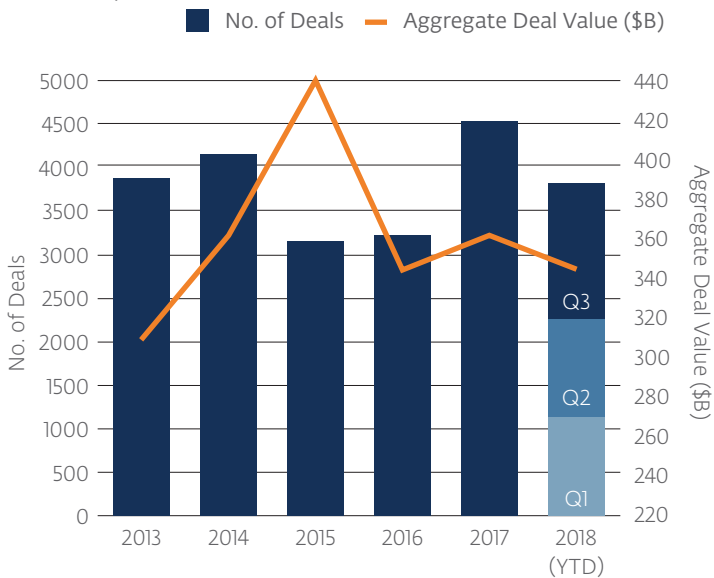


## A Hot Economy Keeps the Deals Comin'

Record low unemployment and plenty of cash continue to drive a stellar market for dealmakers

### Global Buyout Deals, Q1 2013-Q3 2018

Source: Preqin



## What the Experts Say



"We are seeing tremendously strong activity across all the ten industry groups that we focus on. You've got record level unemployment, and there seems to be a lot of strong fundamentals to support it, as opposed to feeling like it's a little bit of a bubble."

-Geoffrey Smith, Managing Director, Harris Williams & Co.



"The real driver from our point of view has been the stellar fundraising period that we've seen for the last four or five years. We're now in the fifth consecutive year in which more than 300 billion dollars has been raised; last year it was half a trillion."

-Christopher Elvin, Head of Private Equity Products, Preqin



"You also have large corporations seeking to divest non-core assets, which seems to be at a higher rate than we previously saw. There is a whole slew of corporate carve outs going on."

-Michael Fanelli, Partner, Transaction Advisory Services, RSM

### Q3 Highlights

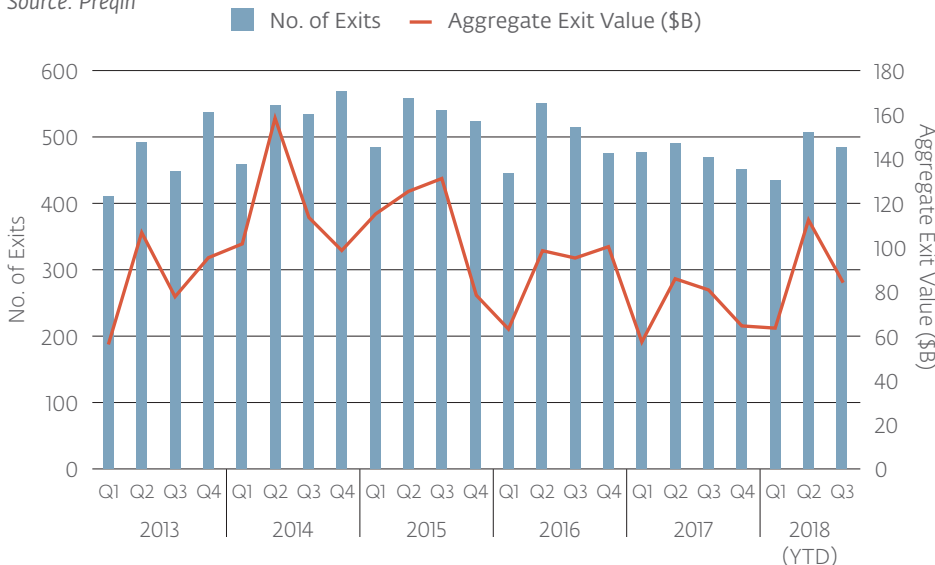
- \$6.9B** Biggest deal, the Dun & Bradstreet take-private
- 24%** Of total deal volume was Business Services
- 114** Deals valued under \$100M
- 23** Recapitalization deals

## An M&A Frenzy

Strong corporate balance sheets mean that strategics are taking the lead

### Global Private Equity Buyout-Backed Exits, Q1 2013-Q3 2018

Source: Preqin



"The cash on corporate balance sheets, repatriation of overseas cash, and the overall economic environment, has corporations looking for more avenues for growth, one of which is M&A."

-Michael Fanelli, RSM

"I think a lot of the strategics have gotten much more sophisticated from an M&A process perspective."

-Geoffrey Smith, Harris Williams & Co.

"The appeal of strategic acquirers is that a single buyer is often able to complete the transaction in a relatively swift and clean period of time, compared to an IPO or a sale to another GP."

-Christopher Elvin, Preqin