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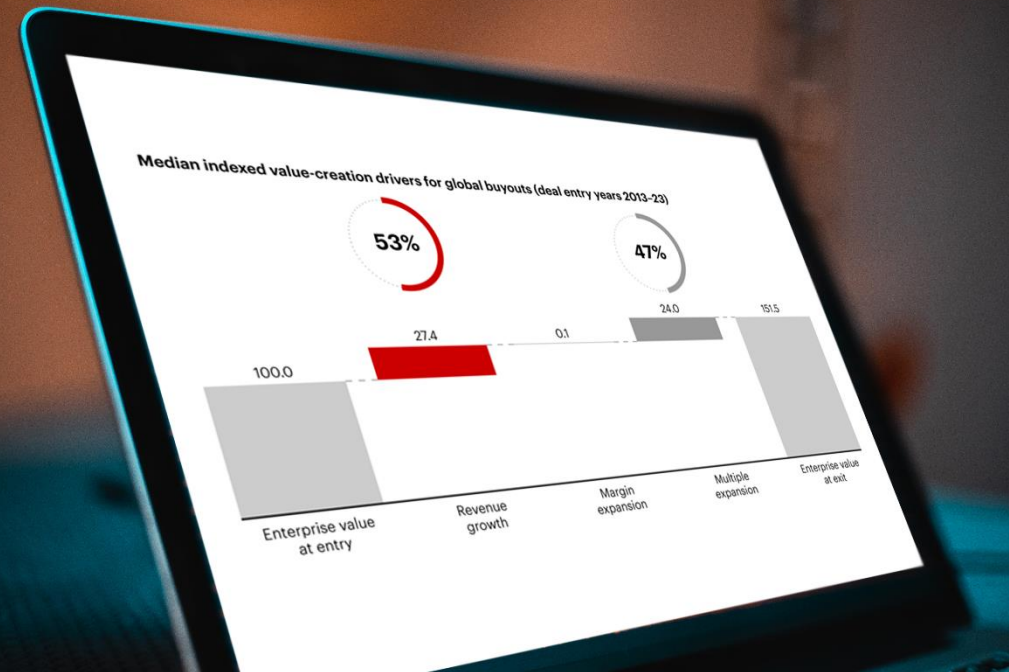
Complimentary insights
for your next AGM

BAIN & COMPANY 

DealEdge is a Bain-designed analytics platform, providing a granular look into Private Equity market performance

WHAT IS DEALEGE?

- / A software platform based on a **GP-submitted deals database**, in partnership with **CEPRES**
- / Contains **~50k buyout, growth and infrastructure deals**, from **1970 - 2024**
- / Built on the Bain sector taxonomy, covering **10 core sectors**, **570+ subsectors** and **200+ geographies**
- / Provides **cash flow and operating performance benchmarks at the deal-level** (returns, value creation, multiples, CAGR, and more)



WHAT ARE THE MAIN USE CASES?

- | | | | | |
|----|-------------------|-------------------|---------------------|--------------------------|
| GP | / Fund strategy | / Sector strategy | / LP-reporting | / Portfolio benchmarking |
| LP | / Sector strategy | / Co-investment | / Manager diligence | |

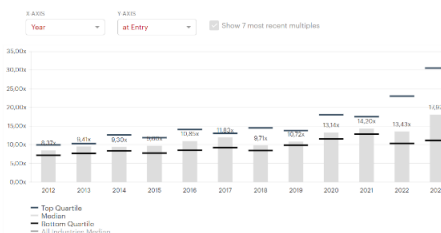
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The platform offers
20+ aggregated
performance
benchmarks

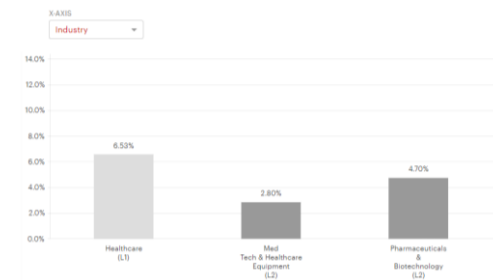
／ Returns (IRR/ MOIC/ DPI)



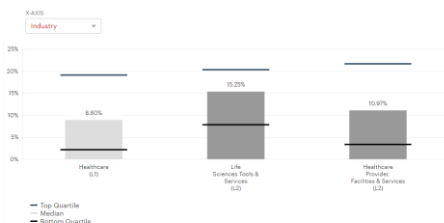
／ EV/EBITDA Multiples



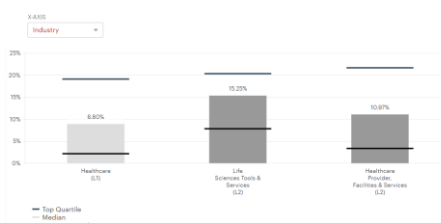
／ Loss Rates



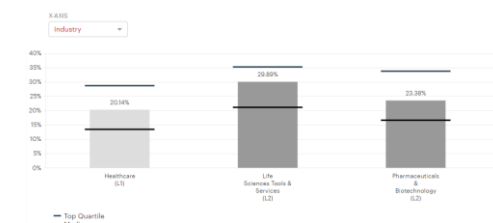
／ Revenue CAGR



／ EBITDA CAGR



／ EBITDA Margin at entry



／ Net Debt / EBITDA



／ Value Creation



／ Market Maps



plus, many more...

What you'll find in this pack

We work with countless GPs as they prepare for their AGM. We also have the benefit of working with LPs and know what they're looking to see. That's why we put together a deck containing our top five recommended charts based on what we've seen from our clients and through Bain's advisory work.

Want to focus on a different sector, geography, entry year? Contact one of our DealEdge experts by clicking the “customize” button on one of the slides and either get unlimited access to the platform or a fast custom analysis.

About the Charts

1. Year-Over-Year Returns Chart

- Multiple on Invested Capital (MOIC) is another way to measure financial returns in Private Equity besides IRR. It is the sum of realized and unrealized returns divided by the total amount invested.

2. Loss Rate

- The ratio of losses in investments on deals with MOIC below 1 divided by total contributions of all selected deals. It is calculated as: $\frac{[\text{Sum of (Distributions + Valuations - Contributions) of deals with MOIC below 1}]}{(\text{Sum of Contributions of all selected deals})}$

3. Value Creation

- The percentage value contributed by revenue growth, margin expansion, and multiple expansion

4. Buyout EV/ EBITDA Multiples

- EV/ EBITDA multiples in Buyout deals, calculated by EV (Enterprise Value) / EBITDA

5. Growth EV/ Revenue Multiples

- EV/ Revenue multiples in Growth deals, calculated by EV (Enterprise Value) / Revenue

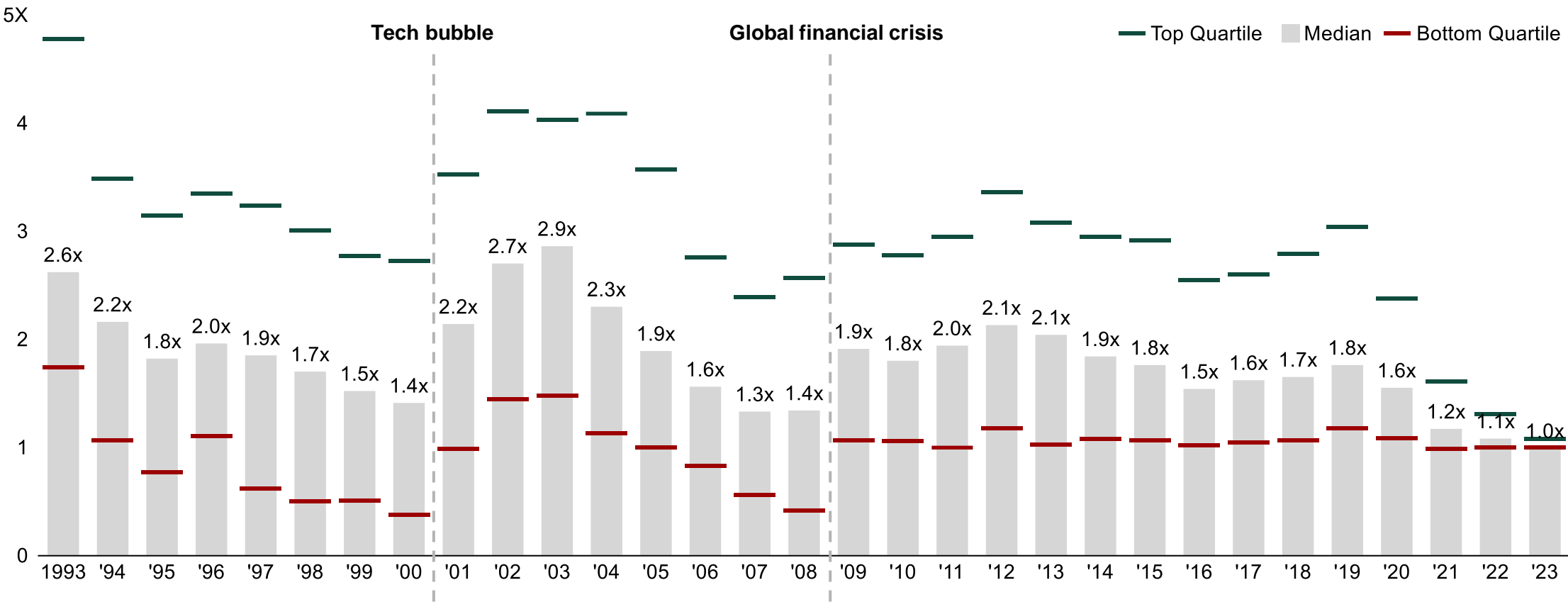
Realized Returns Cyclicalty

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[Customize](#)

GROSS DEAL MOIC BY DEAL ENTRY YEAR (GLOBAL DEALS, 1993 – 2023)

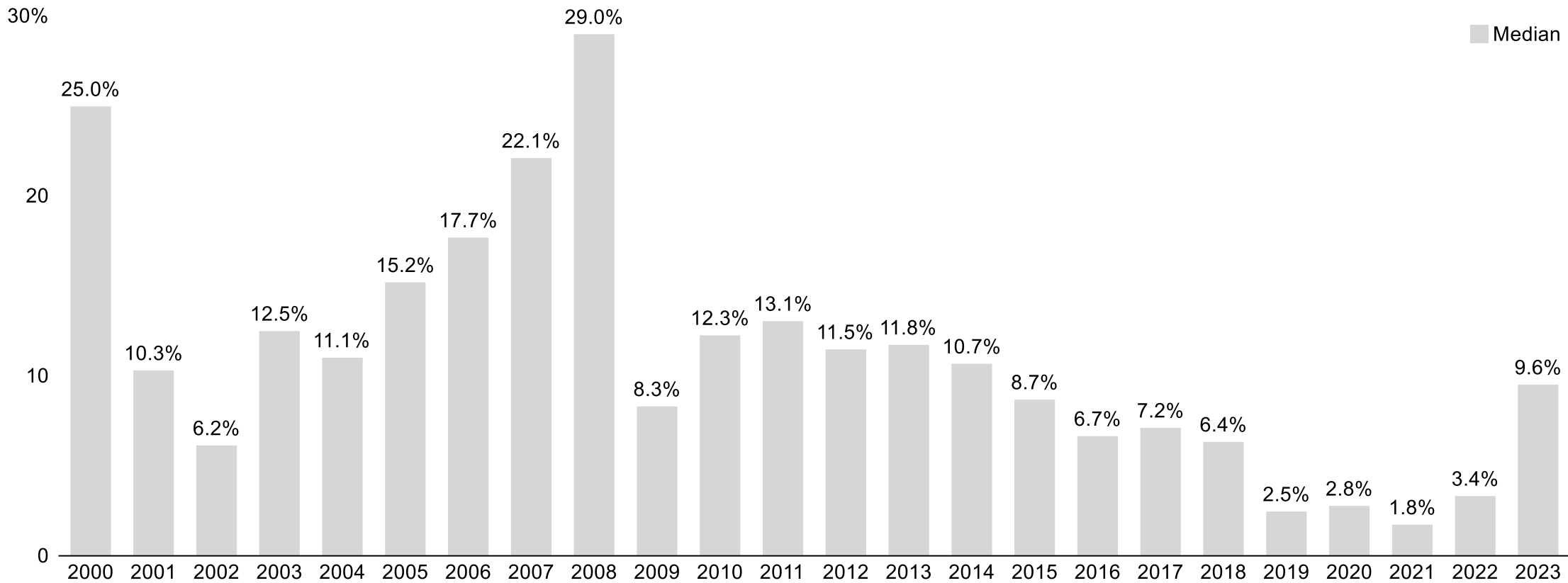
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Note: All calculations in \$. Includes global buyout and growth deals with initial investments from 1993 – 2023; includes fully and partially realized deals. Multiple on Invested Capital (MOIC) is a financial returns metric commonly used in Private Equity, aside from IRR. MOIC is the sum of realized and unrealized returns divided by the total amount invested. Different from IRR, MOIC does not capture timing of cash flows.
Source: [DealEdge.com](#) (data pulled Aug 2024)

LOSS RATES BY DEAL ENTRY YEAR (GLOBAL DEALS, 2000 – 2023)

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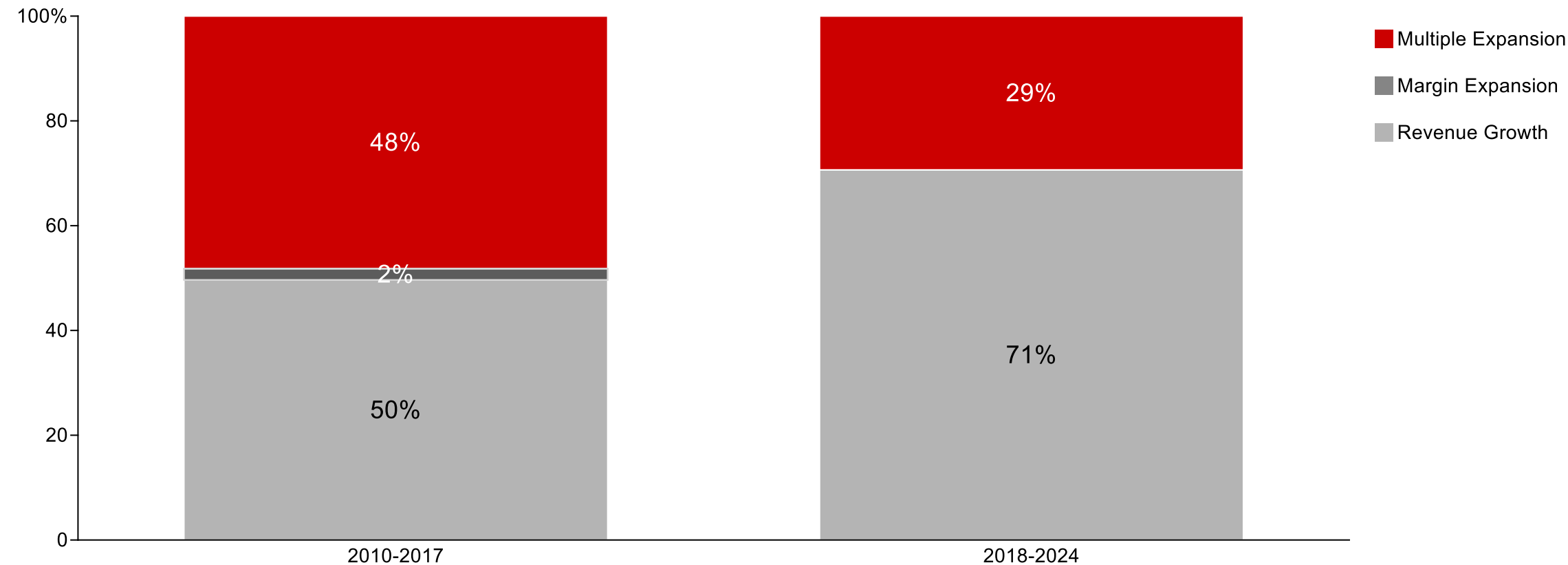


Note: All calculations in \$. Includes global buyout and growth deals with initial investments from 2000 – 2023; includes fully and partially realized deals. The ratio of losses in investments on deals with MOIC below 1 divided by total contributions of all selected deals. It is calculated as: [Sum of (Distributions + Valuations - Contributions) of deals with MOIC below 1] / (Sum of Contributions of all Selected Deals).

Source: [DealEdge.com](#) (data pulled Aug 2024)

VALUE CREATION LEVERS (GLOBAL DEALS, 2010 – 2024)

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Note: All calculations in \$. Includes global buyout and growth deals with initial investments from 2010 – 2024; includes fully and partially realized deals. Value creation levers are calculated by the percentage value contributed by revenue growth, margin expansion, and multiple expansion from deal entry to deal exit.
Source: [DealEdge.com](#) (data pulled Aug 2024)

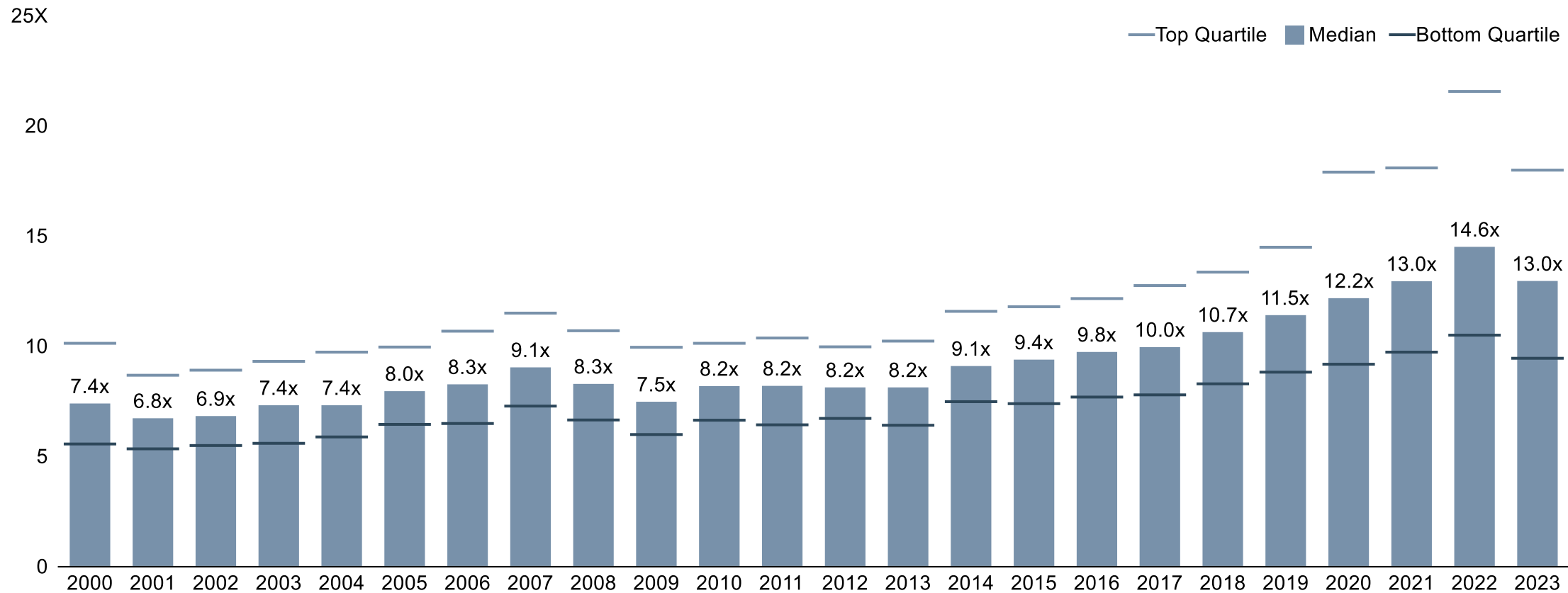
EV/ EBITDA Multiples for Buyout deals

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BUYOUT EV/EBITDA MULTIPLES BY DEAL ENTRY YEAR (GLOBAL DEALS, 2000 – 2023)

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Note: All calculations in \$. Includes global buyout deals with initial investments from 2000 – 2023; includes fully and partially realized deals. EV/EBITDA is calculated by EV (Enterprise Value) / EBITDA.
Source: [DealEdge.com](#) (data pulled Aug 2024)

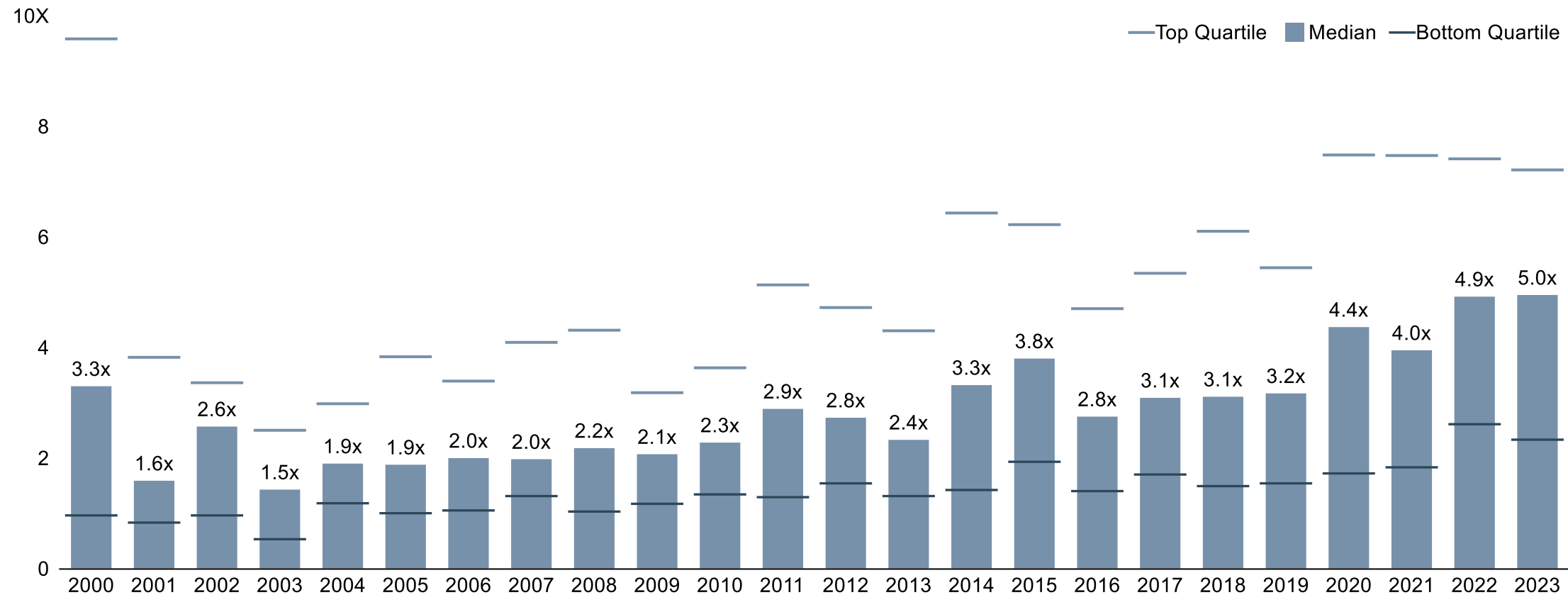
EV/ Revenue Multiples for Growth deals

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GROWTH EV/REVENUE MULTIPLES BY DEAL ENTRY YEAR (GLOBAL DEALS, 2000 – 2023)

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Note: All calculations in \$. Includes global growth deals with initial investments from 2000 – 2023; includes fully and partially realized deals. EV/Revenue is calculated by EV (Enterprise Value) / Revenue.
Source: [DealEdge.com](#) (data pulled Aug 2024)

How can you use DealEdge?

SCAN



A SECTOR

The platform covers **10 sectors** and **570 subsectors**

BENCHMARK



KEY METRICS

Analyze value creation, multiples, returns, risk, and more, in a **deal context** or for **performance benchmarking**

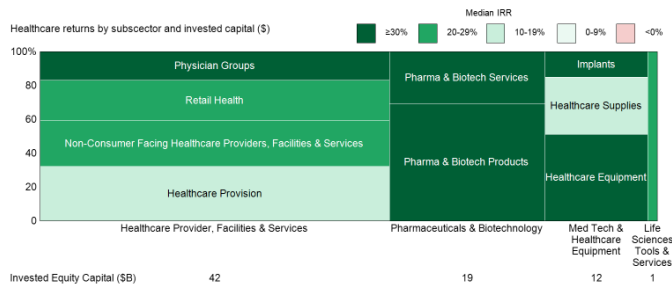
CREATE



MACRO ANALYSES

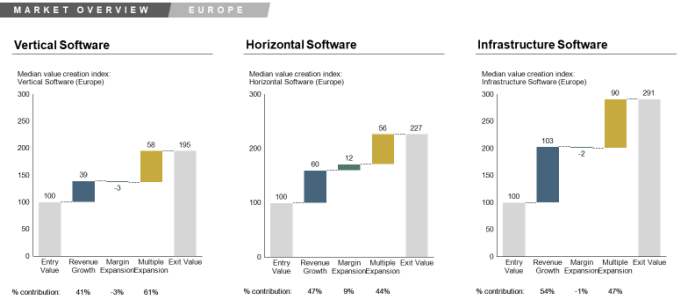
Use our granular dataset to enhance **LP/GP-reporting, Fund Strategy, or Allocation topics**

Healthcare deal performance is not equally strong within each subsector



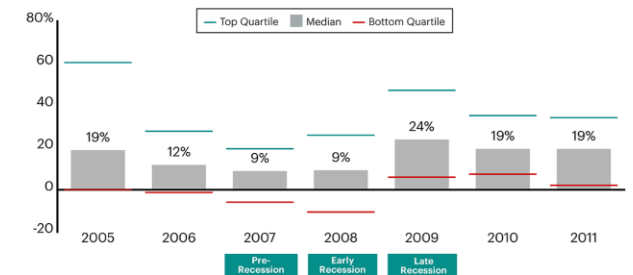
Value creation capability varies depending on which type of software company

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Private Equity Deal IRRs by Year of Entry

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SHARPEN YOUR INVESTMENT EDGE

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