



## PRIVATE EQUITY INFORMATION INDUSTRY

### Q3 2019 :: Mergers and Acquisitions Trend Report

#### Q3 2019 KEY HIGHLIGHTS

- The overall industry's largest sponsored transaction in Q3 2019 was private equity firm EQT and Canada Pension Plan Investment Board's ("CPPIB") acquisition of a majority stake in Waystar, a revenue cycle management (RCM) provider, for \$2.7 billion.
- Regarding the Media horizontal, the largest sponsored transaction in Q3 2019 was Bain Capital's acquisition of a majority stake in The Kantar Group, a market research company, for \$2.4 billion.
- As for the Infrastructure Software segment, the largest sponsored transaction in Q3 2019 was BC Partners' announced acquisition of Presidio, which offers digital infrastructure, cloud, and security solutions, for \$2.3 billion.

#### Q3 2019 KEY TRENDS

- Total transaction volume in the 1st 3 Quarters of 2019 increased by 19 percent over the 1st 3 Quarters of 2018, from 663 to 789.
- Total transaction value in the 1st 3 Quarters of 2019 gained 11 percent over the 1st 3 Quarters of 2018, from \$65.2 billion to \$72.2 billion.

#### MULTIPLES & VALUE TRENDS

- The median revenue multiple on a year-over-year basis rose from 2.5x to 3.2x. The median EBITDA multiple during this timeframe remained nearly constant at 12.6x.

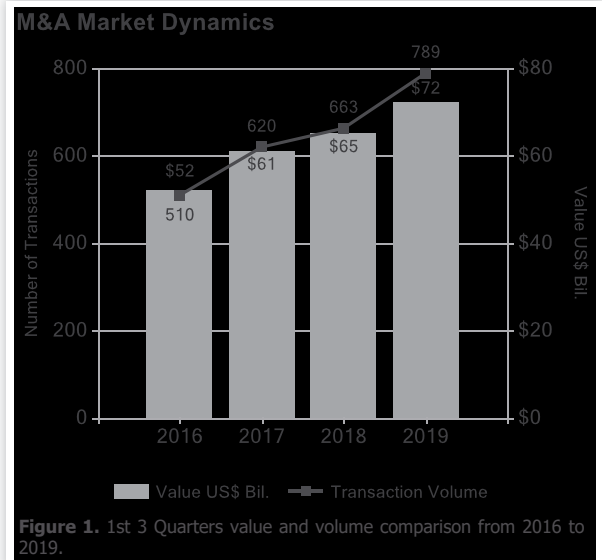


Figure 1. 1st 3 Quarters value and volume comparison from 2016 to 2019.

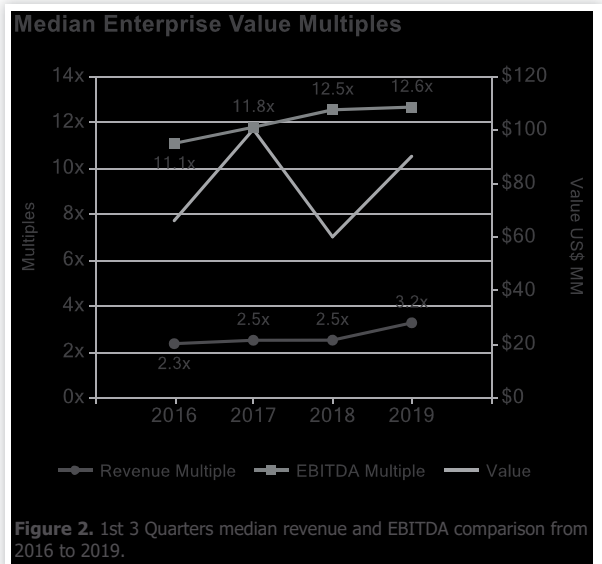


Figure 2. 1st 3 Quarters median revenue and EBITDA comparison from 2016 to 2019.

#### Top Ten Notable Transactions - 1st 3 Quarters 2019

Deal Date	Target Name	Buyer	Value MM US\$
02/04/19	Ultimate Software Group	Blackstone Group LP, Hellman & Friedman LLC, GIC, JMI Equity, CPP Investment Board	\$10,821
02/12/19	Ellie Mae, Inc.	Thoma Bravo, LLC	\$3,306
06/10/19	Shutterstock, Inc.	Apollo Global Management	\$2,737
07/29/19	Waystar	EQT AB, CPP Investment Board	\$2,700
07/12/19	The Kantar Group	Bain Capital	\$2,412
08/14/19	Presidio, Inc.	BC Partners	\$2,299
08/21/19	GoHealth	Centerbridge Capital Partners	\$1,500
04/17/19	MYOB Limited	Kohlberg Kravis Roberts & Co.	\$1,439
03/22/19	eFront	BlackRock, Inc.	\$1,300
06/11/19	Press Ganey Associates, Inc.	Leonard Green & Partners, L.P., Ares Management, L.P.	N/A
2019 Aggregate Transaction Value			\$72,172
Top 9 Aggregate Transaction Value			\$28,514
Top 9 Aggregate Value as a Percentage of All Transactions			40 %

Figure 3. Lists the top ten transactions for the 1st 3 Quarters of 2019 and calculates their aggregate transaction value as a percentage of the total aggregate transaction value. Transaction data based on **announced date**.

#### TOP TEN DEALS THROUGH Q3 2019

The top ten deals by value have seen four new additions since our half year report, two of which occurred in the Healthcare vertical: the previously mentioned acquisition of Waystar; and Centerbridge Capital Partners' announced acquisition of GoHealth, an online health insurance marketplace, for \$1.5 billion.

These four transactions, with an aggregate value of \$8.9 billion, represented 12 percent of transaction value in the 1st 3 Quarters of 2019 and 31 percent of Q3 2019 transaction value.

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All charts in this report are based on data gathered by Berkery Noyes' research department. All time period statistics are based on the transaction announcement date. The information contained herein is of a general nature and is not intended to address the circumstances of any particular company, individual, or entity. There can be no guarantee that such information is accurate.

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## RECENT FINANCIALLY SPONSORED TRANSACTIONS

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HAS ACQUIRED

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Family of Companies

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**Kiplinger**

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