

The 18th Annual Southeastern M&A/ Private Equity Forum

Catching Fire: A Private Equity Roundtable

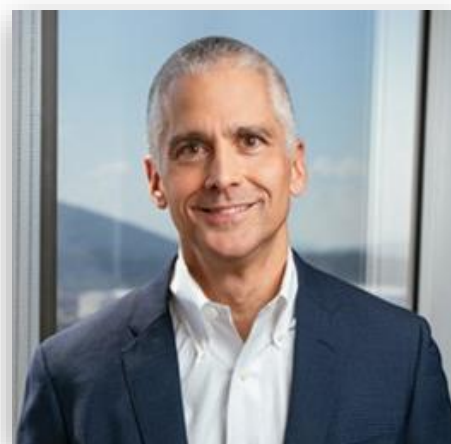
Moderator



John Hyman
Partner,
King & Spalding LLP



Jeremy Ellis
Managing Director,
Genesis Capital



Mark Jones
Partner,
River Associates



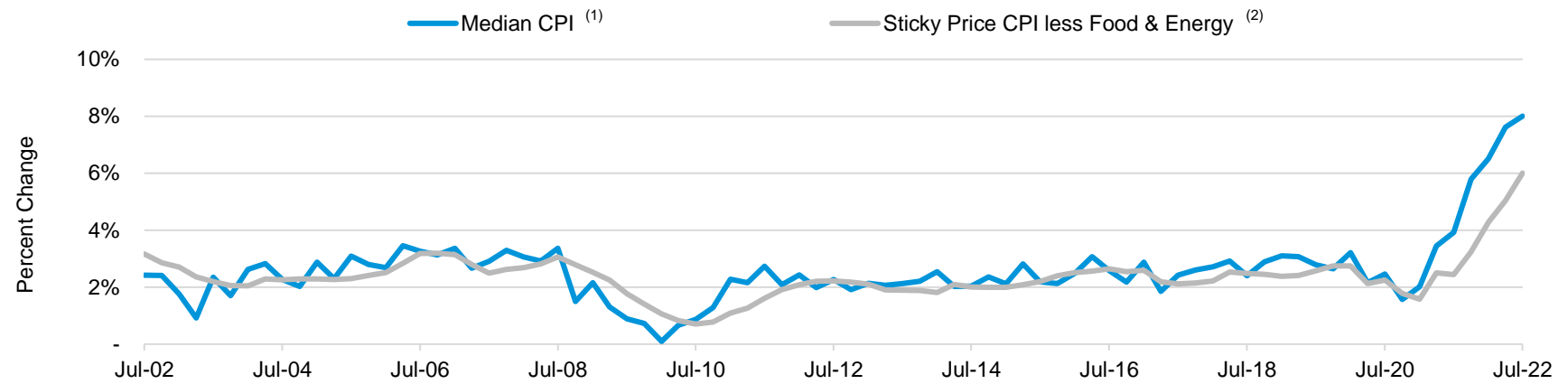
Steve B. Tye
Managing Director,
Croft & Bender LP



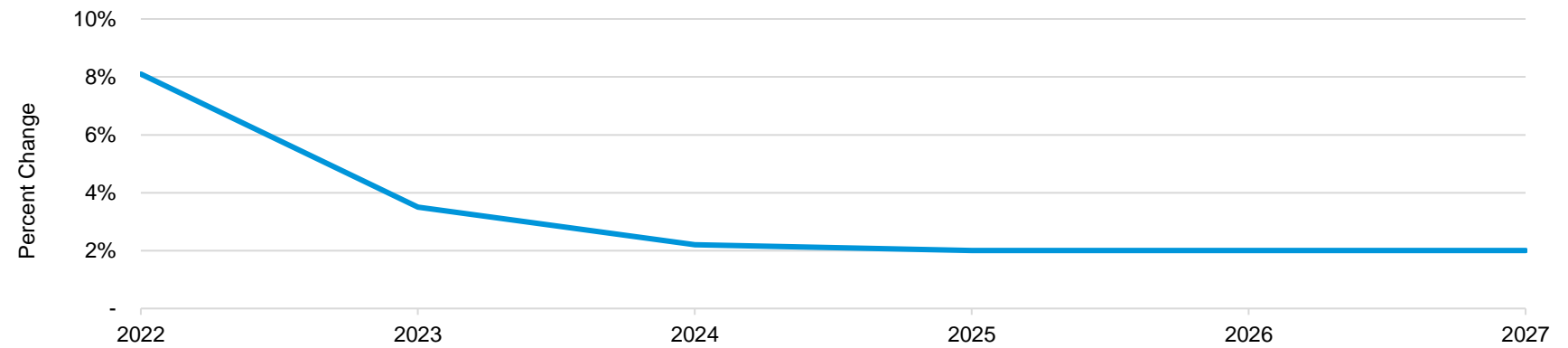
Ben Wallace
Partner,
Azalea Capital

Consumer Price Index Analysis

Historical U.S. Consumer Price Indices



Projected U.S. Consumer Price Index

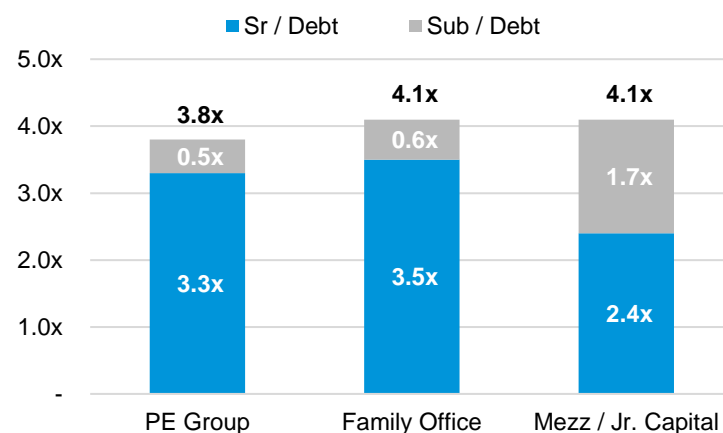


Notes:
(1) Percent change at annual rate.
(2) Percent change from year ago.

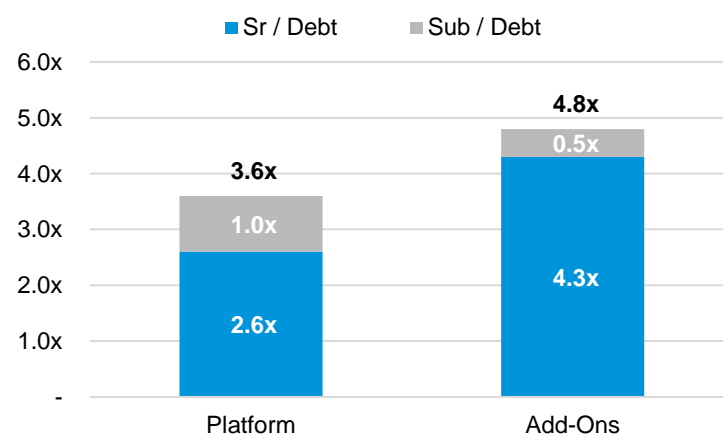
Source: Federal Reserve Bank of Cleveland, Knoema.

Middle Market Private Equity Leverage Ratios

Debt by Type of Buyer



Debt by Type of Transaction



Total Debt / EBITDA – Splits by Period

TEV	3Q 2020	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022
10 - 25	3.8x	3.6x	4.4x	3.4x	3.4x	4.5x	3.6x	4.1x
25 - 50	3.3x	3.6x	3.7x	3.4x	4.4x	4.0x	4.0x	3.5x
50 - 100	3.7x	3.5x	3.6x	3.8x	4.1x	3.9x	3.9x	3.9x
100 - 250	4.2x	4.7x	4.6x	4.5x	4.3x	4.1x	4.6x	4.3x
Total	3.7x	3.7x	4.1x	3.6x	4.0x	4.1x	3.9x	3.9x

Total Debt / EBITDA – All Industries

TEV	2018	2019	2020	2021	YTD Aug22
10 - 25	3.4x	3.8x	3.6x	4.0x	3.8x
25 - 50	3.6x	3.9x	3.4x	3.9x	3.8x
50 - 100	4.1x	3.9x	3.6x	3.8x	3.9x
100 - 250	4.7x	4.4x	4.7x	4.4x	4.4x
Total	3.8x	3.9x	3.7x	4.0x	3.9x

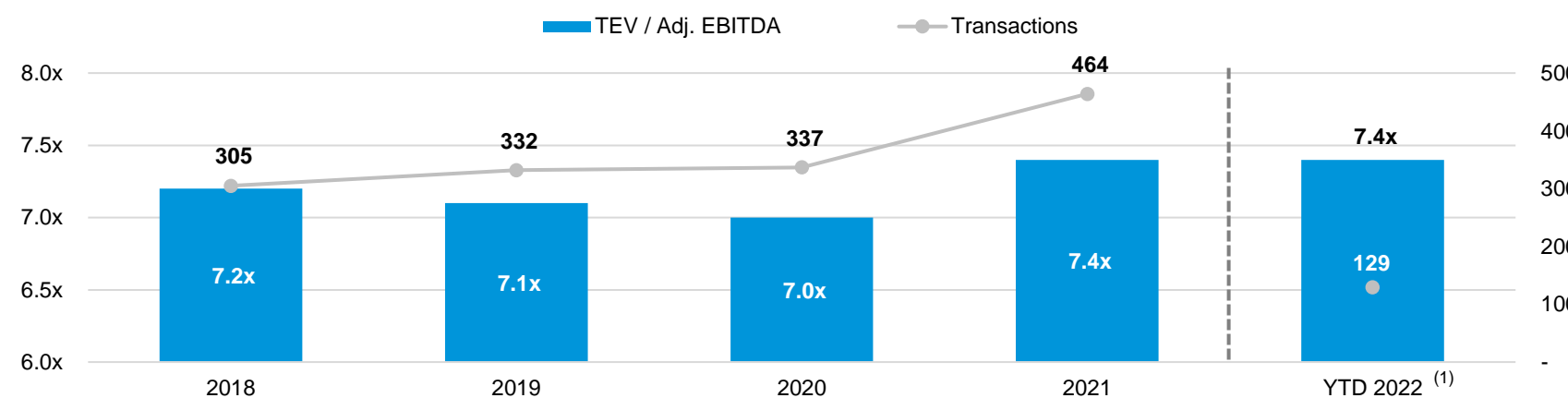
Senior Debt / EBITDA – All Industries

TEV	2018	2019	2020	2021	YTD Aug22
10 - 25	2.7x	3.3x	3.0x	3.4x	2.8x
25 - 50	2.7x	2.9x	2.7x	3.0x	3.1x
50 - 100	3.2x	3.2x	2.9x	3.1x	3.5x
100 - 250	3.5x	3.7x	4.1x	3.9x	3.4x
Total	2.9x	3.2x	3.1x	3.3x	3.2x

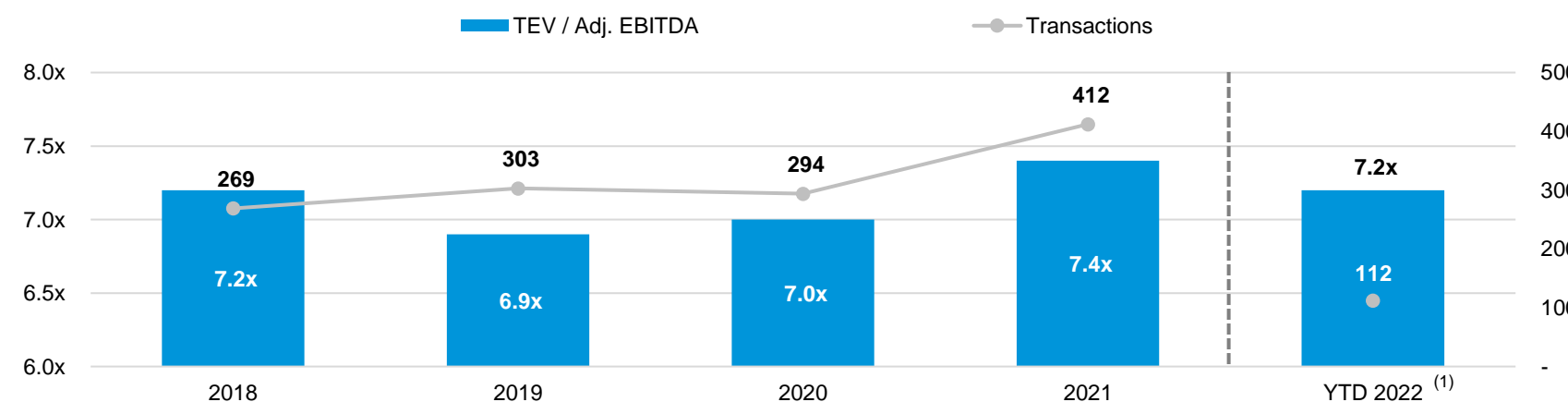
Source: GF Data.

Middle Market Private Equity Valuations

Middle Market U.S. Private Equity Total Transaction Valuations



Middle Market U.S. Private Equity Buyout Transaction Valuations

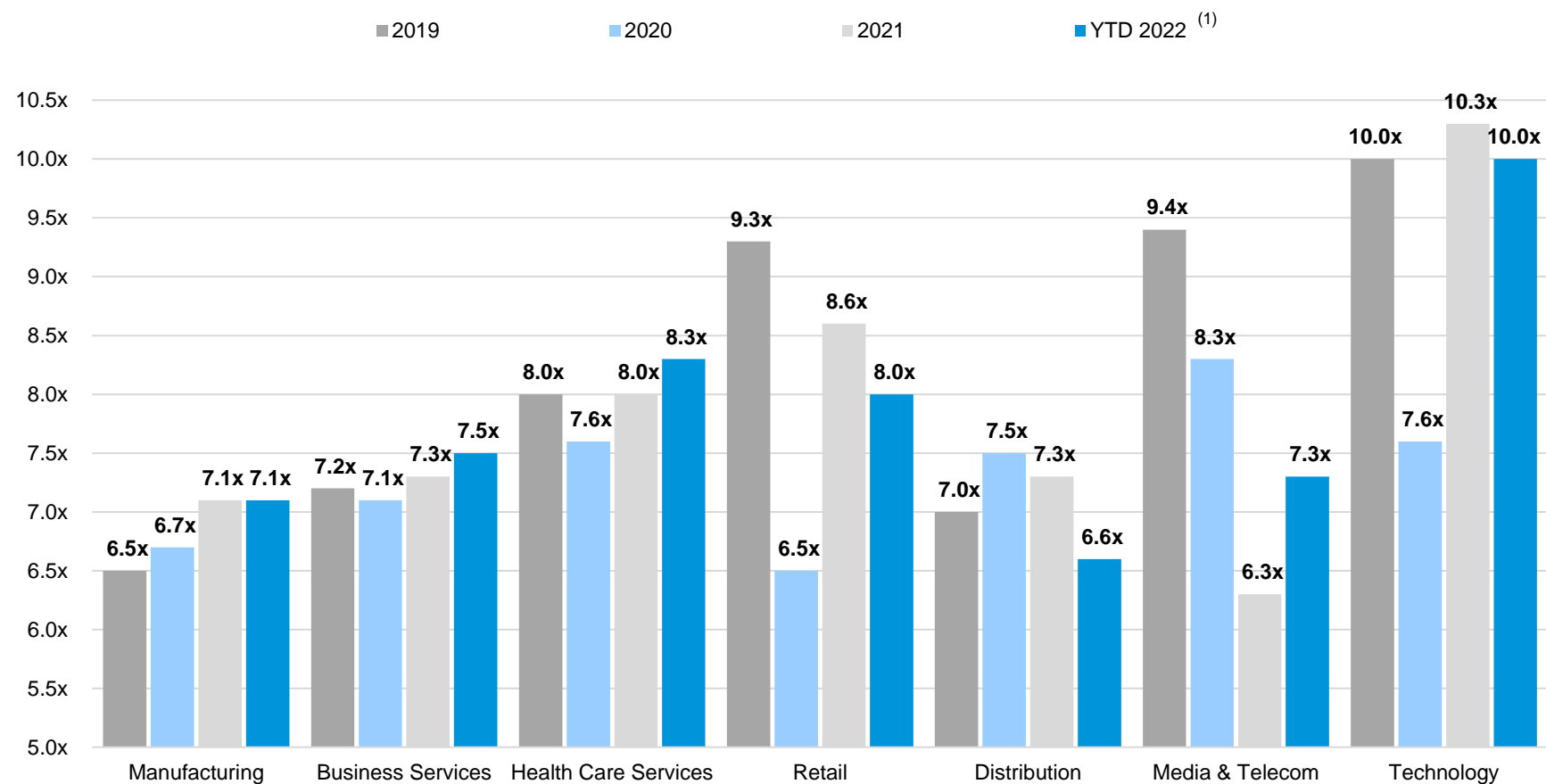


Note:
(1) As of August 31st.

Source: GF Data.

Middle Market Private Equity Valuations by Industry

Middle Market U.S. Private Equity Transaction Valuations by Industry

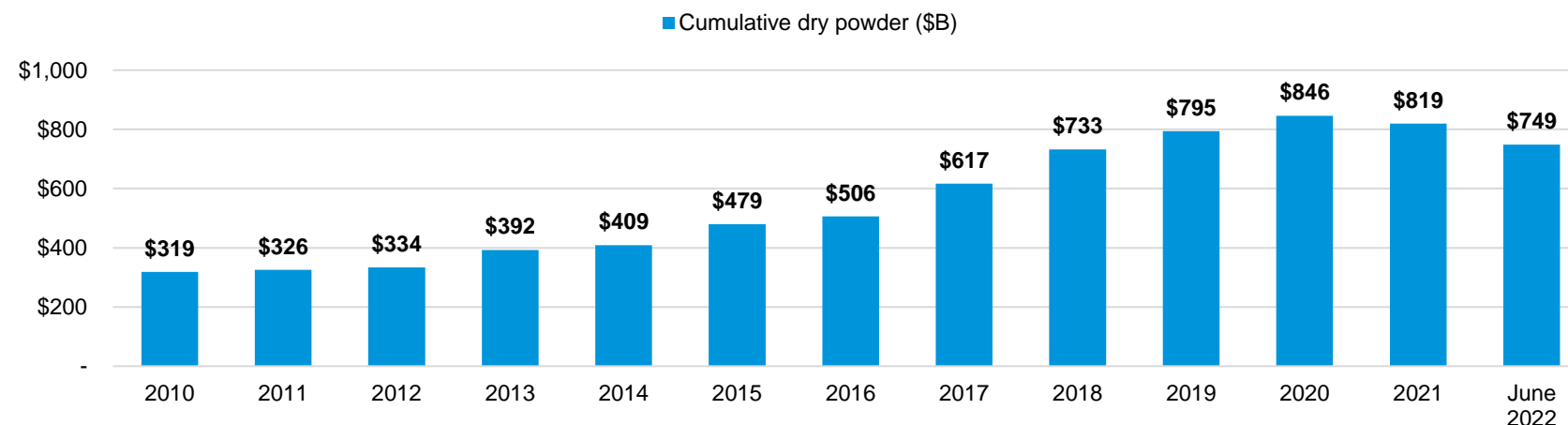


Note:
(1) As of August 31st.

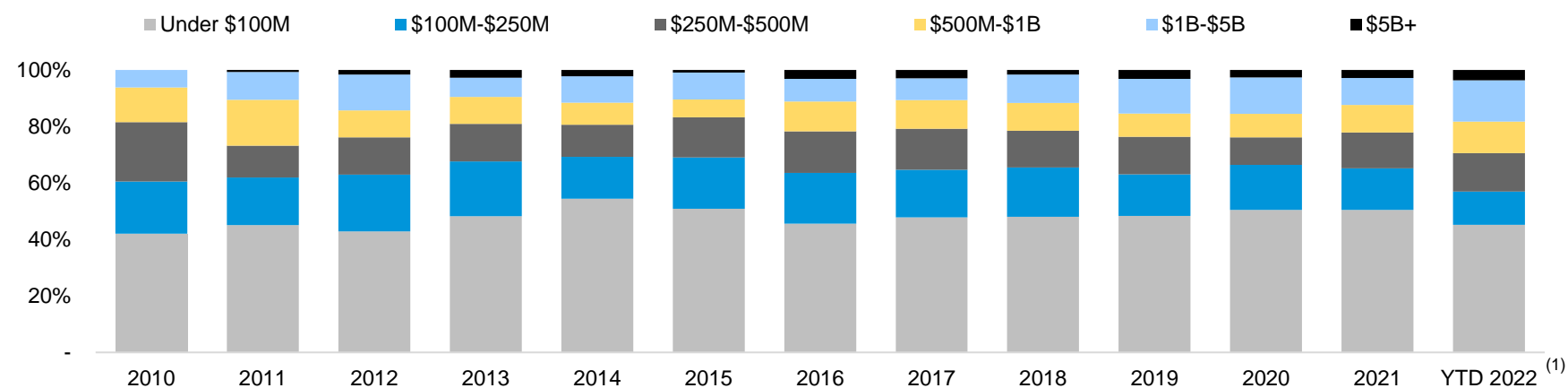
Source: GF Data.

Private Equity Fundraising Activity

U.S. Private Equity Dry Powder



U.S. Private Equity Fundraising by Size

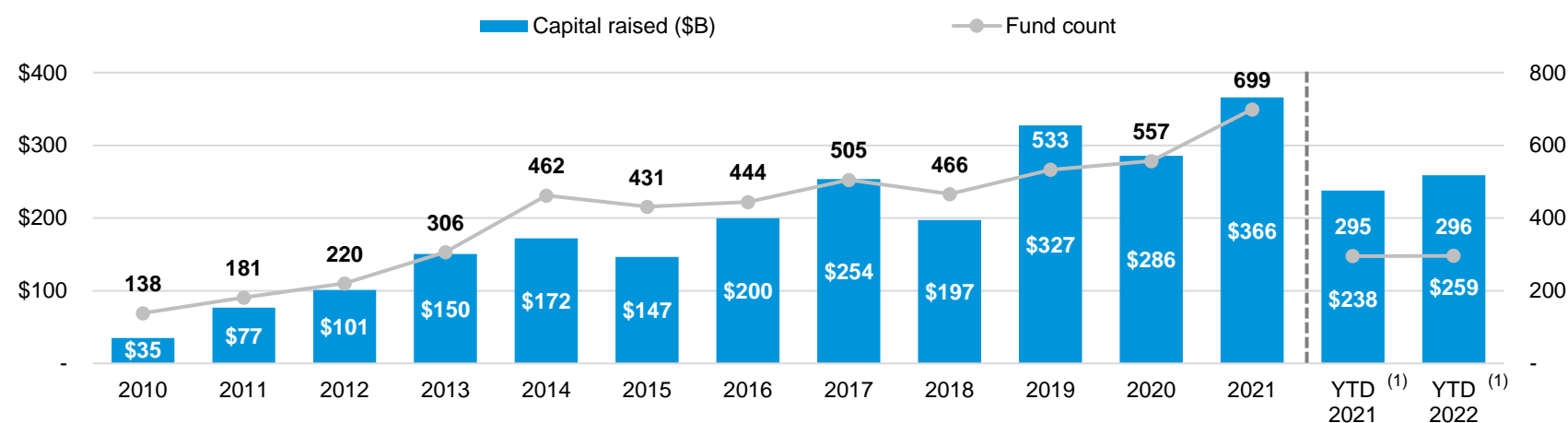


Note:
(1) As of September 30th.

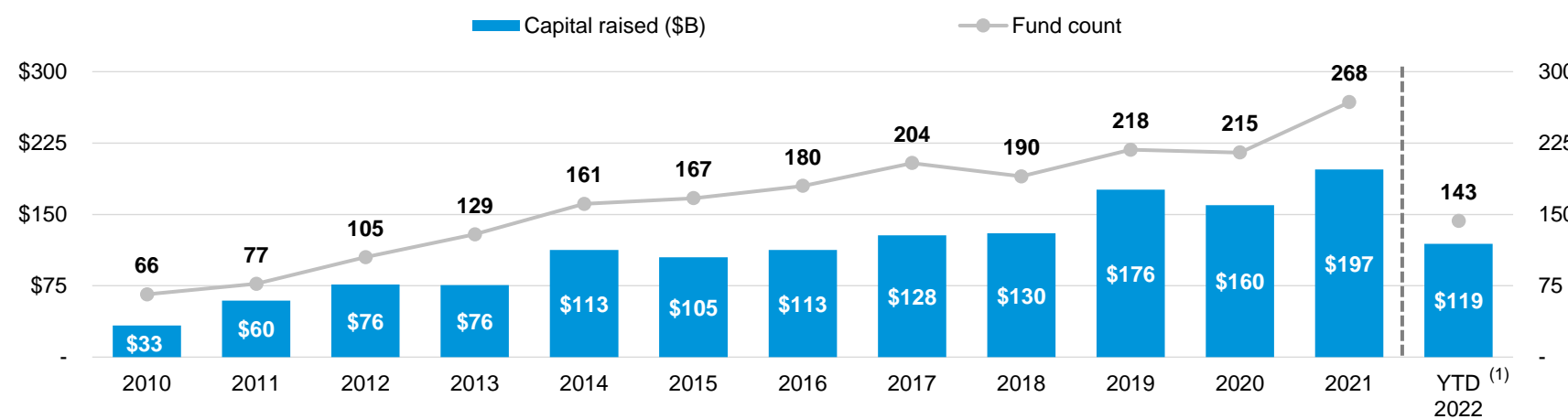
Source: PitchBook

Private Equity Fundraising Activity Continued

U.S. Private Equity Fundraising



Middle Market U.S. Private Equity Fundraising

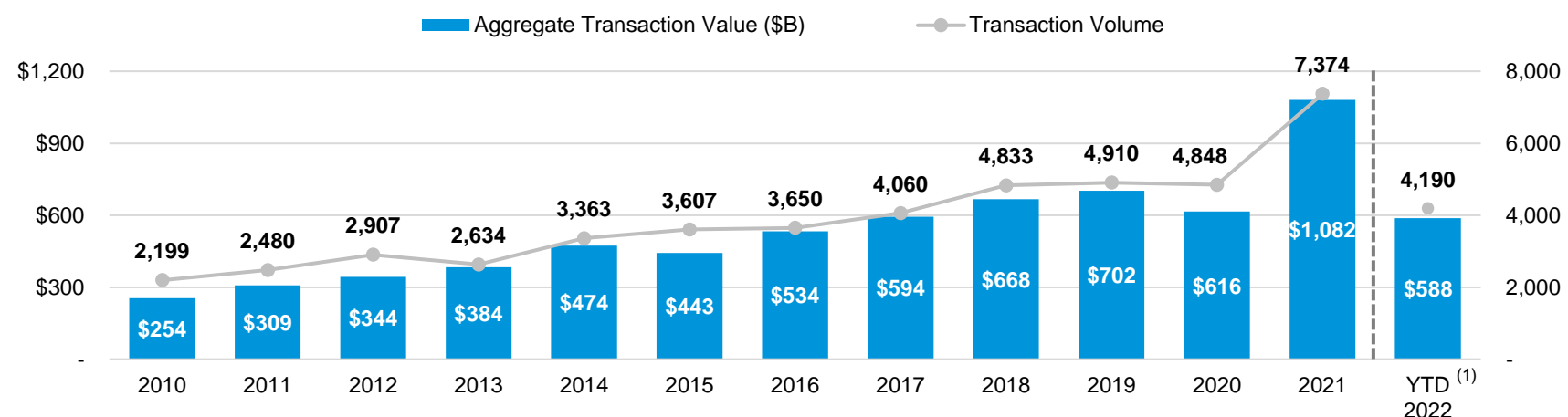


Note:
(1) As of September 30th.

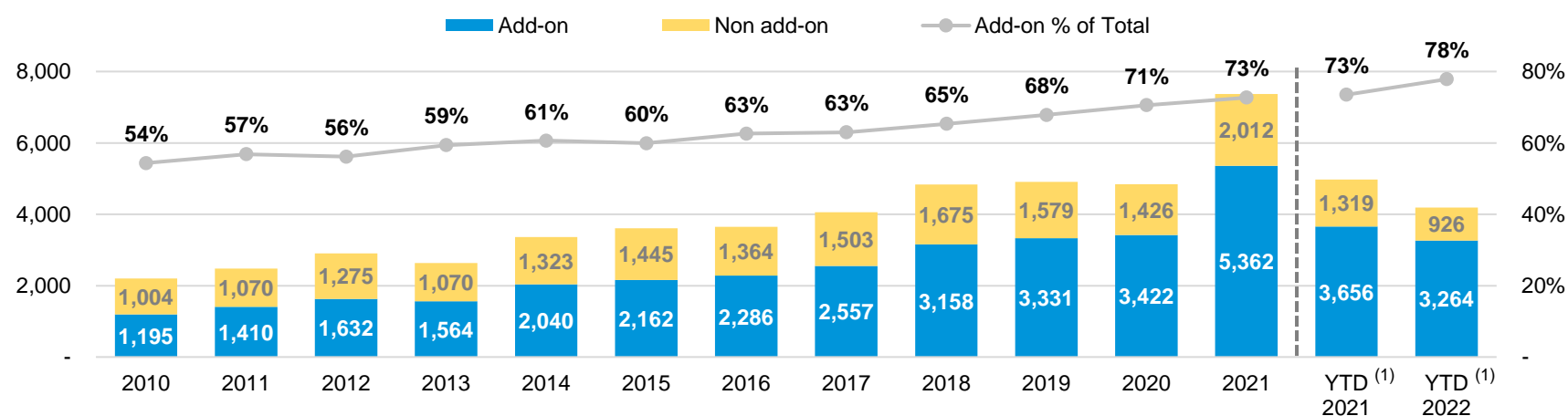
Source: PitchBook

Private Equity Acquisition Value and Volume Activity

U.S. Private Equity Total Transaction Value and Volume



U.S. Private Equity Add-On Deal Flow

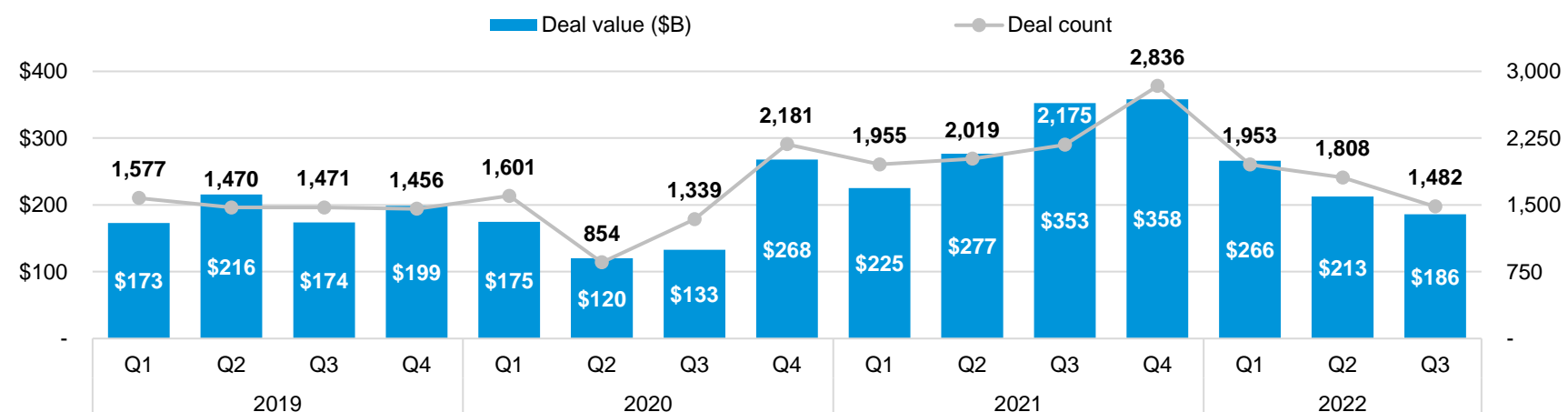


Note:
(1) As of September 30th.

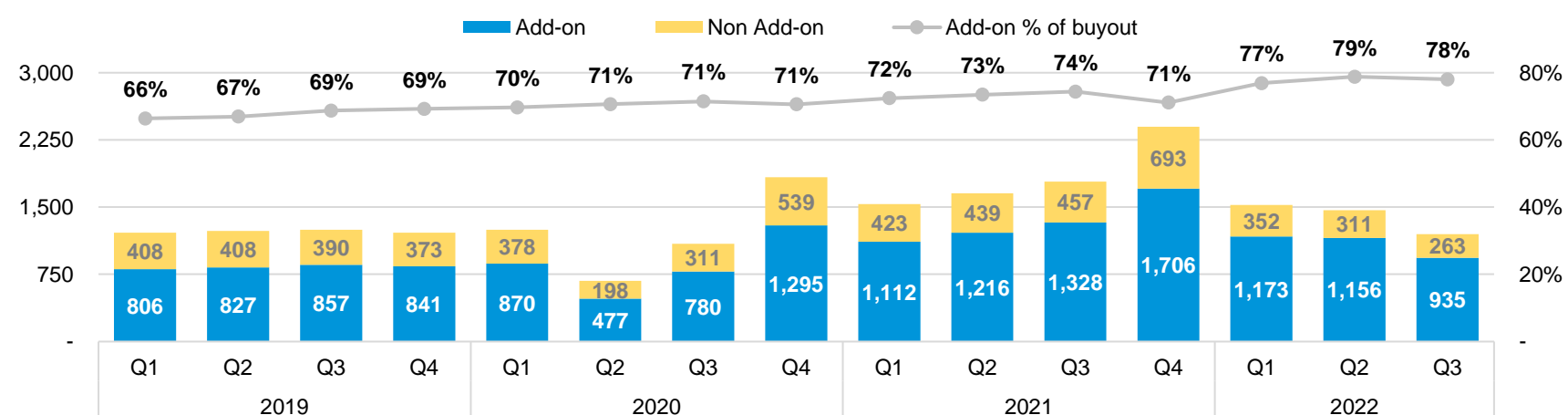
Source: PitchBook

Private Equity Acquisition Value and Volume Activity Continued

U.S. Private Equity Total Transaction Value and Volume by Quarter



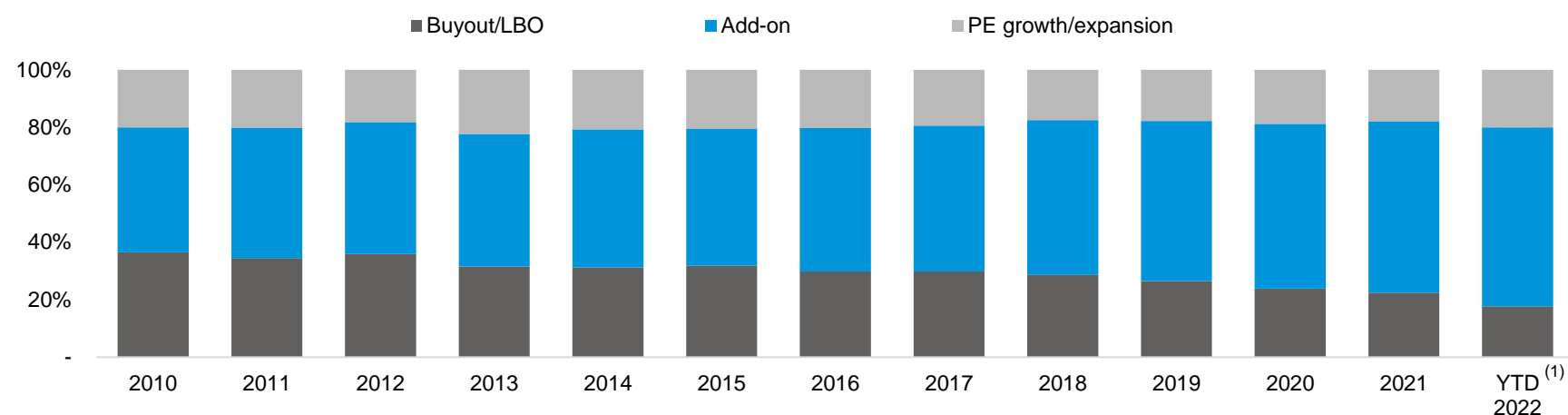
U.S. Private Equity Add-On Deal Flow by Quarter



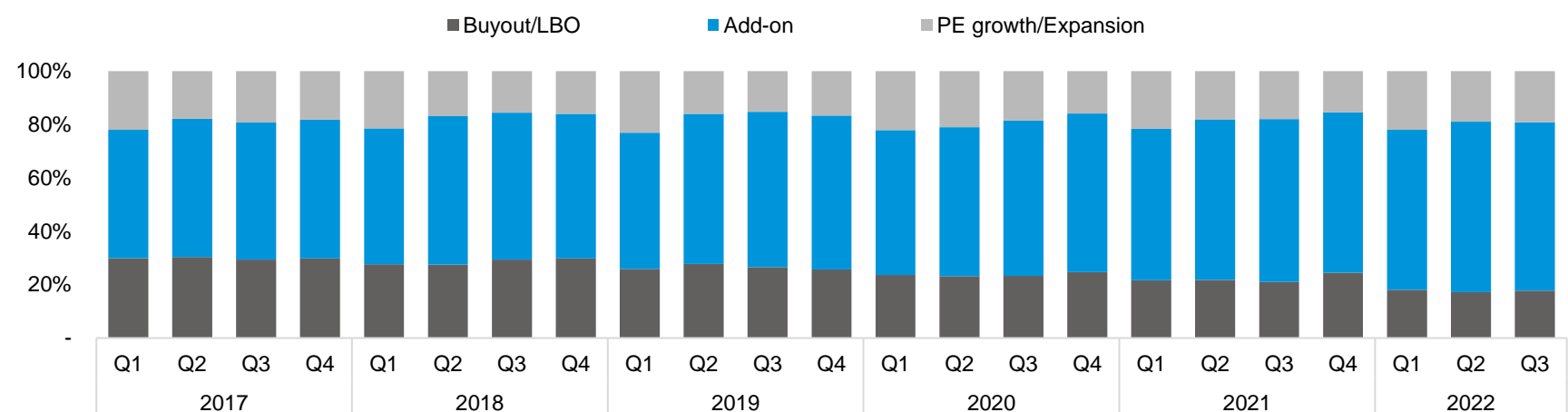
Source: PitchBook

Private Equity Acquisition Volume

U.S. Private Equity Transaction Count by Deal Type



U.S. Private Equity Quarterly Transaction Count by Deal Type



Note:
(1) As of September 30th.

Source: PitchBook

GENESIS CAPITAL

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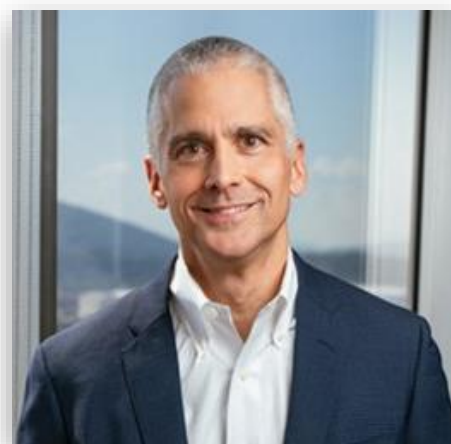
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