### **MARKET INSIGHTS**









# Q4 2024 QUARTERLY NEWSLETTER

CHICAGO • NEW YORK • LOS ANGELES • PHILADELPHIA • SAN ANTONIO • DALLAS • HOUSTON • TAMPA

### FIRM OVERVIEW

Services Equity Capital Cabrera Capital Markets LLC ("CCM") is a financial services firm that provides investment banking and full-service institutional brokerage services worldwide Clients to a substantial and diversified client base that includes financial institutions. unions, governments, corporations, family and entrepreneurial businesses, investors and foundations and endowments. Whether you are a corporation looking to issue debt or take a company public, a money manager who needs to trade global equities or bonds seamlessly, a private company or family business looking to sell, or a local government investing in affordable housing, schools, and infrastructure, we provide the financial platform, team, and expertise to make those goals a reality. CABRERA CAPITA Private Corporates Investment Banking & Institutional Brokerage

#### **Advisory**

- Traditional M&A
  - Sell Side
  - Buy Side
- Capital Raising
  - Debt
  - Equity
- Restructurings
- Management & Leveraged Buyouts
- Divestitures
- Debt & Equity Recapitalizations
- Strategic Initiatives

#### Capital Markets

- Fixed Income
  - Debt Offerings
  - Secured Notes
  - Unsecured Notes
  - Subordinated Notes
  - Convertible Bonds
  - Commercial Paper
  - Preferred Stock
  - . . . . . .
  - Agency Notes
- Reverse Inquiries
- Equity
  - Initial Public Offerings
  - Secondary Offerings
  - Follow-on Offerings

#### Equity Trading

- Global Trading
  - 24/6 Live Coverage
  - Low Touch, DMA & Algorithmic Trading
  - Single Stock & Program Trading
  - Market Analysis
- Transition Management
- Stock Repurchase Programs

#### Fixed Income Trading

- Taxable Fixed Income
  - US Treasuries
  - US Agencies
  - Rates
- Corporates
  - Bonds
  - Preferreds
  - Short-Term Debt
- Structured Products
  - ABS / RMBS / CMBS
- Municipals
  - National, State Bonds
  - IG Credits
  - Secondary Market Making

#### Public Finance

- Revenue Bonds
  - Higher Education
  - Healthcare
  - Water & Wastewater
  - Transportation
  - Housing
- Other Bonds
  - General Obligations
  - Lease/Appropriations
  - Qualified Energy
     Conservation Bonds
  - Qualified School Construction Bonds
- Public Private Partnerships



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The Advisory Group at Cabrera Capital serves as a trusted advisor to business owners, corporations, capital providers, and investors by specializing in:

Sell-side M&A

Debt & Equity
Recapitalizations

**Divestitures** 

Buy-side M&A

Management & Leveraged Buyouts

**Strategic Initiatives** 

We specialize in middle-market companies with operations in the U.S. interested in transactions ranging from \$50M to \$500M in enterprise value in multiple industries.

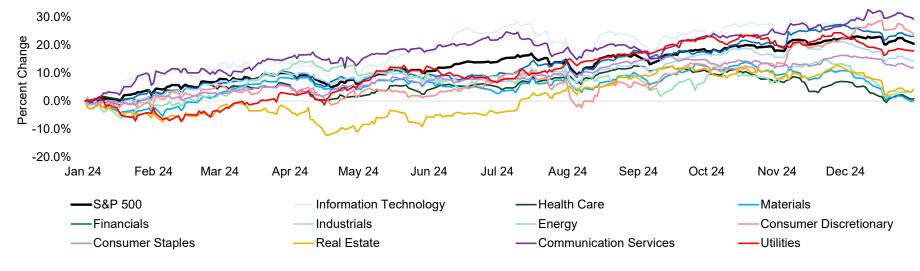
#### **Key Differentiators:**

- The Cabrera Capital Markets diverse platform allows us to leverage the extensive industry
  and transaction experience of Cabrera's employees, strategic partners, and board members in
  order to deliver unique insights on relevant market and investor dynamics to our clients
- Advisory group has extensive experience with over 25 years of transaction and advisory experience totaling over \$5 billion in value, spanning across Fortune 100 companies, some of the largest private equity funds in the world, and family and entrepreneurial businesses
- Our bankers provide senior-level attention to all engagements, leading to efficient, timely, and successful outcomes
- Ongoing dialogue with strategic and financial buyer communities provides us with intricate, real-time understanding of relevant market intelligence
- We have received and negotiated thousands of IOIs, LOIs, and SPAs with relevant buyer communities, providing us with extensive experience in optimizing key deal terms for our clients
- A culture of ethics and excellence we believe we can be successful without the typical negative attributes associated with investment banks

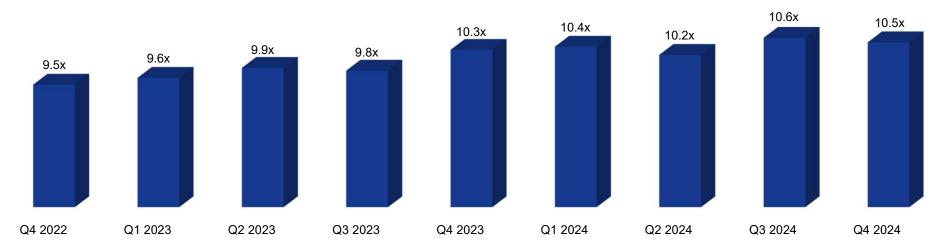


### Capital Markets Performance & Valuation<sup>1</sup>

#### S&P 500 Subsector Indices<sup>2</sup>



#### Aggregate EV/EBITDA Multiple Trends<sup>3</sup>



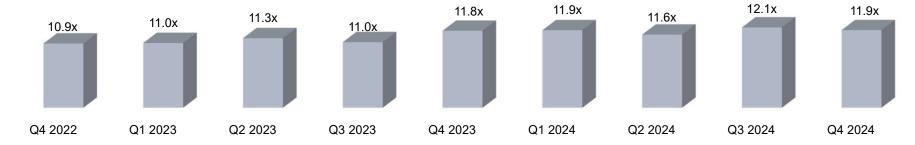


<sup>1</sup> PitchBook Data

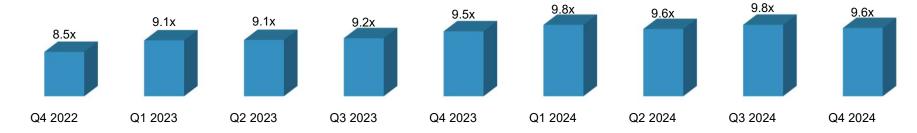
<sup>2</sup> Total Return

### Aggregate EV/EBITDA Multiple Trends<sup>1</sup>

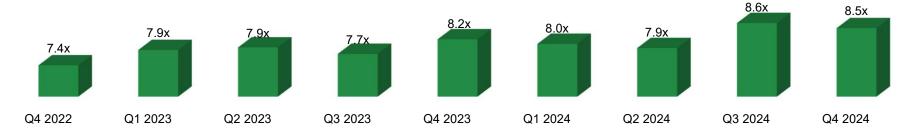
#### Large (+\$3B)



#### Middle (\$1B - \$3B)



#### Small (\$0 - \$1B)





### **Aggregate M&A Deal Metrics**

#### U.S. M&A Deal Volume by Buyer Type<sup>1</sup>



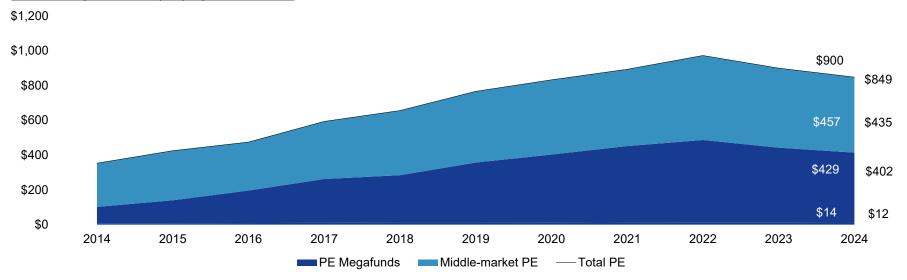
#### Purchase Price Multiples by Buyer Type<sup>2</sup>



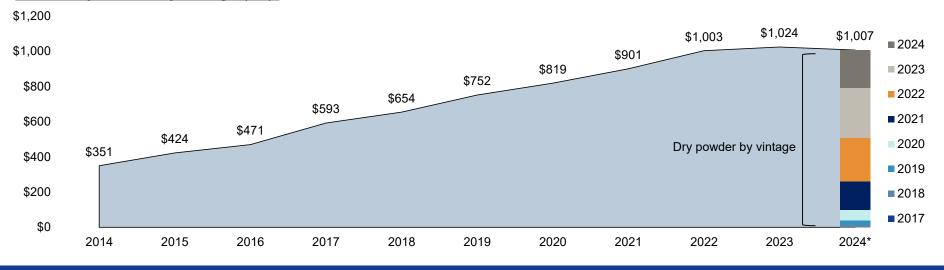


### **Private Equity Activity – Significant Funds to Deploy**

#### US PE Dry Powder (\$B) by Fund Size<sup>1</sup>



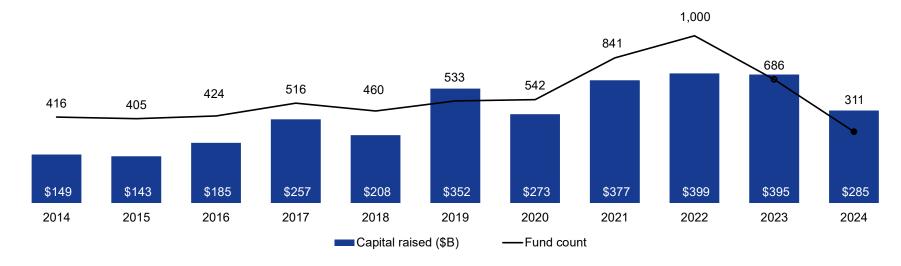
#### US PE Dry Powder by Vintage (\$B)<sup>2</sup>



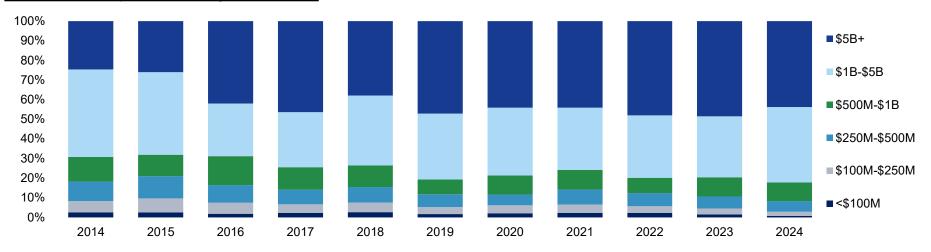


### Private Equity Capital Raised by Size<sup>1</sup>

#### **US PE Fundraising Activity**



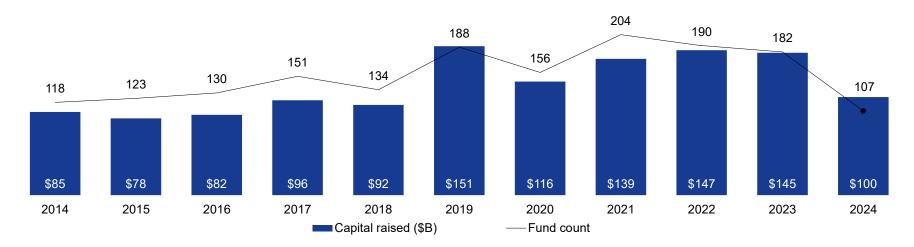
#### Share of PE Capital Raised by Size Bucket



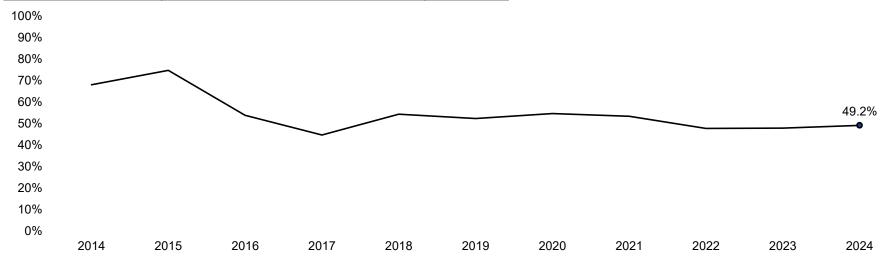


### Private Equity Middle-Market Fundraising Activity<sup>1</sup>

#### PE Middle-Market Fundraising Activity



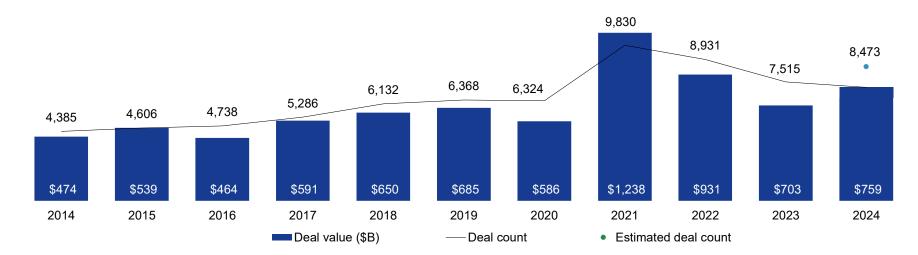
#### PE Middle-Market Capital Raised as a Share of All PE Capital Raised



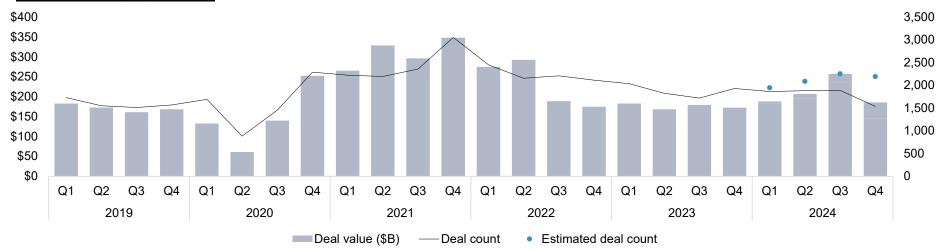


### Private Equity Deal Activity<sup>1</sup>

#### PE Deal Activity by Year

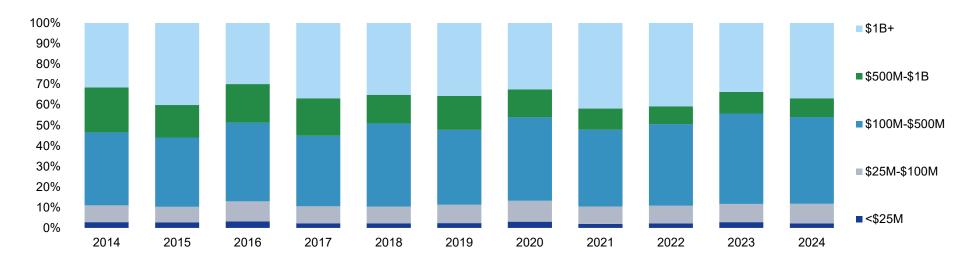


#### PE Deal Activity by Quarter

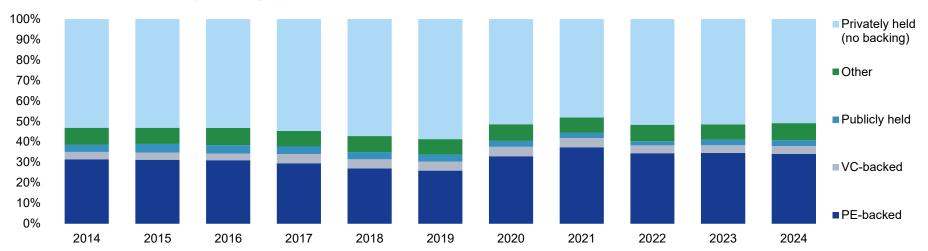


### **Private Equity Transaction Characteristics<sup>1</sup>**

#### Share of PE Deal Value by Size Bucket



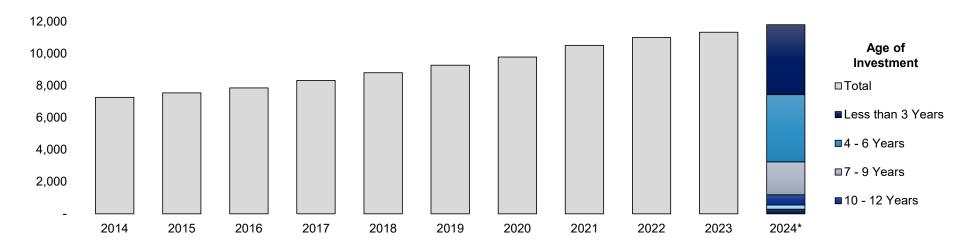
#### Share of PE Deal Count by Backing Type



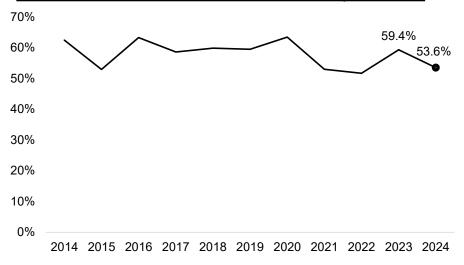


### **Small and Medium-Size Companies Driving Transaction Activity**

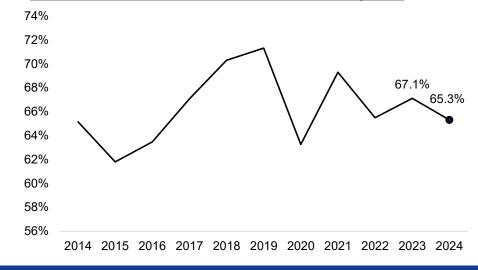
#### PE-Backed Company Count by Investment Vintage<sup>1</sup>



#### Middle-Market Value as a Share of All PE Buyout Value<sup>2</sup>



#### Middle-Market Count as a Share of All PE Buyouts<sup>2</sup>



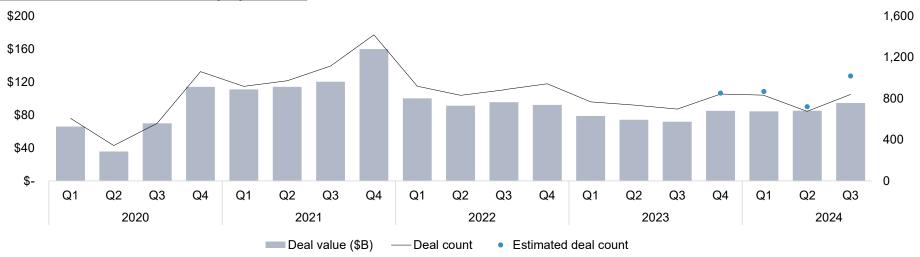


### Private Equity Middle-Market Deal Activity<sup>1</sup>

#### PE Middle-Market Deal Activity by Year



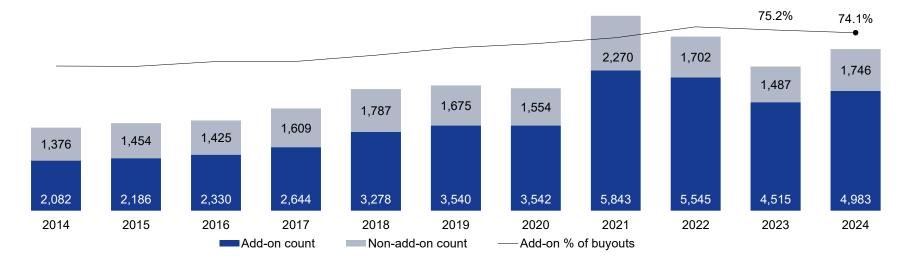
#### PE Middle-Market Deal Activity by Quarter



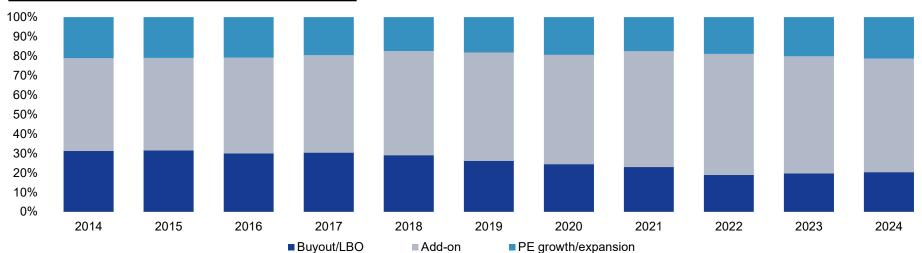


### Add-Ons Driving Transaction Activity<sup>1</sup>

#### Add-Ons as a Share of All PE Buyout Activity



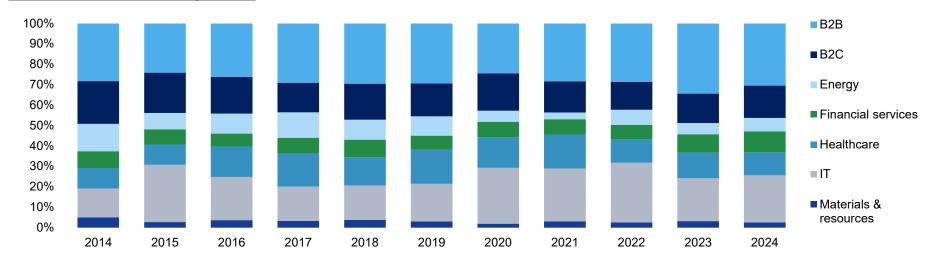
#### Growth and Add-On Share of All PE Deal Count



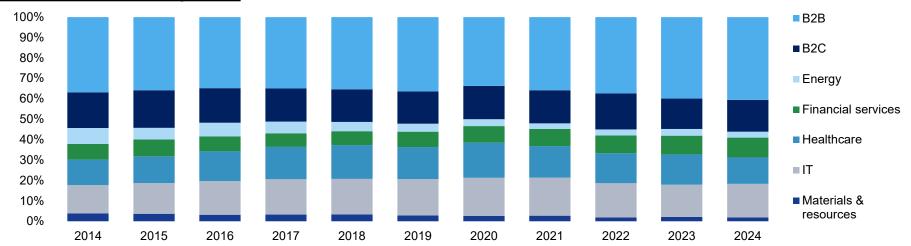


### Middle-Market Deals by Sector<sup>1</sup>

#### Share of PE Deal Value by Sector



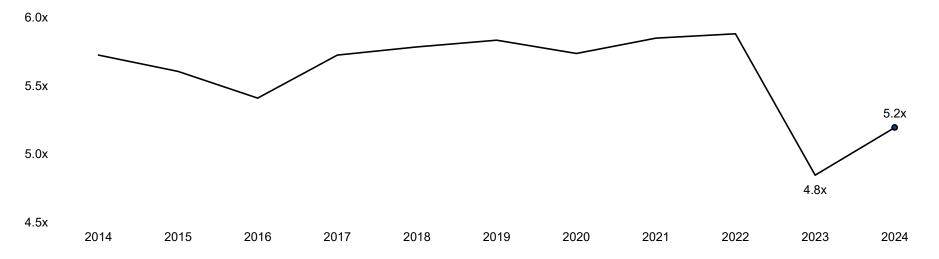
#### Share of PE Deal Count by Sector



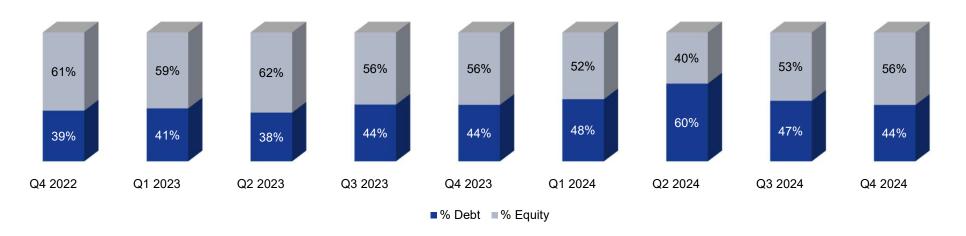


### Aggregate M&A Debt Metrics<sup>1</sup>

#### Median PE Debt/EBITDA Multiples



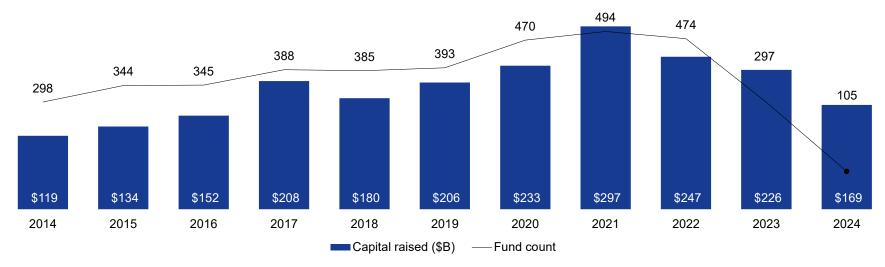
#### U.S. M&A Deal Debt/Equity Ratios



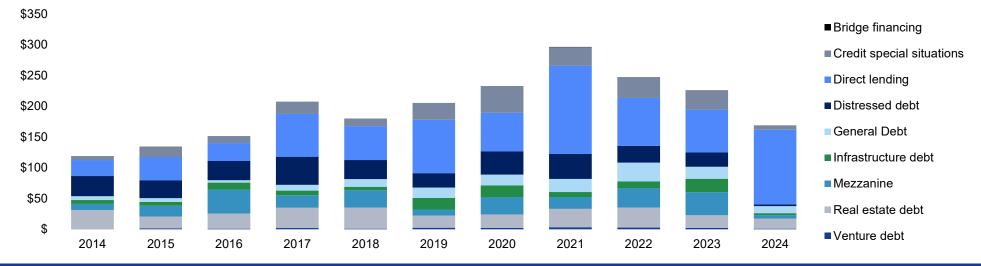


### Private Debt Availability<sup>1</sup>

#### Private Debt Fundraising Activity (\$B)

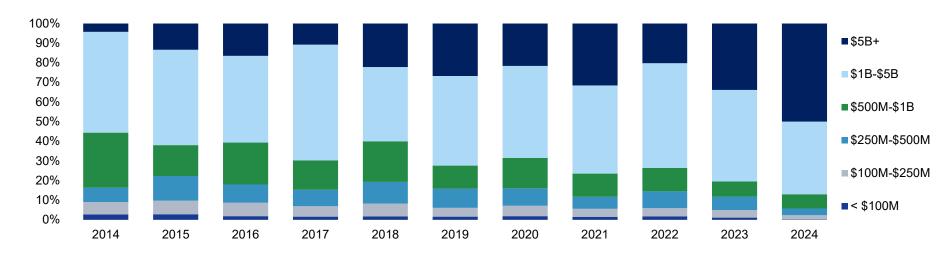


#### Private Debt Capital Raised (\$B) by Type

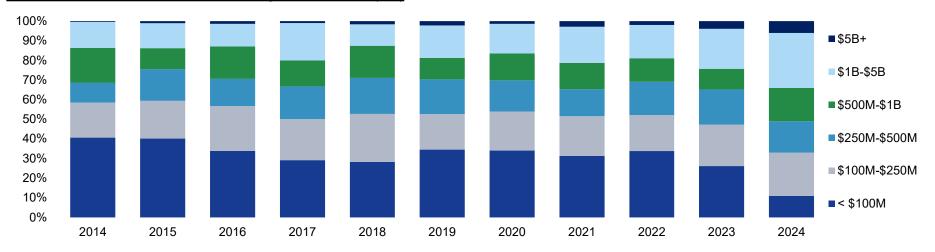


### Private Debt Raised by Size<sup>1</sup>

#### Share of Private Debt Capital Raised by Size Bucket (\$B)



#### Share of Private Debt Fund Count by Size Bucket (\$B)



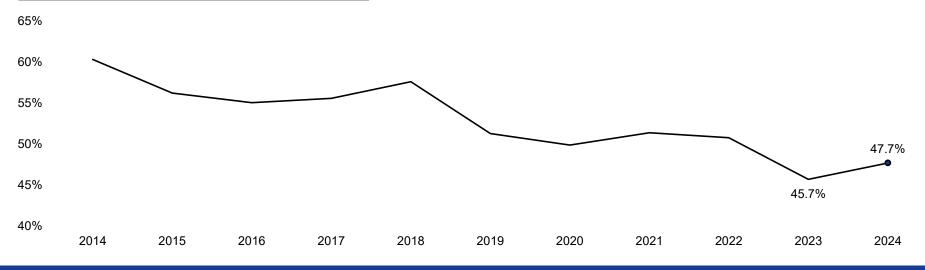


### Broadly Syndicated Loans (BSL)<sup>1</sup>

#### Multiples on BSL-Funded Deals



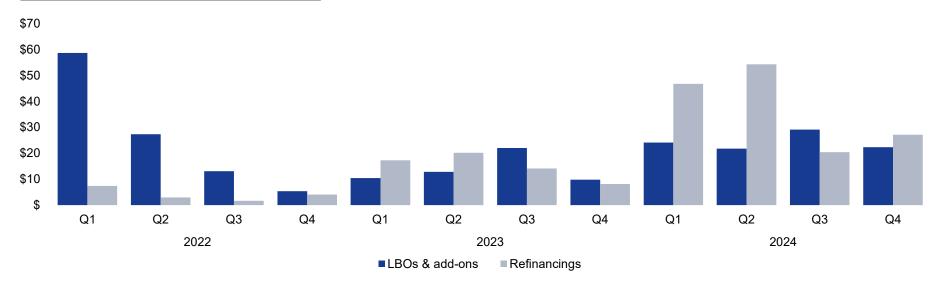
#### Share of Debt to EV on BSL-Funded Deal Value



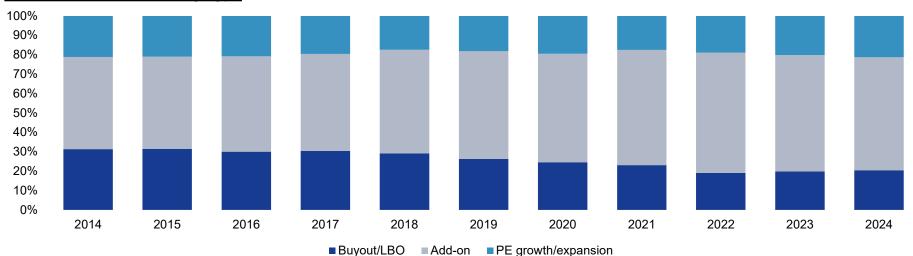


### Financing for Buyout / LBO and Add-Ons<sup>1</sup>

#### BSL Funded Loan value to PE Borrowers

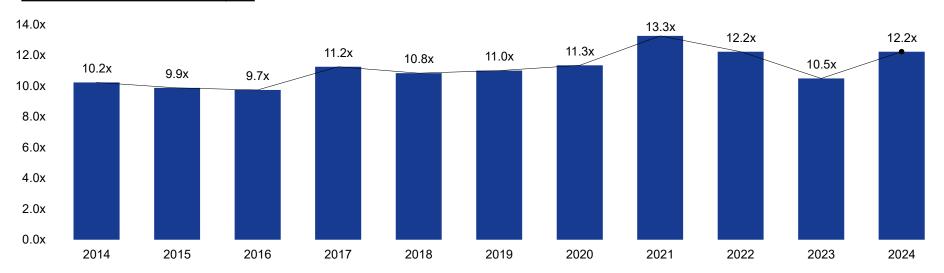


#### Share of PE Deal Count by Type

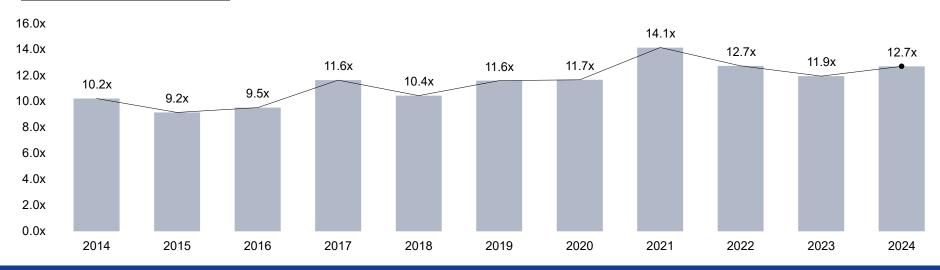


### Global and US Private Equity and EBITDA Multiples<sup>1</sup>

#### Global PE EV/EBITDA Multiples



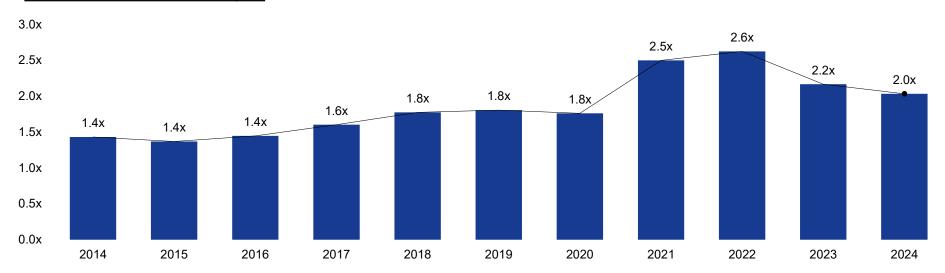
#### US PE EV/EBITDA Multiples



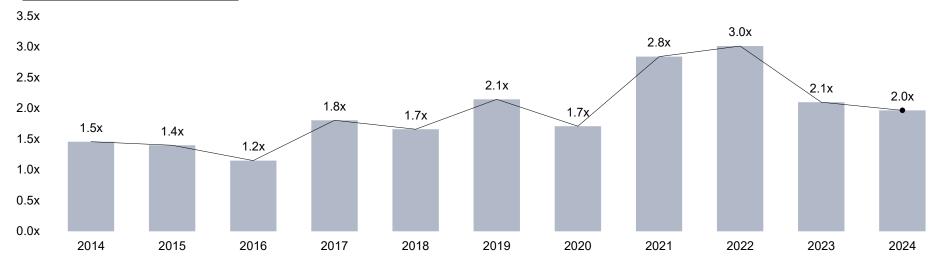


### Global and US Private Equity Revenue Multiples<sup>1</sup>

#### Global PE EV/Revenue Multiples



#### US PE EV/Revenue Multiples

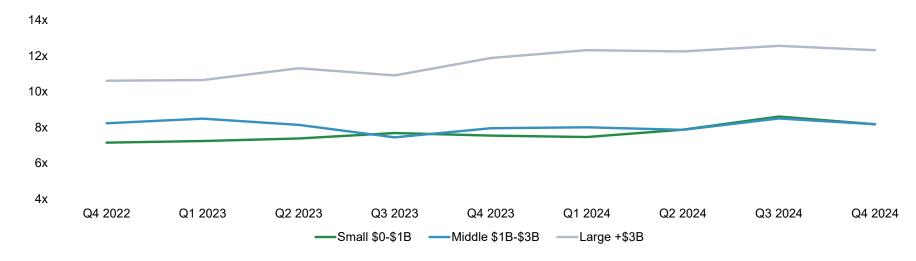




#### Industrials<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>



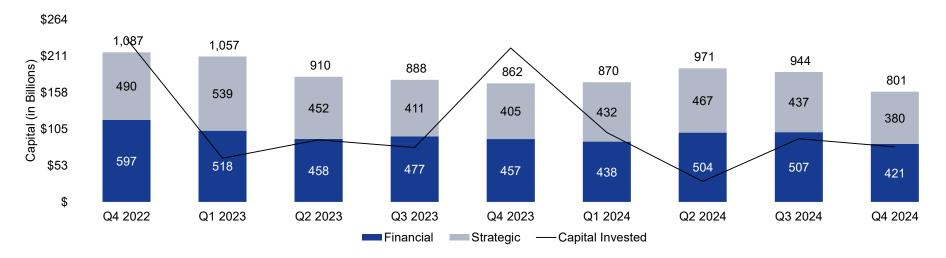


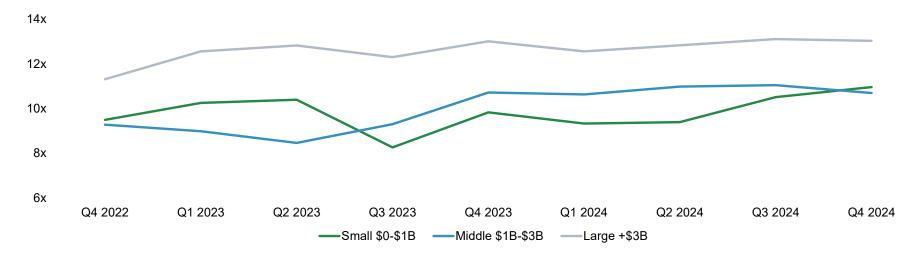


<sup>1</sup> PitchBook Data, categorized by GICS Industry 2 Buyout and M&A control transactions, U.S. HQ

### Information Technology<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>



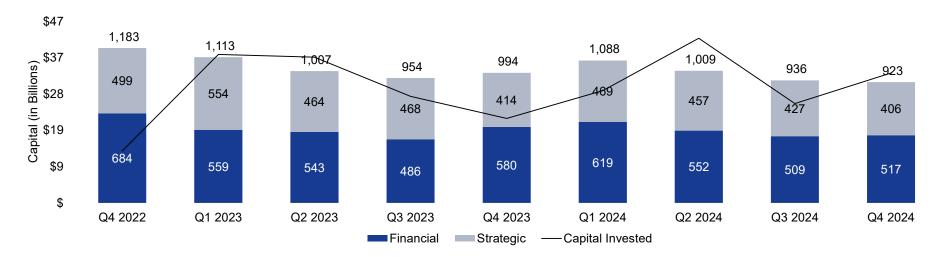


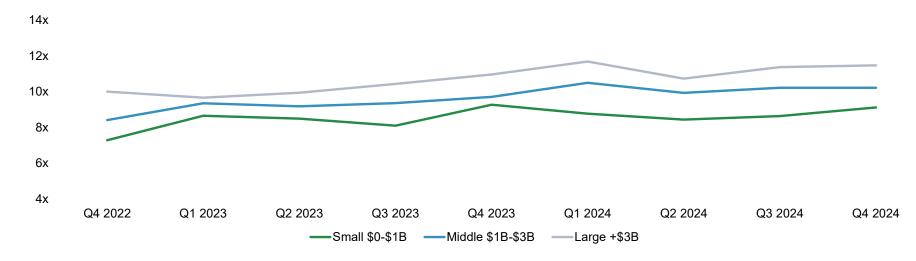


<sup>1</sup> PitchBook Data, categorized by GICS Industry 2 Buyout and M&A control transactions, U.S. HQ

### Consumer Discretionary<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>





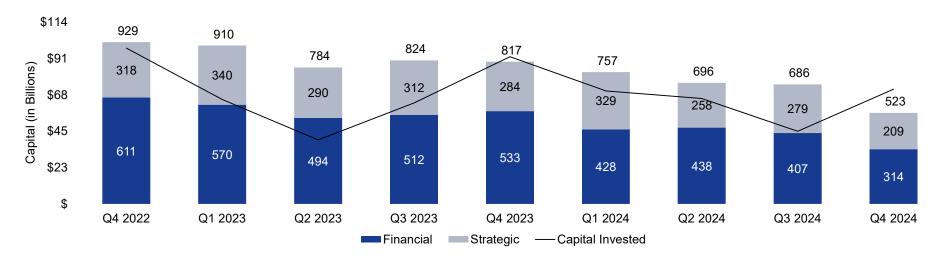


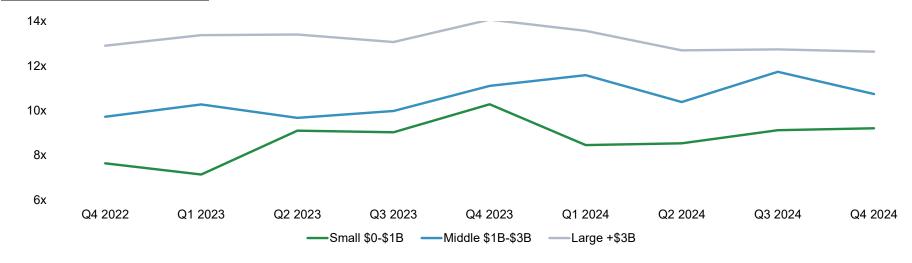
<sup>1</sup> PitchBook Data, categorized by GICS Industry

<sup>2</sup> Buyout and M&A control transactions, U.S. HQ

#### Healthcare<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>



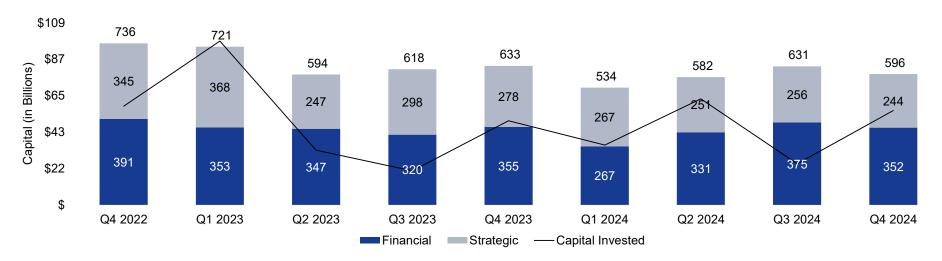


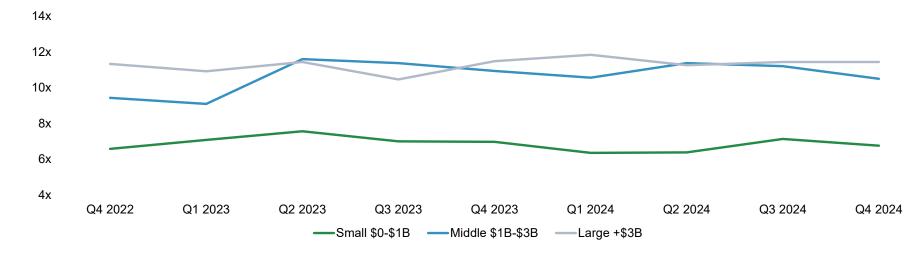


<sup>1</sup> PitchBook Data, categorized by GICS Industry 2 Buyout and M&A control transactions, U.S. HQ

#### Financials<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>





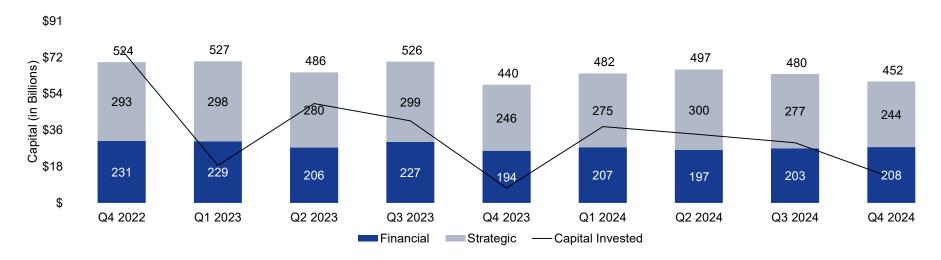


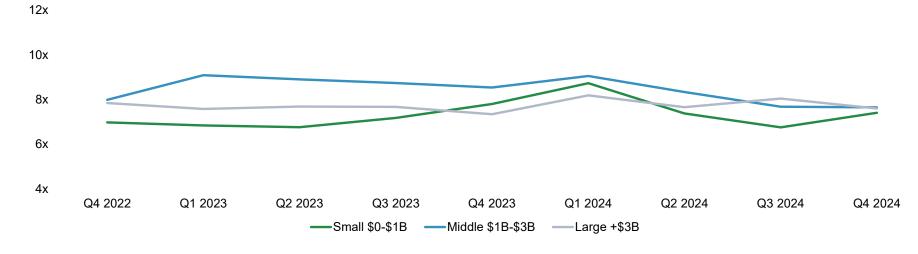
<sup>1</sup> PitchBook Data, categorized by GICS Industry

<sup>2</sup> Buyout and M&A control transactions, U.S. HQ

#### Communication Services<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>





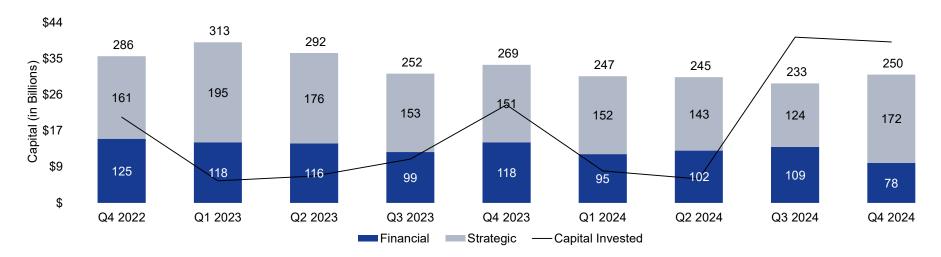


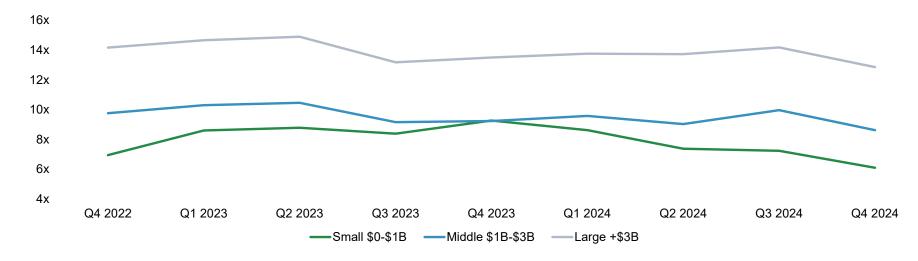
<sup>1</sup> PitchBook Data, categorized by GICS Industry

<sup>2</sup> Buyout and M&A control transactions, U.S. HQ

### Consumer Staples<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>





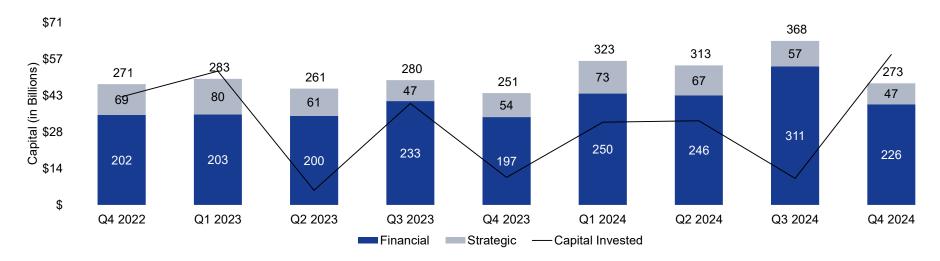


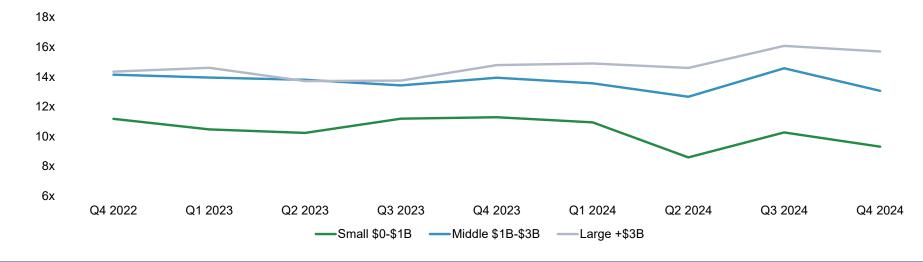
<sup>1</sup> PitchBook Data, categorized by GICS Industry

<sup>2</sup> Buyout and M&A control transactions, U.S. HQ

#### Real Estate<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>



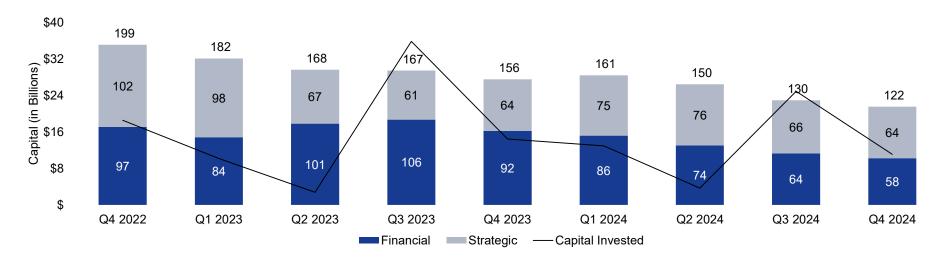


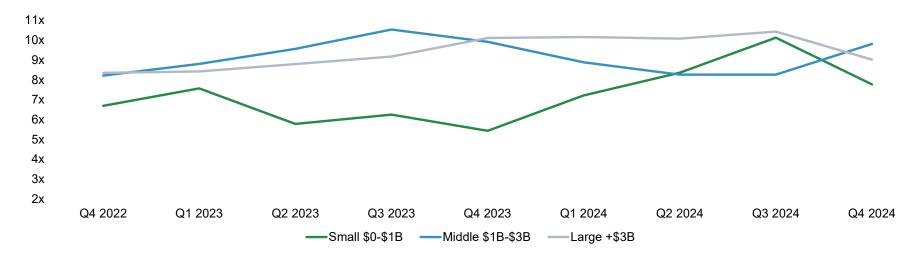


<sup>1</sup> PitchBook Data, categorized by GICS Industry 2 Buyout and M&A control transactions, U.S. HQ

#### Materials<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>

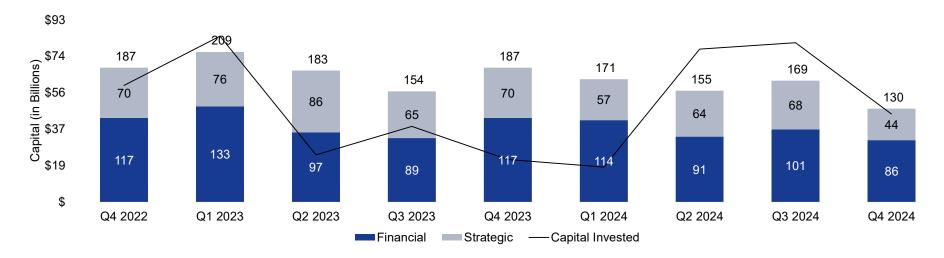


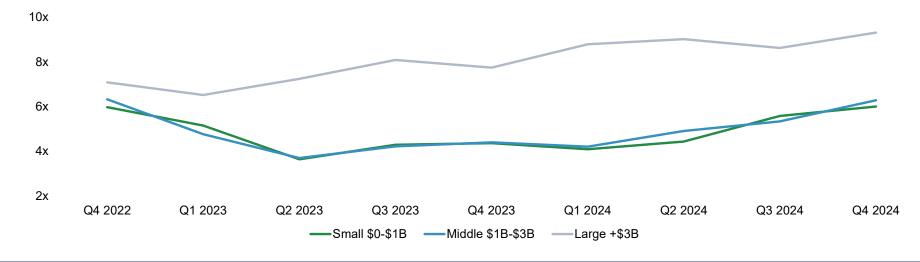




### Energy<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>



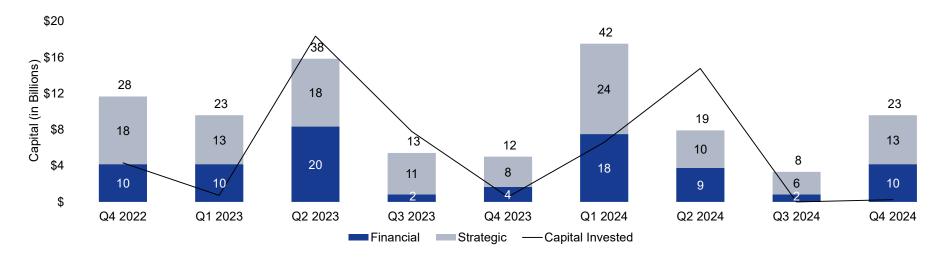


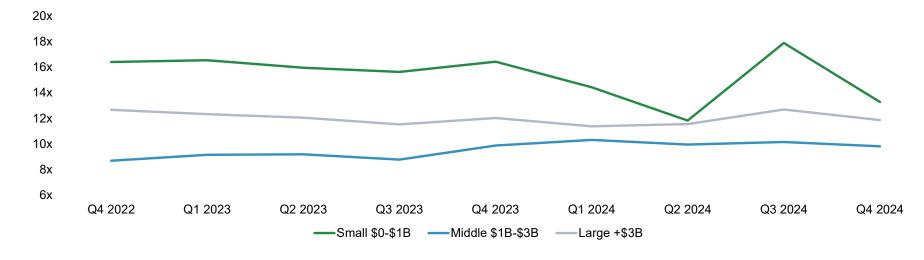


<sup>1</sup> PitchBook Data, categorized by GICS Industry 2 Buyout and M&A control transactions, U.S. HQ

#### Utilities<sup>1</sup>

#### U.S. M&A Deal Volume and Capital Invested<sup>2</sup>







<sup>1</sup> PitchBook Data, categorized by GICS Industry 2 Buyout and M&A control transactions, U.S. HQ

### Appendix – 50 Largest U.S. Transactions by Deal Size<sup>1</sup>

Size (\$M)	Date	Target Name	Target Description	Acquirer	Seller
\$22,500	11/22/2024	Marathon Oil	Marathon is an independent exploration and production company primarily focusing on unconventional resources in the United States.	ConocoPhillips (NYS: COP)	Marathon Oil
\$16,800	10/28/2024	Federal Deposit Insurance	Portfolio of commercial real estate loans located in the United States. The portfolio consists of 2,600 loans spanning retail, market-rate multifamily, and office properties primarily in the New York City area, with approximately 90 percent of the loans being fixed-rate.	Blackstone Real Estate Debt Strategies, Blackstone Real Estate Income Trust, and others	Federal Deposit Insurance
\$16,500	12/16/2024	Catalent	Catalent is a contract development and manufacturing organization, or CDMO. It operates under four segments: biologics, softgel and oral technologies, oral and specialty delivery, and clinical supply services.	Novo Holdings	BlackRock, Elliott, T. Rowe Price Group
\$12,500	10/1/2024	Global Infrastructure Partners	Provider of infrastructure asset management services intended to create a positive economic impact for communities.	BlackRock (NYS: BLK)	Global Infrastructure Partners
\$9,000	11/8/2024	Primo Brands (NYS: PRMB)	Primo Brands Corp is a North American branded beverage company focused on healthy hydration. It delivers sustainably and domestically sourced diversified offerings across products, formats, channels, price points, and consumer occasions, distributed in every state and Canada.	BlueTriton Brands, CFT Capital Partners, and others	Primo Brands (NYS: PRMB)
\$7,750	11/15/2024	McGriff Insurance Services	Provider of insurance broker services based in Raleigh, North Carolina. The company offers business, employee benefits, property, vehicle and personal insurance as well as claim services.	Marsh & Mclennan Companies (NYS: MMC)	TIH
\$7,400	10/1/2024	Southwestern Energy	Southwestern Energy Co is a us-based independent energy company. It is engaged in exploration, development and production activities, including related natural gas gathering and marketing.	Expand Energy (NAS: EXE)	Southwestern Energy
\$7,200	11/4/2024	Stericycle	Stericycle is the largest provider of medical waste disposal and data destruction (primarily paper shredding) services in the United States.	Waste Management (NYS: WM)	Baxter International, State Farm Life Insurance Company



### Appendix – 50 Largest U.S. Transactions by Deal Size<sup>1</sup>

Size (\$M)	Date	Target Name	Target Description	Acquirer	Seller
\$6,283	11/19/2024	R1 RCM	R1 RCM Inc is a provider of technology-driven solutions that transform the patient experience and financial performance of healthcare providers.	Clayton, Dubilier & Rice, TowerBrook Capital Partners	Ascension Health, Coliseum Capital Management, and others
\$5,600	10/1/2024	PowerSchool Group	PowerSchool Holdings Inc is a provider of cloud-based software to the K-12 education market.	Bain Capital, Onex (TSE: ONEX), and others	Onex (Private Equity), Vista Equity Partners
\$4,500	11/25/2024	Envestnet	Envestnet provides wealth-management technology and solutions to registered investment advisors, banks, broker/dealers, and other firms.	Bain Capital, BlackRock (NYS: BLK), and others	Tiburon Strategic Advisors
\$4,000	10/30/2024	Epicor Software	Developer of enterprise software products intended to promote business growth.	CVC Capital Partners (AMS: CVC)	Clayton, Dubilier & Rice
\$3,629	11/15/2024	Axonics	Axonics Inc is a United States-based medical technology company.	Boston Scientific (NYS: BSX)	Axonics
\$3,163	10/2/2024	Perficient	Perficient Inc provides a variety of information technology and consulting services that focus on digital experience, business optimization, and IT solutions.	EQT Private Capital Asia	Perficient
\$3,000	12/4/2024	Jaggaer	Developer of multinational business-to-business enterprise software company designed to drive customer value for buyers and sellers and provide modular solutions from source to pay.	Vista Equity Partners	ACE & Company, Cinven
\$3,000	12/2/2024	Kidde Global Solutions	Operator of a fire business intended to serve commercial and residential clients.	Lone Star Funds	Carrier Global



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### Appendix – 50 Largest U.S. Transactions by Deal Size<sup>1</sup>

Size (\$M)	Date	Target Name	Target Description	Acquirer	Seller
\$3,000	10/1/2024	XCL Resources	Operator of an oil and gas exploration company based in Houston, Texas.	SM Energy (NYS: SM)	EnCap Investments, Rice Investment Group
\$2,700	12/23/2024	Neiman Marcus Group	Operator of a fashion retail company intended for men and women.	Amazon.com (NAS: AMZN), G-III Apparel Group (NAS: GIII), and others	Davidson Kempner Capital Management, Farfetch, Pacific Investment Management, and others
\$2,650	12/20/2024	Recorded Future	Developer of threat intelligence analytics software designed to lower the risk of cyberattacks.	MasterCard (NYS: MA)	Insight Partners, Pantheon International
\$2,600	12/2/2024	Longboard Pharmaceuticals (NAS: LBPH)	Longboard Pharmaceuticals Inc is a clinical-stage biopharmaceutical company focused on developing novel, transformative medicines for neurological diseases.	H. Lundbeck (CSE: HLUN A)	Longboard Pharmaceuticals (NAS: LBPH)
\$2,600	10/31/2024	Medallion Midstream	Provider of midstream services intended for the gathering, storage, and transportation of crude oil.	ONEOK (NYS: OKE)	Global Infrastructure Partners
\$2,500	12/17/2024	Redwood Software	Developer of enterprise automation software designed to help businesses focus on agility, cost-efficiency, and customer experiences.	Vista Equity Partners, Warburg Pincus	Silicom Ventures, Turn/River Capital
\$2,400	10/7/2024	Vector Group (Holding Companies)	Vector Group Ltd is a holding company whose subsidiariesLiggett Group, Vector Tobacco, and New Valley sell tobacco products and invest in real estate.	Japan Tobacco (TKS: 2914)	Vector Group (Holding Companies)
\$2,250	11/27/2024	Remington (Ammunition Business)	Manufacturer of ammunition based in Lonoke, Arkansas.	Czechoslovak Group	Vista Outdoor



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### Appendix – 50 Largest U.S. Transactions by Deal Size<sup>1</sup>

Size (\$M)	Date	Target Name	Target Description	Acquirer	Seller
\$2,200	10/31/2024	Sterling (Human Capital Services)	Sterling Check Corp is a provider of technology-enabled background and identity verification services.	First Advantage (NAS: FA)	Montague Street Private Partners, The Goldman Sachs Group
\$2,200	11/25/2024	Vista Outdoor	Manufacturer of sporting products based in Anoka, Minnesota. The company offers ammunition, long guns and short gun equipment.	Czechoslovak Group	Vista Outdoor
\$2,100	10/8/2024	Cheney Brothers	Distributor of food and grocery products intended to provide customers with fresh produce.	Performance Food Group (NYS: PFGC)	Clayton, Dubilier & Rice
\$2,046	12/27/2024	Consolidated Communications	Consolidated Communications Holdings Inc provides communication services for business and residential customers across various states in the U.S.	British Columbia Investment Management, Searchlight Capital Partners	Consolidated Communications
\$2,000	10/8/2024	Environmental Solutions Group	Provider of collection vehicles, waste compaction systems and automation solutions intended to transform the waste industry.	Terex (NYS: TEX)	Dover (Machinery (B2B))
\$1,950	12/24/2024	The Duckhorn Portfolio	The Duckhorn Portfolio Inc produces luxury and ultra-luxury wine across a portfolio of winery brands.	Butterfly Equity	TSG Consumer
\$1,900	11/15/2024	CP Kelco	Manufacturer of specialty hydrocolloids and gums intended to promote the use of nature-based chemistry.	Tate & Lyle (LON: TATE)	J.M. Huber
\$1,900	11/18/2024	Own Company	Developer of a cloud data protection platform built to prevent and manage data loss and corruption crises.	Salesforce (NYS: CRM)	Adjacent, Alkeon Capital Management, and others
\$1,780	10/1/2024	POWER Engineers	Operator of a global consulting engineering firm intended to offer integrated solutions for energy, food and beverage facilities, environmental and federal markets.	WSP Global (TSE: WSP)	POWER Engineers



### Appendix – 50 Largest U.S. Transactions by Deal Size<sup>1</sup>

Size (\$M)	Date	Target Name	Target Description	Acquirer	Seller
\$1,750	11/13/2024	ThoughtWorks	Thoughtworks Holding Inc is a global technology consultancy that integrates strategy, design, and software engineering to enable enterprises and technology disruptors across the globe to thrive as modern digital businesses.	Apax Partners	Altamir, Altaroc Partners, Fidelity Management & Research Company, and others
\$1,540	10/1/2024	Venafi	Developer of a machine identity protection platform intended to serve the finance, manufacturing, technology, energy, retail and healthcare industries.	CyberArk Software (NAS: CYBR)	Foundation Capital, MicroVentures, TCV, Thoma Bravo
\$1,500	10/25/2024	PetIQ	PetIQ Inc is a manufacturer and distributor of health and wellness products for dogs and cats.	Bansk Group	Eos Partners
\$1,500	10/2/2024	Supreme New York	Designer of skateboarding equipment and youth apparel products intended to promote underground streetwear fashion.	EssilorLuxottica (PAR: EL)	VF
\$1,500	11/4/2024	Worldpac	Distributor of advanced auto parts designed to import and distribute OE and quality aftermarket replacement automotive parts for independent service centers.	The Carlyle Group (NAS: CG)	Advance Auto Parts (Automotive)
\$1,450	12/18/2024	Cloud Star	Producer of natural pet food products intended for dogs and cats.	General Mills (Food Products) (NYS: GIS)	NXMH
\$1,425	10/1/2024	The Parking Spot	Provider of near-airport parking services across the United States.	Kohlberg Kravis Roberts (NYS: KKR)	Green Courte Partners
\$1,400	12/11/2024	Aliada Therapeutics	Developer of drug development therapy designed to treat central nervous system diseases.	AbbVie (NYS: ABBV)	Johnson & Johnson Innovation - JJDC, OrbiMed, and others



### Appendix – 50 Largest U.S. Transactions by Deal Size<sup>1</sup>

Size (\$M)	Date	Target Name	Target Description	Acquirer	Seller
\$1,300	11/1/2024	Flagstar Bank (Residential Mortgage Servicing Business)	Operator of a residential mortgage servicing business based in Dallas, Texas.	Mr. Cooper Group (NAS: COOP)	Flagstar Bank
\$1,275	10/30/2024	Azure Summit Technology	Operator of an RF engineering company intended to serve the defense, wireless communication, open architecture, Satcom, radio astronomy, spectrum monitoring and critical asset protection sectors.	CACI International (NYS: CACI)	Azure Summit Technology
\$1,200	10/28/2024	Dermavant Sciences	Dermavant Science Ltd is a clinical-stage biopharmaceutical company dedicated to developing and commercializing therapeutics in medical dermatology.	Organon & Co. (NYS: OGN)	Hercules Capital, Marathon Asset Management, and others
\$1,200	12/2/2024	FGS Global	Provider of public relations consultancy services intended to serve the domestic and international markets.	Kohlberg Kravis Roberts (NYS: KKR)	WPP
\$1,200	10/2/2024	Genentech (Biologics Manufacturing Unit)	Manufacturer of biotechnology products based in Vacaville, California.	Lonza Group (SWX: LONN)	Genentech
\$1,200	10/1/2024	Stavola Contracting	Manufacturer of highway and street construction products catering to the New York and New Jersey metropolitan statistical area (MSA).	Arcosa (NYS: ACA)	Stavola Contracting
\$1,200	10/8/2024	Tellurian	Tellurian Inc is a U.S-based independent oil and gas exploration and production company.	Woodside Energy (ASX: WDS)	The Chatterjee Group
\$1,200	10/15/2024	WorkForce Software	Developer of a cloud-based workforce management platform intended to deliver real-time insights backed by pre-packaged domain expertise and proven flexibility.	Automatic Data Processing (NAS: ADP)	Elliott Investment Management, Insight Partners
\$1,150	11/1/2024	Fikes Wholesale	Wholesaler of petroleum products catering to retail stations throughout the Southeastern United States	Casey's (NAS: CASY)	Fikes Wholesale



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