

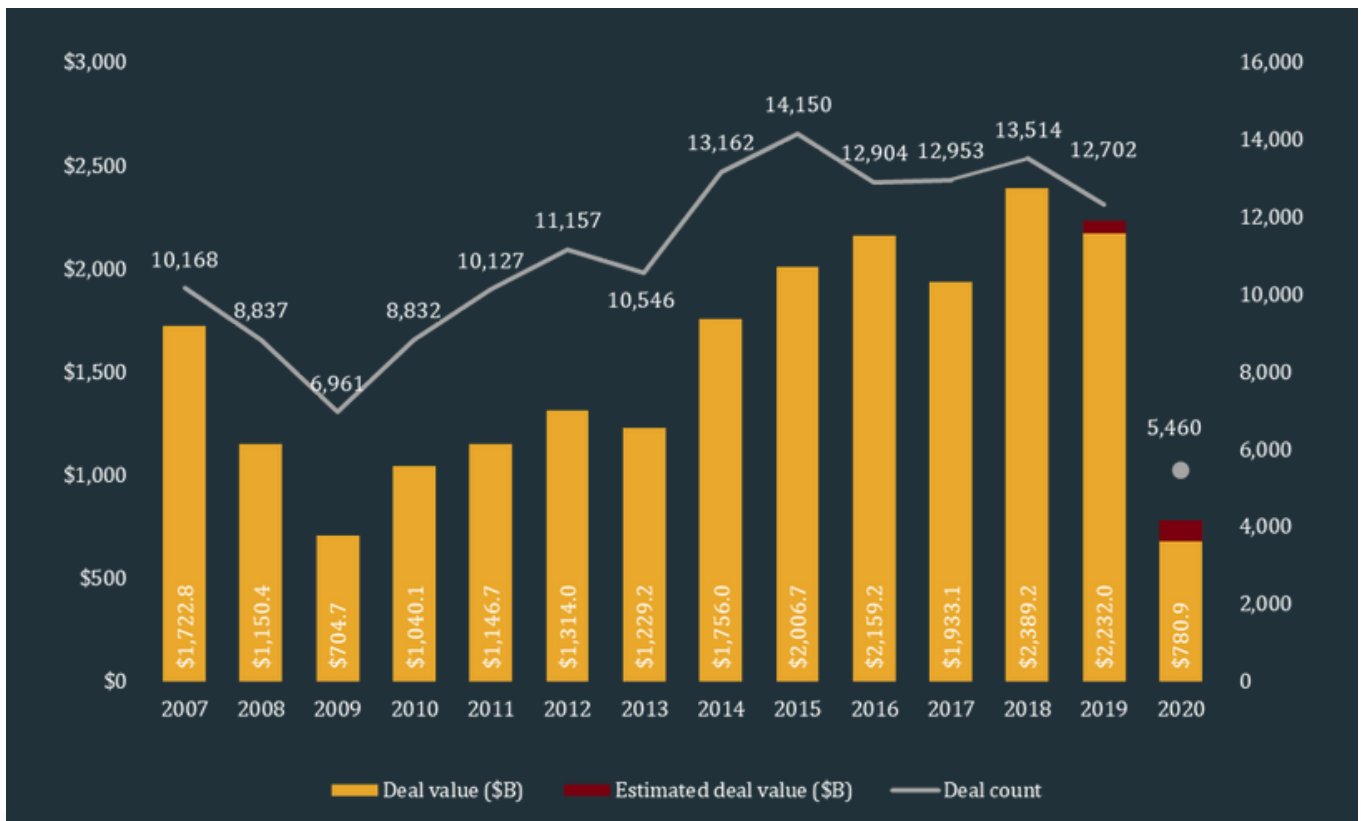
# Q3 2020 M&A Update



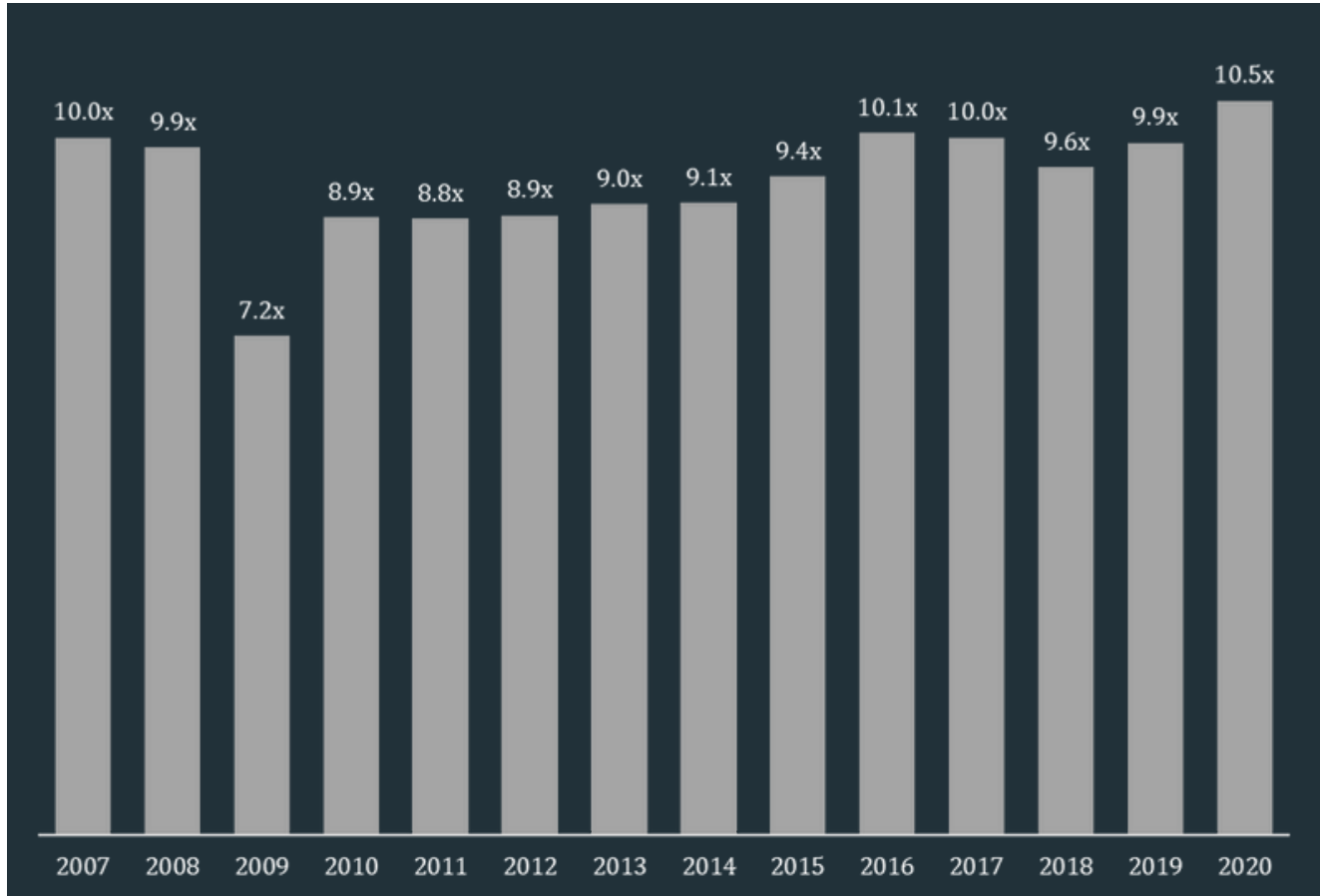
MERGERS & ACQUISITIONS  
CAPITAL RAISING  
COLADV.COM

# Welcome to the quarterly M&A Update for 2020. M&A activity in North America continues to decline amid the ongoing global pandemic.

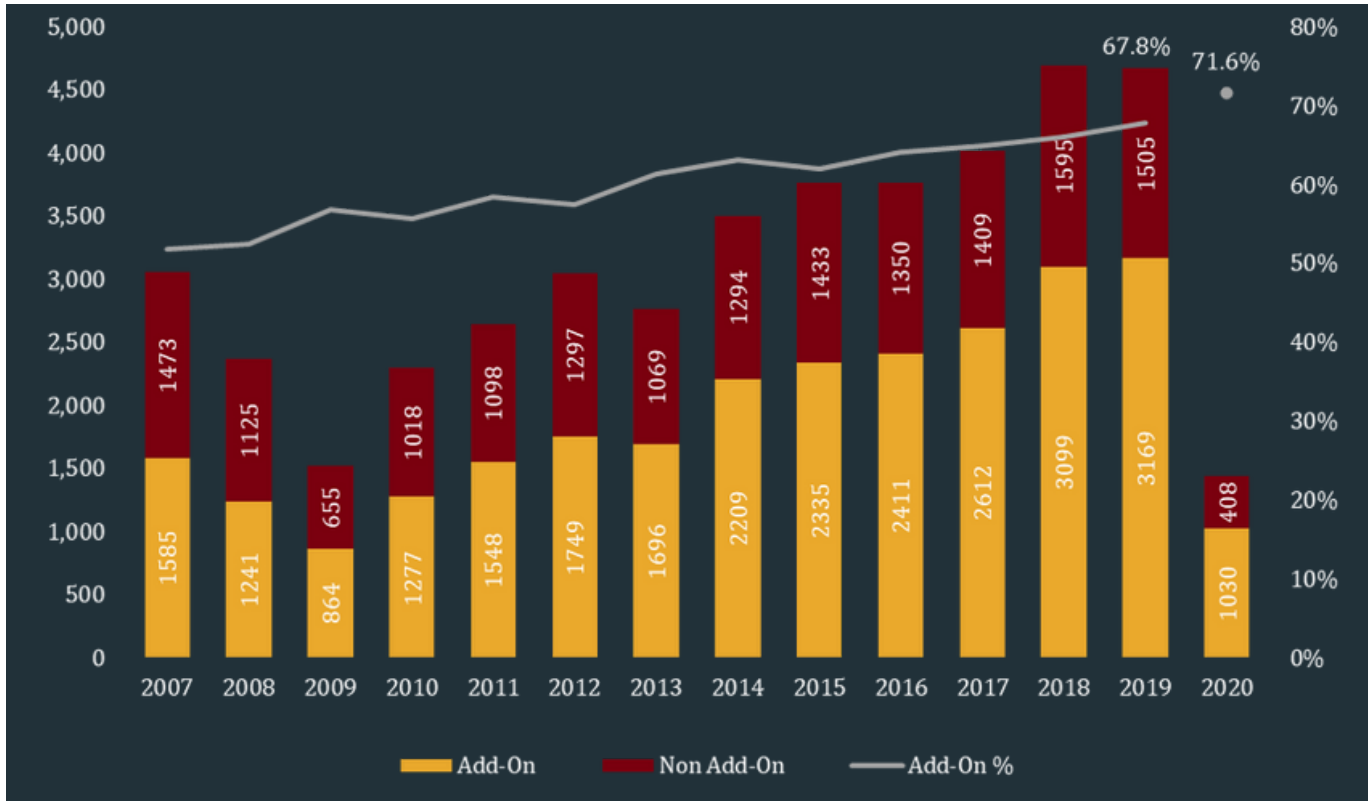
Completed transactions declined by 27% in Q2 compared to this time last year and a 24% decline from a lackluster Q1. This is largely due to buyers and sellers remaining timid as companies struggle to present accurate forecasts.



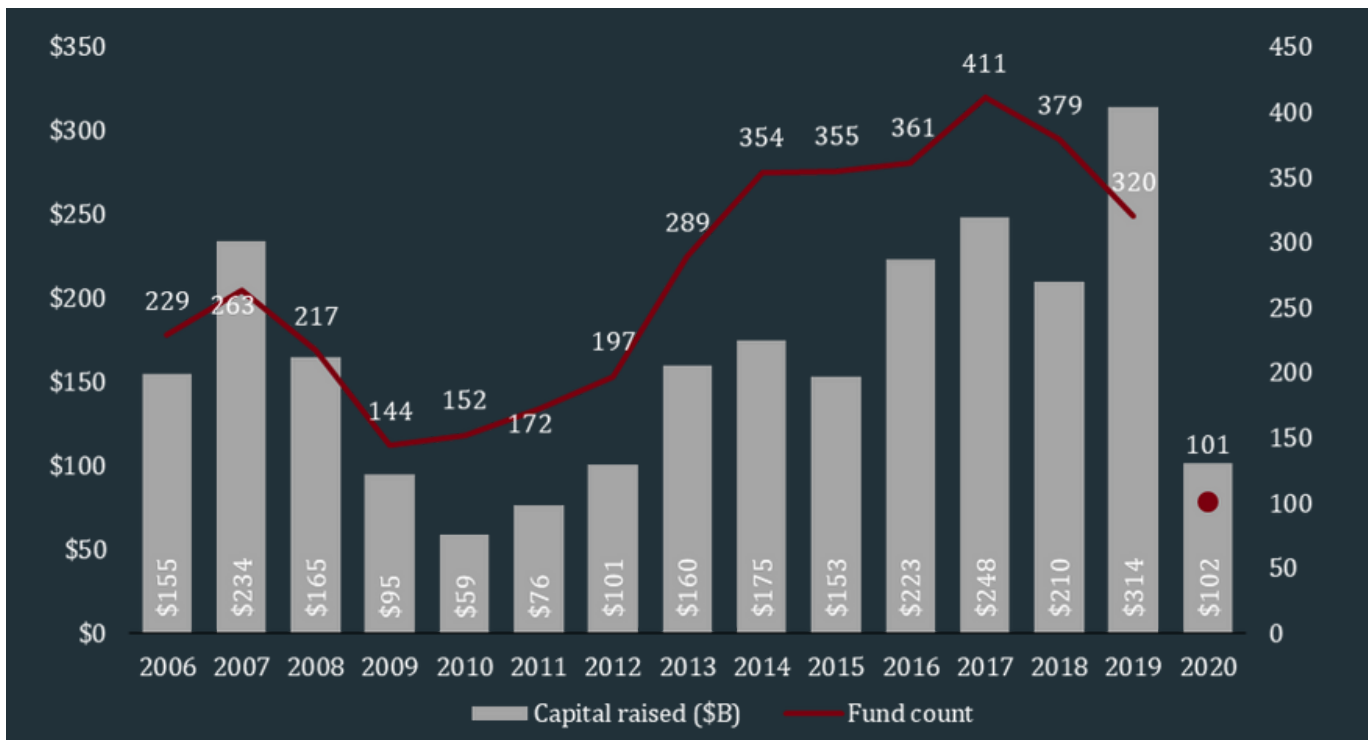
Despite the lack of deal flow, multiples on completed transactions have increased by 6% in 2020. Median EV/EBITDA multiples are 10.5x year-to-date compared to 9.9x in 2019.



Private equity is taking advantage of the opportunity to deploy dry powder and build on existing platforms. The proportion of add-ons to overall transactions has seen an increase so far.



Leading PE firms, specifically those focused on growth equity, have transitioned seamlessly from fundraising in-person to digitally. Franciso Partners, Clearlake, and Insight Partners make up 26% of the capital raised in 2020, with a combined \$26.3 billion raised in the second quarter.



The global pandemic has persisted longer than expected. Buyers and sellers will have to find ways to work around the logistical implications of the virus if they expect to continue to grow and innovate through the crisis.

Source: Pitchbook

**If you would like to discuss M&A market conditions with Colonnade, please contact:**



**Jeff Guylay**  
Managing Director  
208.726.0788  
jguylay@coladv.com



**Gina Cocking**  
Managing Director  
312.425.8145  
gcocking@coladv.com



**Tiffany Hu**  
Business Development  
312.870.6204  
thu@coladv.com

**Colonnade Advisors LLC • 600 Cleveland Street • Suite 272 • Clearwater, FL • 33755**  
**Investment banking services provided through Colonnade Securities LLC, member FINRA**

Colonnade is an independent investment bank focused on the financial services and business services sectors. Colonnade provides expert, objective advice on mergers and acquisitions, private placements, fairness opinions, valuation opinions and corporate finance issues for privately held businesses, publicly traded companies and financial sponsors. Our senior bankers bring extensive transaction experience, industry expertise, a process orientation and a sense of urgency to each engagement.

This advertisement was prepared September 2021. It is not investment advice, and Colonnade undertakes no obligation to update the information contained herein.

Sources: SEC filings, regulatory filings, Pitchbook, and company presentations. ©2021 Colonnade Advisors LLC.

*Copyright and Other Important Information*

This document, including text, graphics, logos, icons, images and the selection and arrangement thereof, is the exclusive property of Colonnade Advisors LLC and is protected by U.S. and international copyright laws. Colonnade hereby permits you, unless you are an investment bank or other financial advisor, to download, copy, distribute, publish, reproduce, cite, link or post this document or its contents subject to the following conditions: 1) you retain on any material all copyright and other proprietary notices and 2) you do not modify this document or its contents in any way. Colonnade reserves all rights not expressly granted. This document and the information that it contains are produced by Colonnade Advisors LLC solely for general background information on the matters described. This document or any of its information may not be used for investment, valuation or accounting purposes. None of Colonnade or its representatives or affiliates has agreed to or has assumed any responsibility to provide you with investment advice, whether in a fiduciary capacity or otherwise.