



# 2020

## **A YEAR IN REVIEW**

Presented by: **SDR***Ventures*

# 2020 DEAL OVERVIEW

## SUCCESSFUL ENGAGEMENTS

**11** (INCLUDING 4 UNDER LOI)

## TOTAL DEAL VALUE

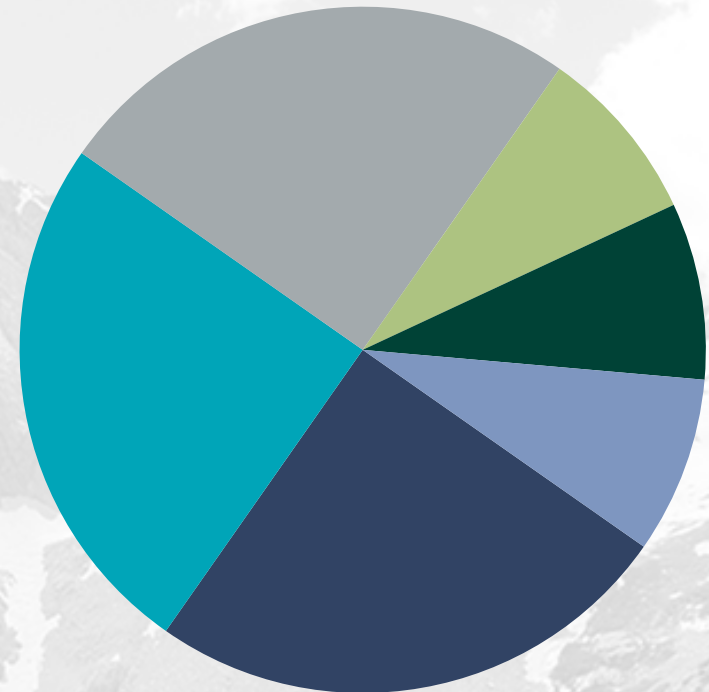
**IB - \$142M**

**SMB - \$16M**

## TRENDING SECTORS


- TECH-ENABLED INFRASTRUCTURE
- SUPPLY CHAIN SERVICES
- CPG FOOD
- PET WELLNESS
- E-COMMERCE

# DEALS BY INDUSTRY




- CONSUMER PRODUCTS: 3 DEALS**
- TECHNOLOGY: 3 DEALS**
- BUSINESS SERVICES: 2 DEALS**
- TRAFFIC SERVICES: 1 DEAL**
- DISTRIBUTION & LOGISTICS: 1 DEAL**
- MANUFACTURING: 1 DEAL**


# CLOSED DEALS




Has been acquired by




**SDR Ventures** | SELL-SIDE TRANSACTION





Has been acquired by




**SDR Ventures** | SELL-SIDE TRANSACTION


  
CONTRACTORS

Have been recapitalized by



A portfolio company of



**SDR Ventures** | SELL-SIDE TRANSACTION

**M C MAX, INC.**


dba




Has been acquired by

**HTM-MBS, LLC**


**SDR Ventures** | SELL-SIDE TRANSACTION




And its management have entered into a strategic partnership with




**SDR Ventures** | SELL-SIDE TRANSACTION



Has acquired



**SDR Ventures** | BUY-SIDE TRANSACTION



**HOLISTIC HOUND**

Has partnered with an

**UNDISCLOSED INVESTOR**

**SDR Ventures** | SELL-SIDE TRANSACTION

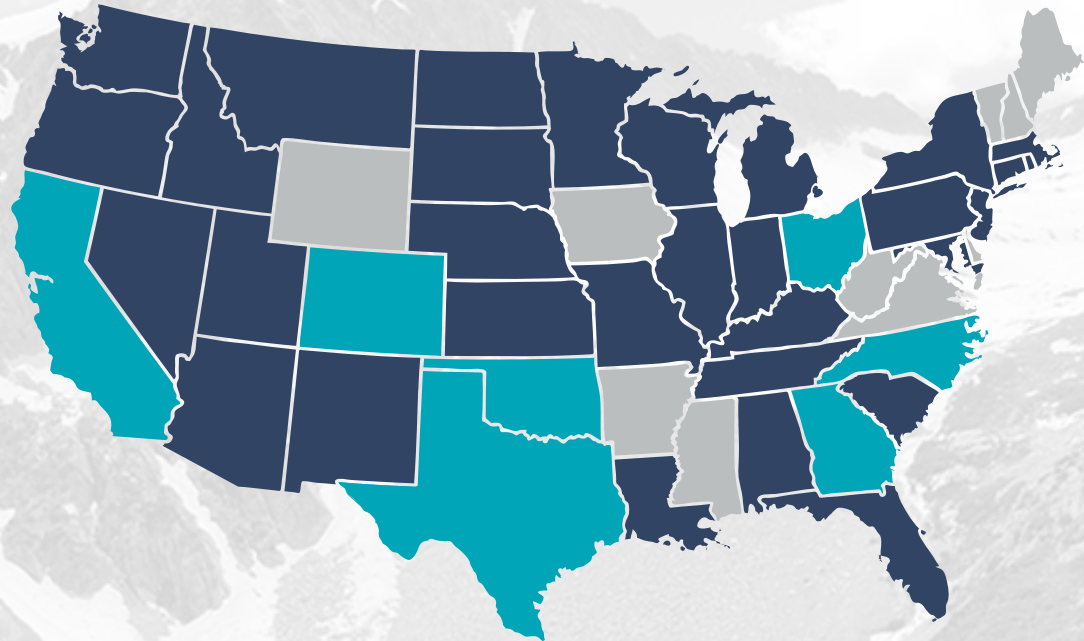
# 2020 DEAL OVERVIEW

**NUMBER OF  
SHAREHOLDER  
LIVES IMPACTED  
IN 2020:**

**22**

**GEOGRAPHIC  
REACH IN 2020:**

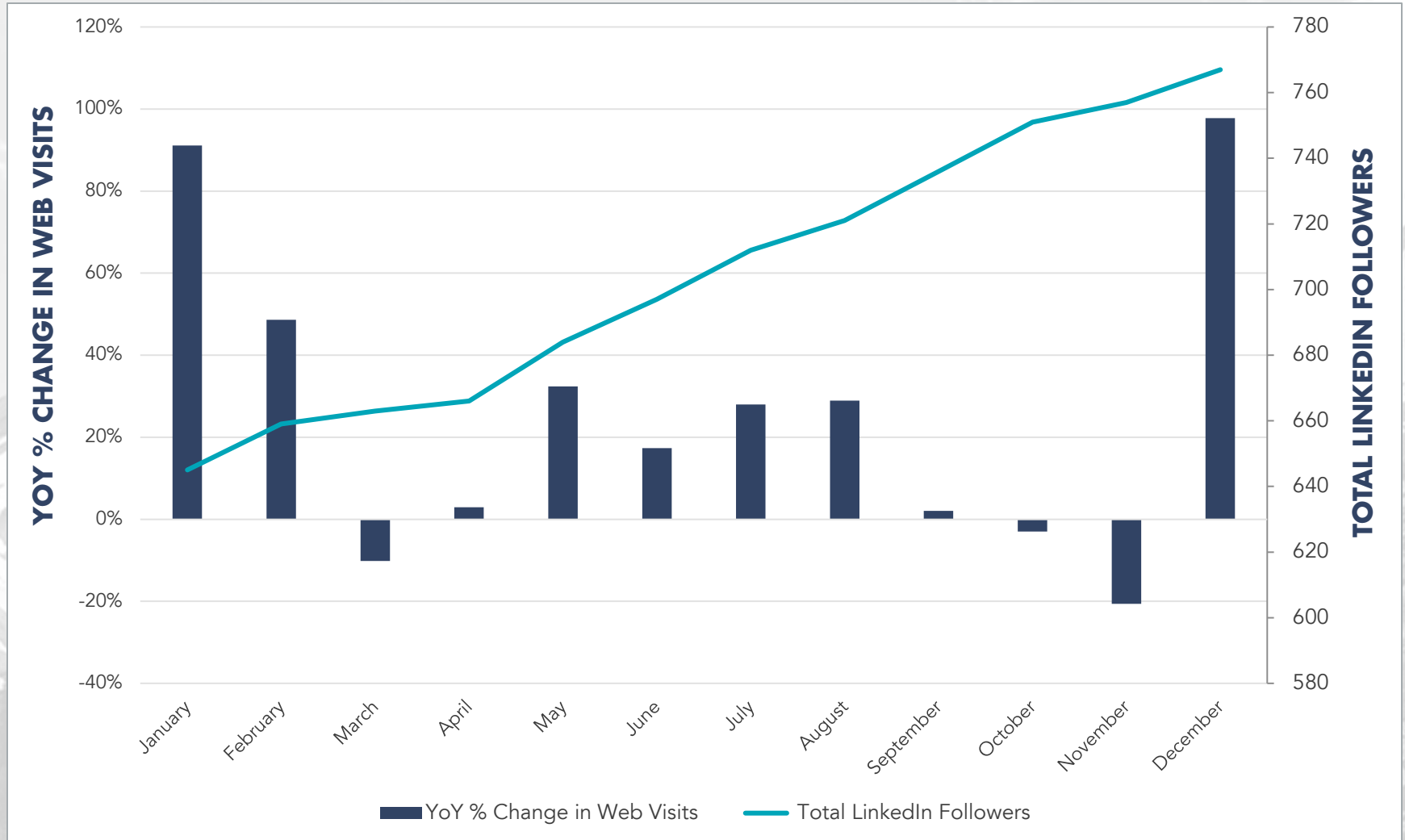
**7 STATES**



2020 Deal Location

Previous Deal Location

# GROWING DIGITAL FOOTPRINT



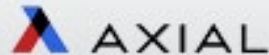
# RECENT FIRM RECOGNITION

TOP 10 SELL-SIDE M&A ADVISOR

**SDR***Ventures*



Presented by:



**AXIAL RECOGNIZES SDR VENTURES AS  
TOP 10 SELL-SIDE M&A ADVISOR IN  
CONSUMER INDUSTRY**

SDR Ventures Credited Among Top 50 Lower  
Middle Market Consumer Investors & M&A  
Advisors



**CLOSED DEALS  
COVID 2020**

**AXIAL RECOGNIZES SDR VENTURES  
FOR CONTINUED COMMITMENT TO  
CLIENTS DURING COVID-19**

SDR Ventures One of the First 50 Investment  
Banks to Successfully Close a Deal During the  
Global Pandemic

# KEEPING THE MARKET INFORMED: 2020 BLOGS



**THE BIDEN TAX PROPOSAL: WHAT YOU NEED TO KNOW**



**THE IMPACTS OF COVID-19 ON LOWER MIDDLE MARKET M&A DEALS**



**HOW PARTNERING WITH THE RIGHT PRIVATE EQUITY PARTNER CAN PRODUCE OUTSIZED RESULTS**



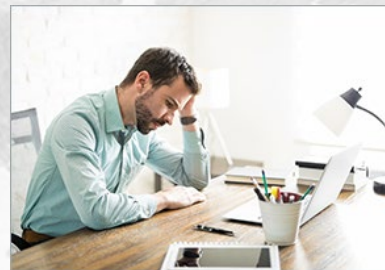
**CPG FOOD & BEVERAGE REPORT – Q4 2020**



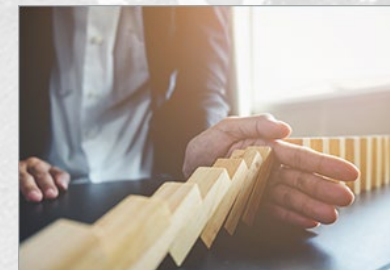
**IN AN EVER-CHANGING WORLD, BROAD INDUSTRY AWARENESS IS KEY**



**WHAT WE LEARNED FROM A POLICE DEPARTMENT'S DRAMATIC OVERHAUL**



**IS DYING AT YOUR DESK NOBLE OR TRAGIC?**



**THE REALITY OF GOOD BUSINESSES**