

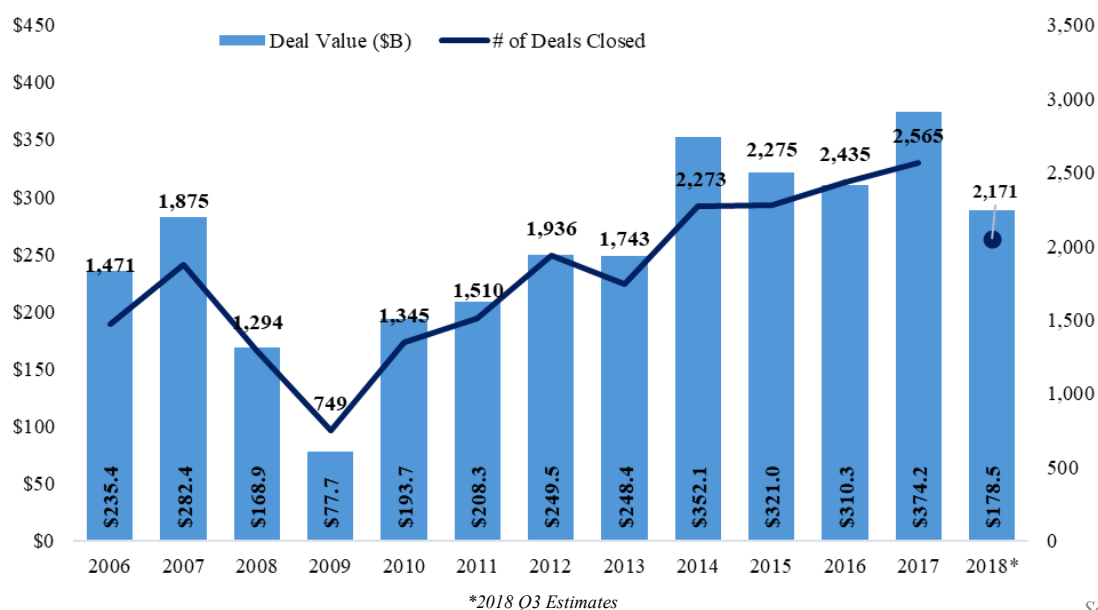
PRIVATE EQUITY MIDDLE MARKET OVERVIEW

2018 THIRD QUARTER REVIEW

The following report focuses specifically on **Private Equity** transactions in the Middle Market, defined as transactions ranging from \$10 million to \$1 billion in deal value. Throughout this report, the Middle Market is divided into three segments, the Lower Middle Market (“LMM”) with deal value ranging from \$25 to \$100 million; the Core Middle Market (“CMM”) with deal value ranging from \$100 to \$500 million; and the Upper Middle Market (“UMM”) with deal value ranging from \$500 million to \$1 billion.

Carleton McKenna’s area of expertise lies mostly in the LMM transaction realm, acting as sell-side advisor to companies with a revenue range of \$10 to \$150 million.

PRIVATE EQUITY MIDDLE MARKET ACTIVITY BY YEAR (U.S.)



Source: Pitchbook

M&A ADVISORY TEAM:

Paul H. Carleton
Managing Partner
phc@carletonmckenna.com

Christopher J. McKenna
Managing Director
cjm@carletonmckenna.com

Nora T. Mahoney
Vice President & Counsel
ntm@carletonmckenna.com

Brooke A. Hradisky
Vice President
bah@carletonmckenna.com

Alexis M. Becker
Analyst
amb@carletonmckenna.com

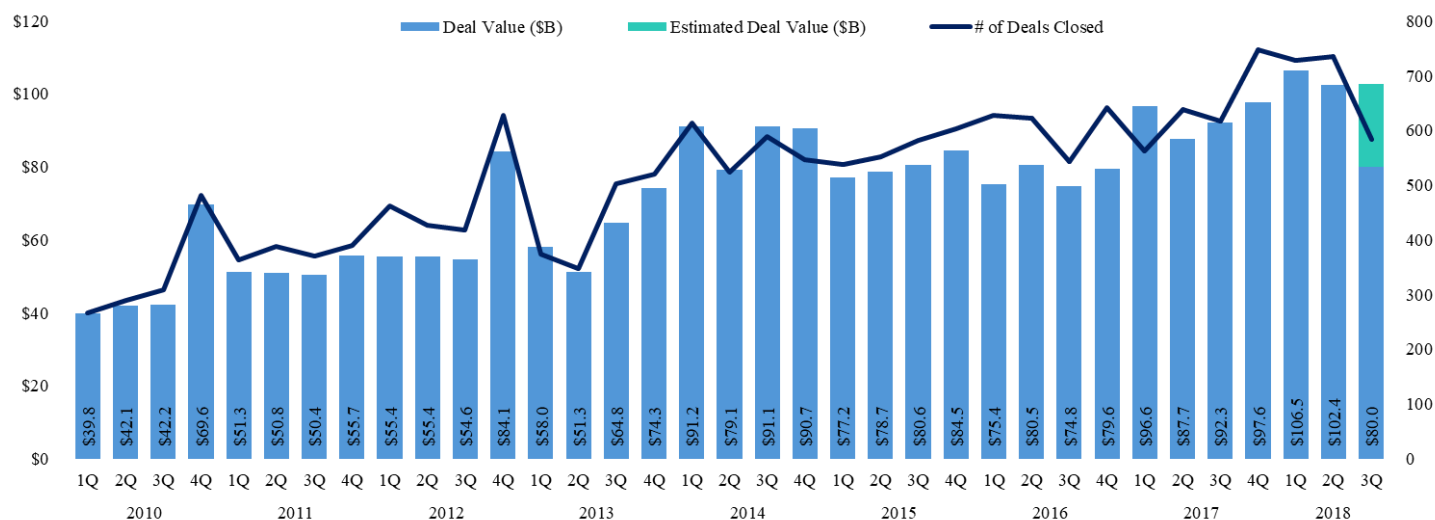
FIRM OVERVIEW:

Carleton McKenna & Co. is a boutique, independent investment banking firm providing M&A Advisory, Capital Raising, and Valuation Advisory services. Our experienced professionals maintain a client-focused and entrepreneurial outlook which enables us to be creative for our clients, unencumbered by the bureaucracies inherent in larger investment banks. Our professionals have over three decades of experience partnering with companies led by strong, entrepreneurial management teams.

Using this expertise, Carleton McKenna & Co. specializes in providing sell-side and buy-side M&A Advisory services to small- to mid-cap clients which have closely-held businesses, portfolio companies of financial sponsor firms, and divisions or subsidiaries of public companies.

Carleton McKenna & Co. has deep experience in the niche manufacturing, specialty chemicals and materials, business services, consumer products and healthcare markets.

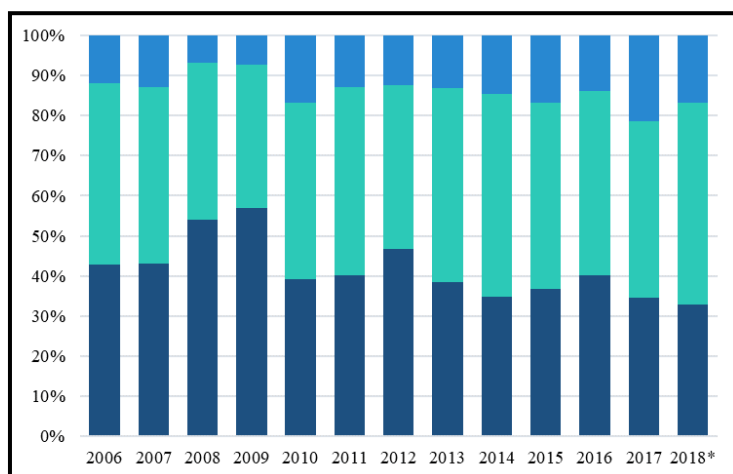
PRIVATE EQUITY MIDDLE MARKET ACTIVITY BY QUARTER (U.S.)



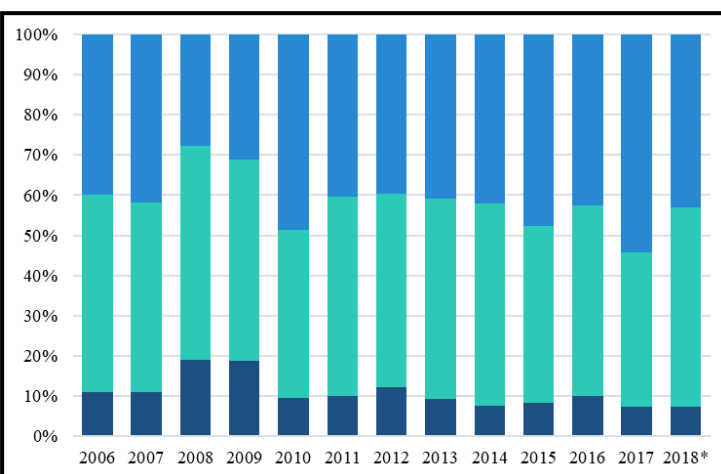
Source: Pitchbook

PRIVATE EQUITY MIDDLE MARKET ACTIVITY BY MARKET SEGMENT (U.S.)

DEALS BY MARKET SEGMENT—BY # OF DEALS



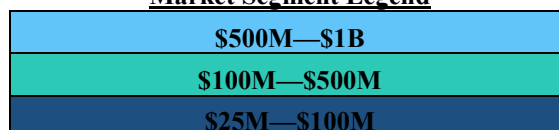
DEALS BY MARKET SEGMENT—IN \$ BILLIONS



*2018 Q3 Estimates

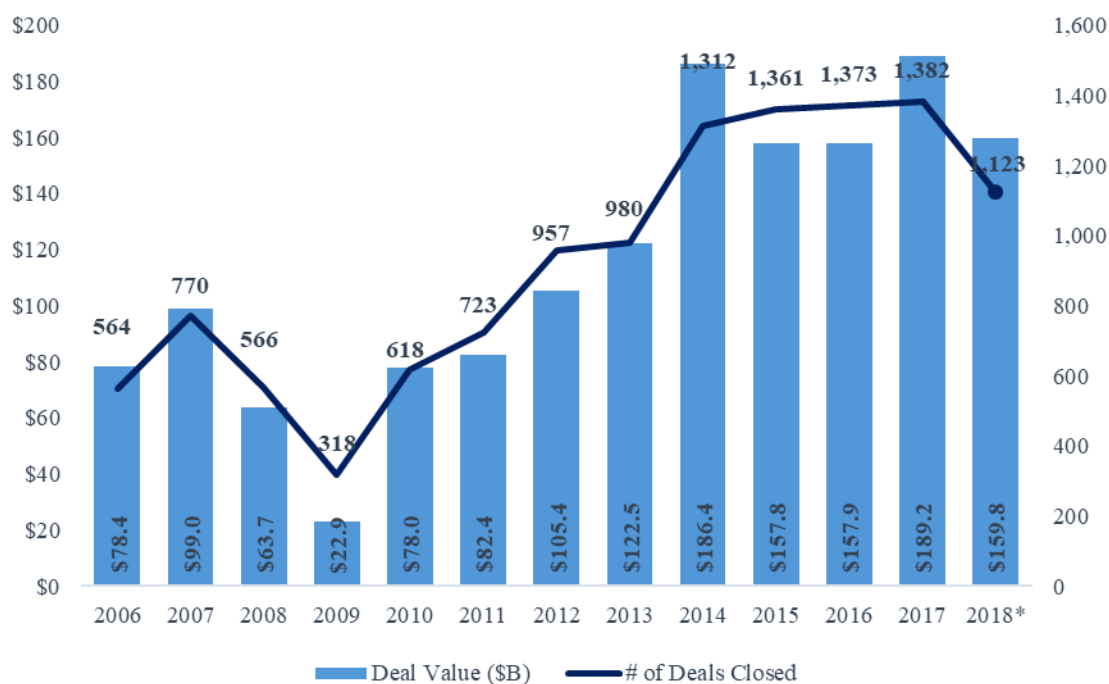
Source: Pitchbook

Market Segment Legend



\$ relative to transaction size

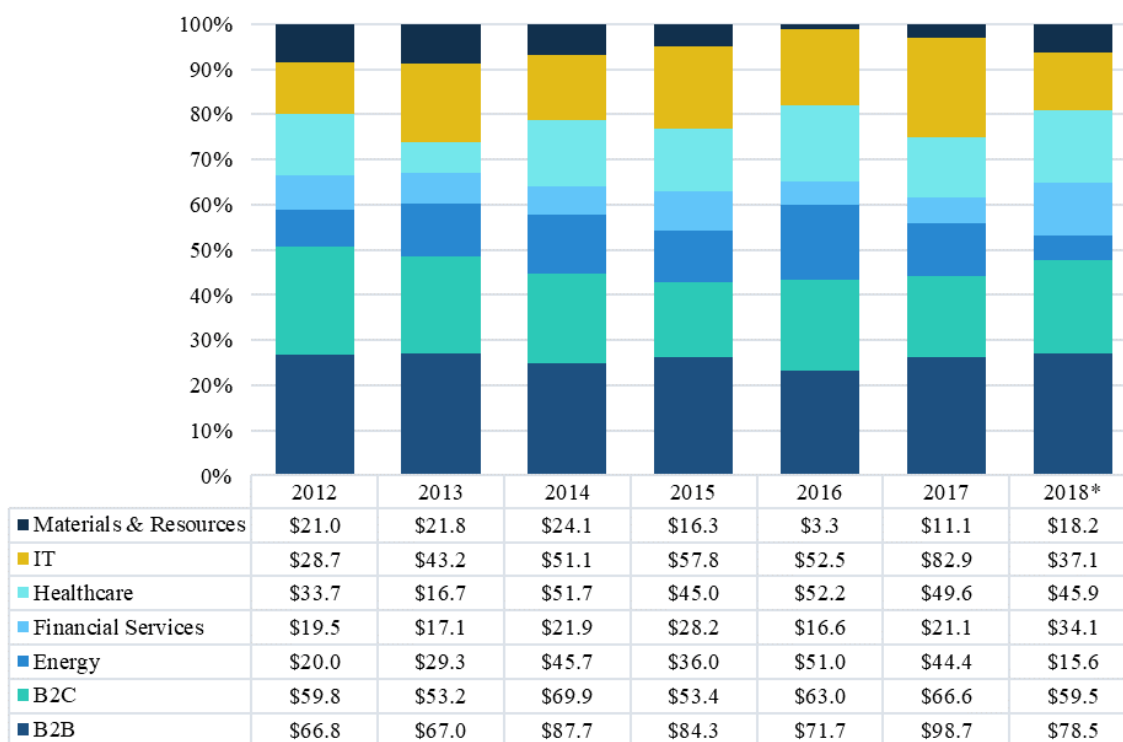
U.S. PRIVATE EQUITY ADD-ON ACTIVITY



*2018 Q3 Estimates

Source: Pitchbook

U.S. PRIVATE EQUITY MIDDLE MARKET DEAL BY SECTOR & YEAR (\$ BILLIONS)



*2018 Q3 Estimates

Source: Pitchbook