



M&A Update

M&A in the United States

September 2020

Key Highlights

M&A in the United States

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M&A Sector Snapshot

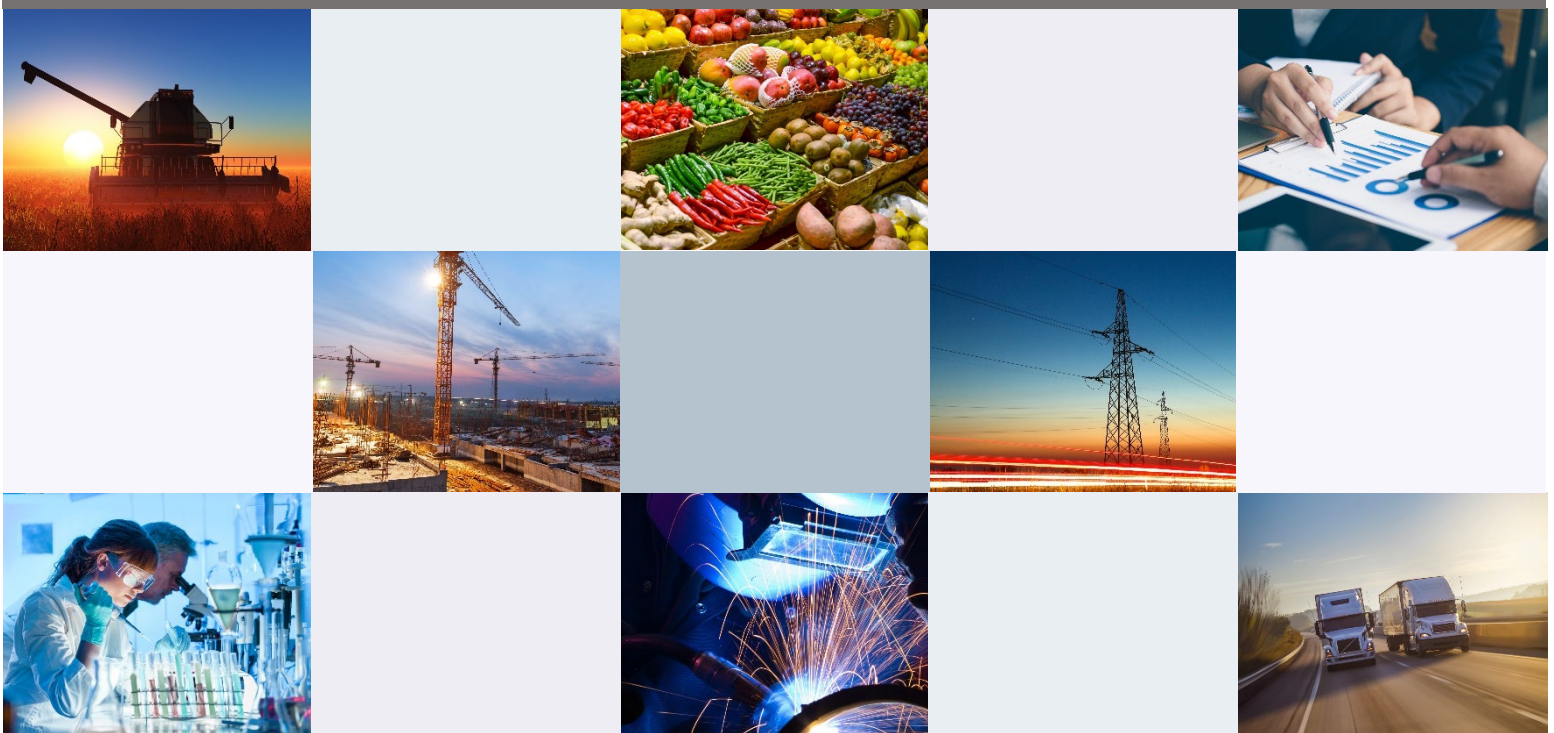
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Notable Transactions

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M&A in the United States

Deal Activity & Valuations

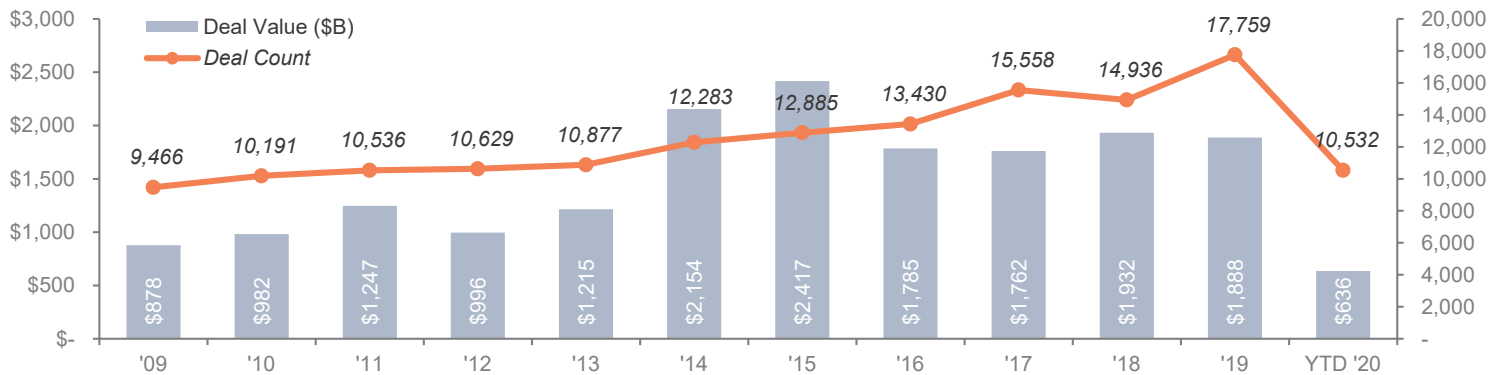
Deal Activity

Mergers and acquisitions activity through the end of the third quarter of 2020 fell 20% on a year-over-year basis as the economic effects of the coronavirus pandemic continue to influence deal activity in the United States. Additionally, total deal value continues to decline as acquirers have developed a more cautious approach to the deployment of capital, given the vast uncertainties surrounding the pandemic.

10,532 M&A Deals	\$0.6 Trillion Deal Value
▼ 20% YoY decline	▼ 55% YoY decline

Total M&A Deal Volume & Value in the United States

\$ in Billions; Year to date through September 30, 2020



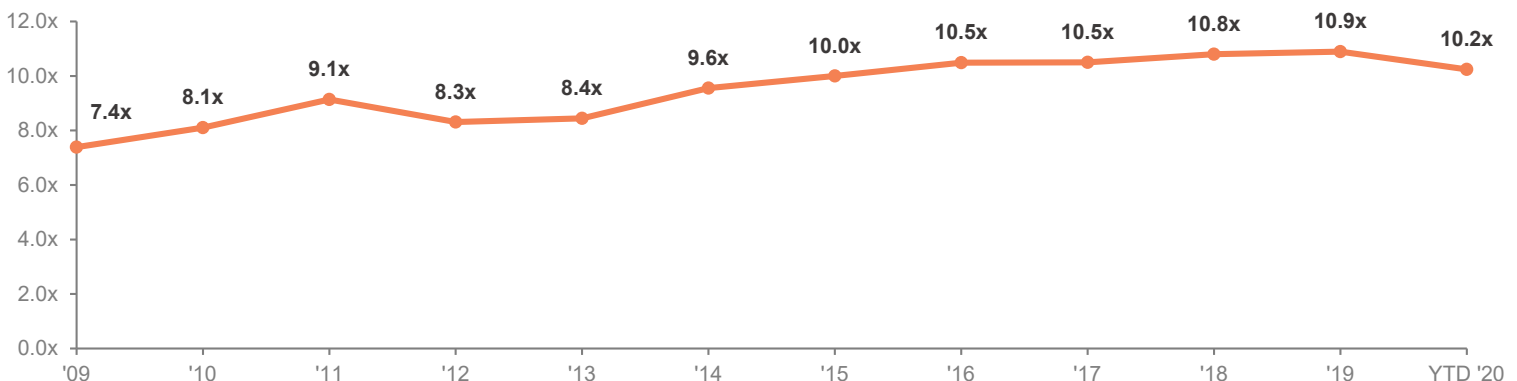
Valuations

Given the complexity of accurately valuing assets in the current coronavirus environment as well as the overall uncertainty surrounding the market, acquirers have creatively modified transaction structures resulting in less cash at close while maintaining relatively high valuation multiples.

10.2x	10.5x
Current Median EV / EBITDA	5-Year Median EV / EBITDA

Median Enterprise Value (EV) / EBITDA Valuation Multiple

Only includes transactions with disclosed financial terms; Year to date through September 30, 2020



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: YoY = Year-over-year; Enterprise Value = Market Cap + Debt - Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization

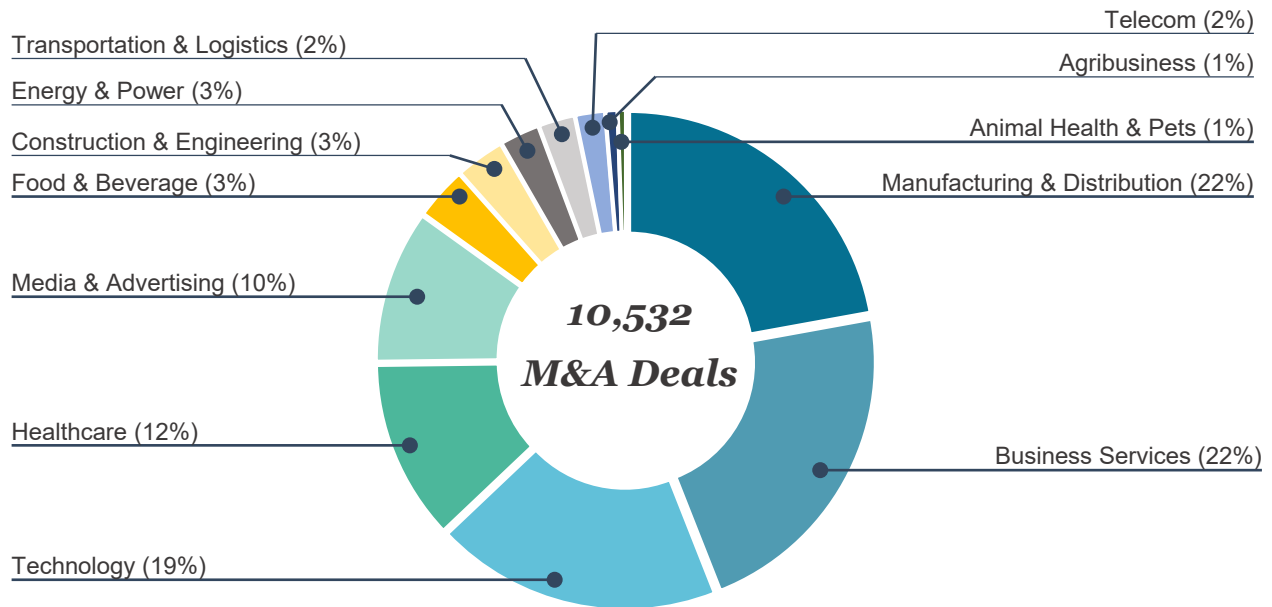
M&A in the United States

Sector Snapshot

M&A Breakdown by Sector

Sector Deal Volume

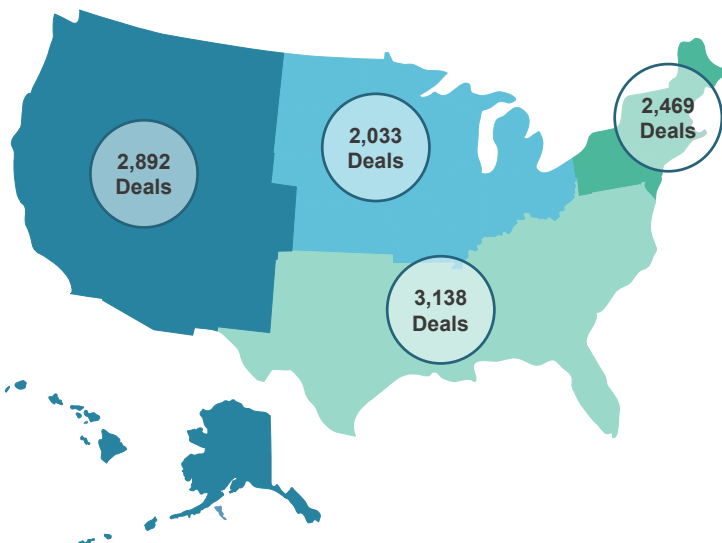
Year to date through September 30, 2020



M&A Deal Volume by U.S. Region

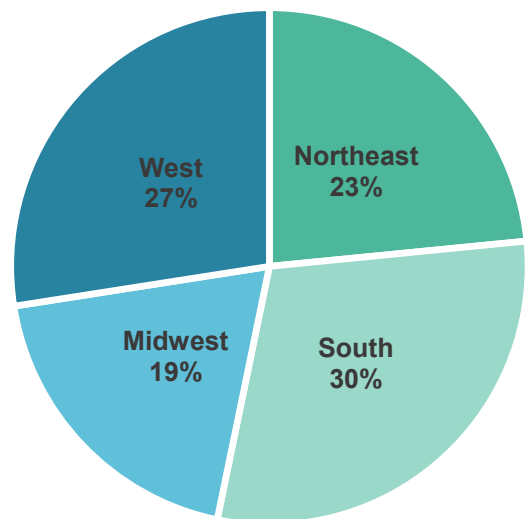
Deal Volume Quantity by Geography

Year to date through September 30, 2020



Deal Volume Percentage by Geography

Year to date through September 30, 2020



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research
Definitions: YoY = Year-over-year

M&A in the United States

Notable Deals & Buyer Mix

Notable Deals

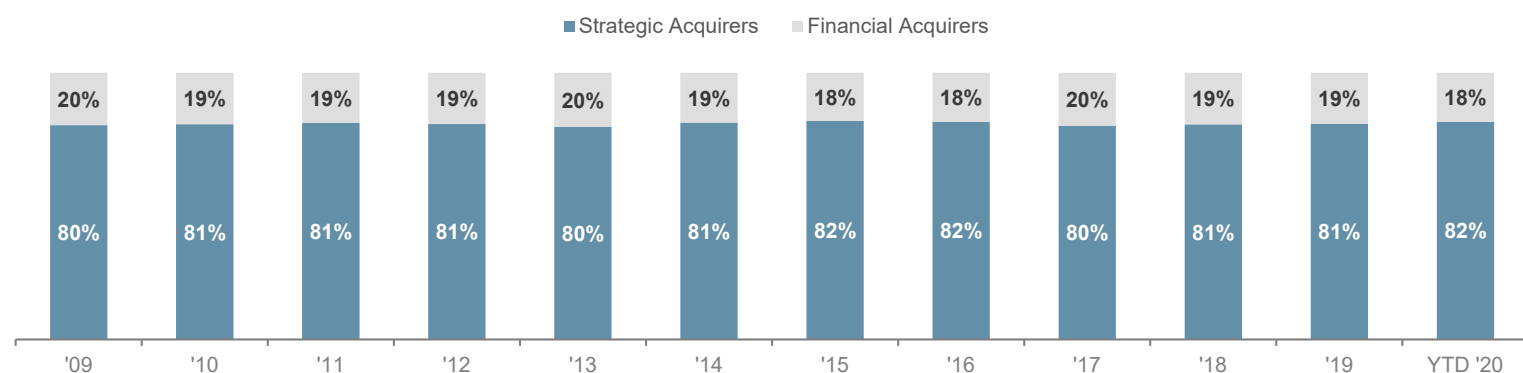
Date	Company	Acquirer	Enterprise Value (EV) (\$ in MM)	Implied EV / Revenue	Implied EV / EBITDA
Sep 2020	WPX Energy, Inc. (NYSE:WPX)	Devon Energy Corporation (NYSE:DVN)	\$5,793	2.8x	3.7x
Sep 2020	Torotel, Inc. (OTCPK:TTLO)	TT Group Industries, Inc.	\$41	1.6x	22.1x
Sep 2020	Immunomedics, Inc. (NasdaqGM:IMMU)	Gilead Sciences, Inc. (NasdaqGS:GILD)	\$19,916	-	-
Sep 2020	Virtusa Corporation (NasdaqGS:VRTU)	Baring Private Equity Asia	\$2,021	1.6x	16.9x
Sep 2020	Backlot Cars LLC	ADESA, Inc.	\$425	-	-
Aug 2020	BMC Stock Holdings, Inc. (NasdaqGS:BMCH)	Builders FirstSource, Inc. (NasdaqGS:BLDR)	\$2,778	0.7x	9.4x
Aug 2020	GCI Liberty, Inc. (NasdaqGS:GLIB.A)	Liberty Broadband Corporation (NasdaqGS:LBRD.K)	\$11,943	13.0x	54.9x
Aug 2020	Varian Medical Systems, Inc. (NYSE:VAR)	Siemens Healthineers AG (XTRA:SHL)	\$16,391	5.1x	28.0x
Jul 2020	Maxim Integrated Products, Inc. (NasdaqGS:MXIM)	Analog Devices, Inc. (NasdaqGS:ADI)	\$21,230	9.7x	26.1x
Jul 2020	Vivint Solar, Inc.	Sunrun Inc. (NasdaqGS:RUN)	\$3,302	8.7x	-

Note: This table includes only a sample of relevant transactions in the context of M&A activity in the United States. It is not meant to be all-inclusive.

Buyer Mix

Share of Acquisitions

% of Acquisitions by Strategic and Financial Acquirers



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: Enterprise Value = Market Cap + Debt – Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization

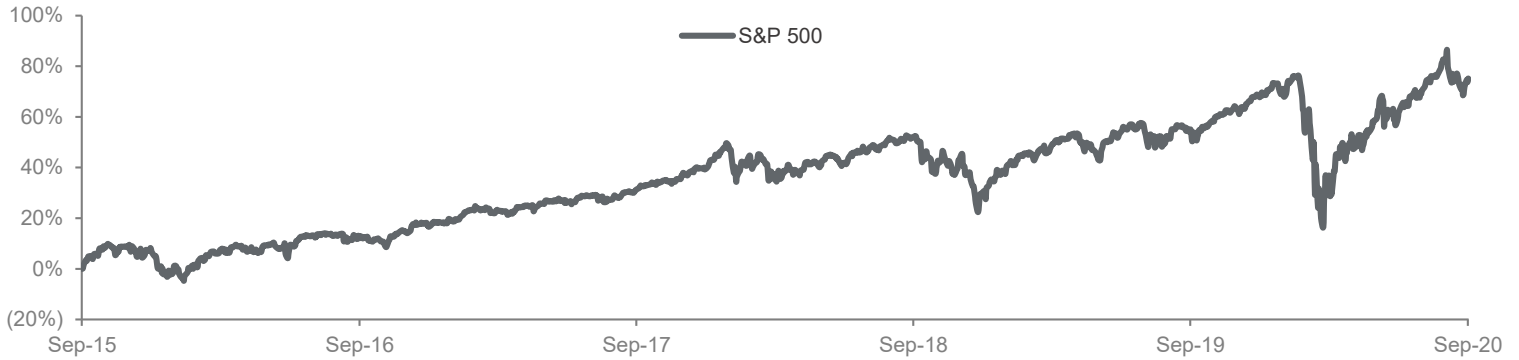
Public Companies in the United States

Performance & Valuations

Stock Market Performance

S&P 500 Returns

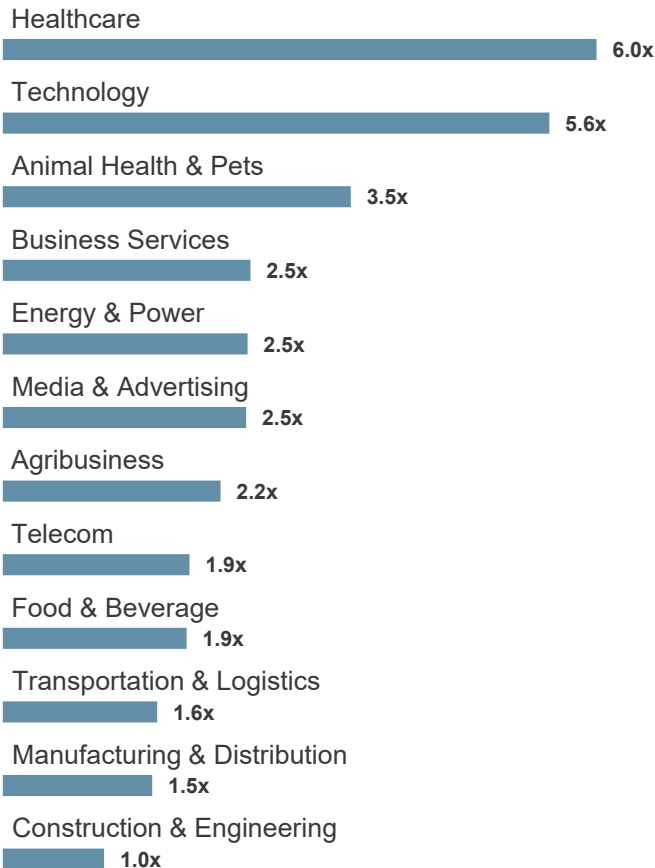
Last 5 Years



Valuations by Sector

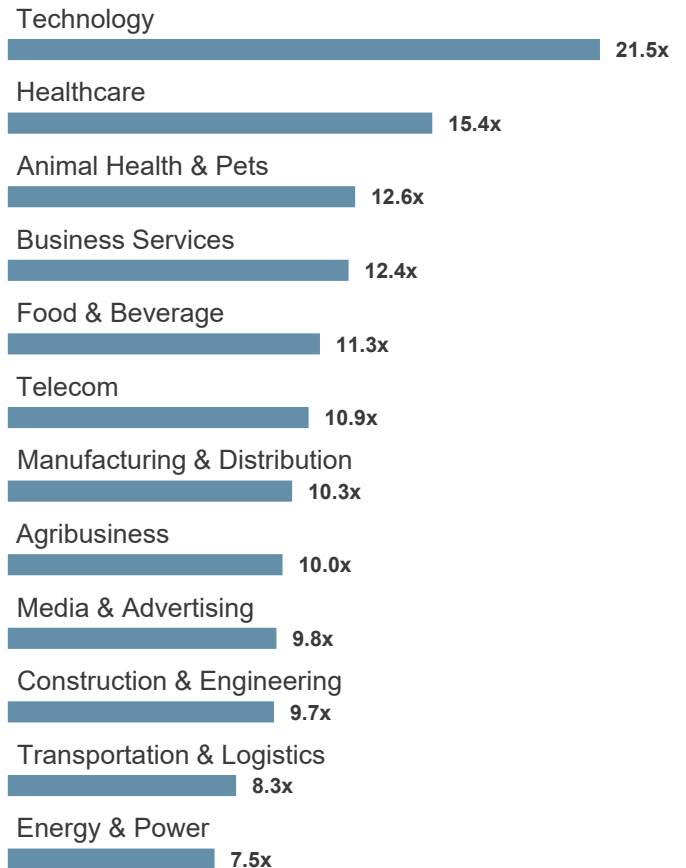
Enterprise Value / LTM Revenue

Median of Publicly Traded Companies



Enterprise Value / LTM EBITDA

Median of Publicly Traded Companies



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: Enterprise Value = Market Cap + Debt - Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization; LTM = Last Twelve Months

CC Capital Advisors

Firm Overview

Who We Are

CC Capital Advisors is a boutique investment banking firm providing mergers and acquisitions, capital raising and strategic advisory services to middle market clients. Our experienced team of committed advisors combines long-standing transaction experience to provide independent and uncompromised services to achieve our clients' objectives.

Who We Serve

We tailor our services to a broad base of clients, including entrepreneurs, family-owned businesses, private and public corporations, family offices, private equity and venture capital investors. Clients have repeatedly chosen us as trusted advisors and partners because of our quality advice, ability to execute transactions and client-first philosophy.

What We Do

Mergers & Acquisitions	Capital Raising Advisory	Strategic Advisory
<ul style="list-style-type: none">Sales of privately-held companiesBuy-side acquisitionsMinority buyoutsCorporate subsidiary divestituresPrivate equity and venture capital portfolio divestitures	<ul style="list-style-type: none">Senior secured and unsecured debtMezzanine capitalGrowth equity capitalRecapitalizationsPrivate placements of institutional capital	<ul style="list-style-type: none">Business valuationsFairness opinionsStrategic options assessmentOwnership transition planningCorporate reorganizations

Why Clients Choose Us

100+ Years	Collective investment banking experience of our team	\$7 Billion	Completed transaction experience of our team
Midwest Values	Integrity, experience and commitment are our core values	\$1 Billion	Completed transaction value in the last five years
Global Reach	We represent clients across the world	20+ Deals	Number of transactions closed since 2017

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