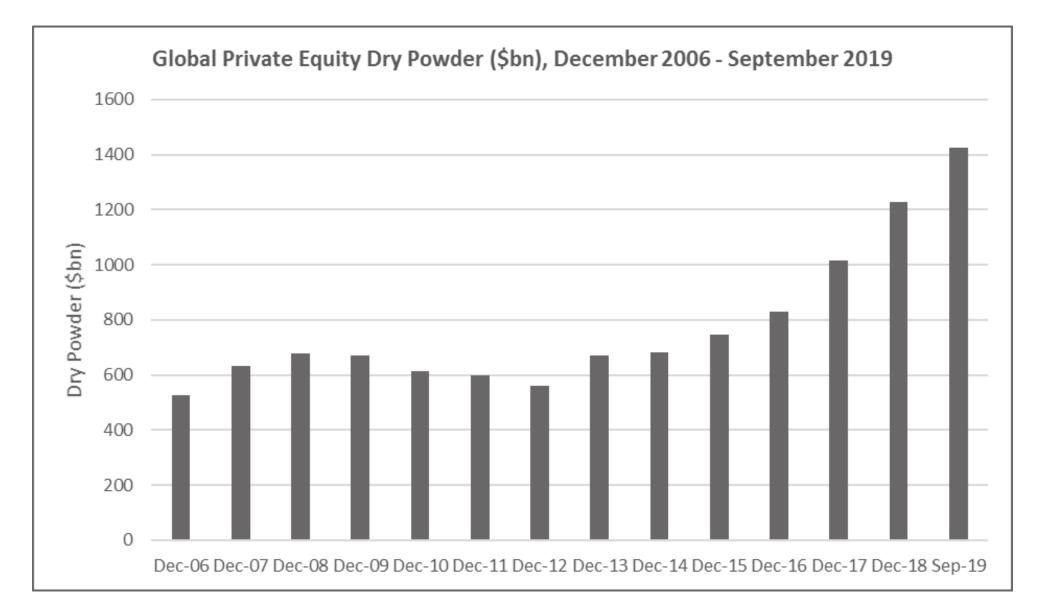


Jim Butterfield, Partner, Origination, Riverside Company



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Moderator: Madeleine Farman, Senior Reporter, Private Equity, S&P Global Market Intelligence



Source: Pregin

H1 US private equity entries Since 2015 Gross transaction value (\$B) Gross transaction value (\$B) - rest of the year Number of deals Number of deals - rest of the year 250 3,200 3,100 3,071 3,057 200 3,000 Gross transaction value (\$B) 2,821 2,923 2,900 span 2,800 2,700 Numper of deals 2,910 2,848 150 2,814 121.13 2,732 99.56 109.40 100 78.96 2,600 2,575 2,500 50 2,400 95.84 83.68 94.04 110.86 100.63 0 2,300 2015 2016 2017 2018 2019

Data compiled July 1, 2019.

Analysis includes M&A deals and private placements announced between Jan. 1, 2015, and June 30, 2019, where the target is based in the U.S. and the buyer was a private equity/venture capital firm. Excludes terminated deals.

Gross transaction value = sum of total consideration to shareholders, total other consideration, total earnout/contingent payments, total rights/warrants/options, net assumed liabilities, adjustment size cash and short-term investments

Out of 25,751 deals analyzed, 8,383 deals did not have deal values disclosed.

Source: S&PGlobal Market Intelligence

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