private equity info

Private Equity Trends in Professional, Scientific and Technical Services

We analyzed <u>25 years of investment data</u> from our <u>M&A Research Data-base</u> to create a unique industry summary for Professional, Scientific and Technical Services.

Overview

The Professional, Scientific, and Technical Services industry is a cornerstone for innovation and operational support across sectors, including healthcare, technology, and finance. Spanning legal services, IT consulting, R&D, advertising, and management consulting, this diverse sector addresses key needs such as compliance, technological advancement, and market expansion.

Demand for expertise in digital transformation, data analytics, and regulatory compliance is rising rapidly. Companies increasingly seek advanced IT solutions like AI-driven systems, cybersecurity, and cloud services. Meanwhile, R&D-intensive sub-sectors are responding to the need for breakthrough technologies, particularly in biotechnology and advanced engineering.

M&A activity within this industry is driven by the need to consolidate fragmented markets, access cutting-edge innovations, and expand service offerings into high-growth sectors. Acquirers often pursue targets to secure specialized expertise, achieve vertical integration, and gain access to proprietary technologies. In addition, advertising and design firms are attractive due to the growing importance of digital marketing and branding in competitive markets. For M&A professionals, the Professional, Scientific, and Technical Services industry offers opportunities to leverage innovation, optimize supply chains, and scale niche expertise. As global trends in technology, compliance, and consumer engagement accelerate, this sector is poised for sustained interest from strategic and private equity buyers alike.

Sub-Sectors

NAICS Code	Industry Description
5411	Legal Services
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services
5413	Architectural, Engineering, and Related Services
5414	Specialized Design Services
5415	Computer Systems Design and Related Services
5416	Management, Scientific, and Technical Consulting Services
5417	Scientific Research and Development Services
5418	Advertising, Public Relations, and Related Services
5419	Other Professional, Scientific, and Technical Services
541	Professional, Scientific, and Technical Services
541910	Marketing Research and Public Opinion Polling
541921	Photography Studios, Portrait

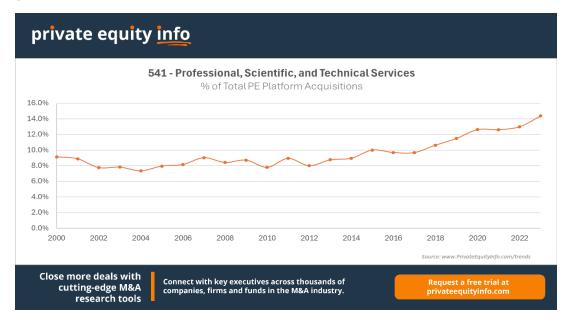
541922	Commercial Photography
541930	Translation and Interpretation Services
541940	Veterinary Services
541990	All Other Professional, Scientific, and Technical
54161	Management Consulting Services
541611	Administrative Management and General Management Consulting Services
541612	Human Resources Consulting Services
541613	Marketing Consulting Services
541614	Process, Physical Distribution, and Logistics Consulting Services
541618	Other Management Consulting Services
541618	Environmental Consulting Services
54162	Other Scientific and Technical Consulting Services
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54171	Research and Development in the Physical, Engineering, and Life Sciences
541711	Research and Development in Biotechnology
541712	Research and Development in the Physical, Engineering, and Life Sciences (except
54172	Biotechnology) Research and Development in the Social Sciences and Humanities
54181	Advertising Agencies
54182	Public Relations Agencies
54183	<u>-</u>
	Media Buying Agencies
54184	Media Representatives
54185	Outdoor Advertising
54186	Direct Mail Advertising
54187	Advertising Material Distribution Services
54189	Other Services Related to Advertising
54191	Marketing Research and Public Opinion Polling
54192	Photographic Services
541921	Photography Studios, Portrait
541922	Commercial Photography
54193	Translation and Interpretation Services
54194	Veterinary Services
54199	All Other Professional, Scientific, and Technical Services
54111	Offices of Lawyers
54112	Offices of Notaries
54119	Other Legal Services
541191	Title Abstract and Settlement Offices
541199	All Other Legal Services
54121	Accounting, Tax Preparation, Bookkeeping, and Payroll Services
541211	Offices of Certified Public Accountants
541213	Tax Preparation Services
541214	Payroll Services
541219	Other Accounting Services
54131	Architectural Services
54132	Landscape Architectural Services
54133	Engineering Services
54134	Drafting Services

54135	Building Inspection Services
54136	Geophysical Surveying and Mapping Services
54137	Surveying and Mapping (except Geophysical) Services
54138	Testing Laboratories
54141	Interior Design Services
54142	Industrial Design Services
54143	Graphic Design Services
54149	Other Specialized Design Services
54151	Computer Systems Design and Related Services
541511	Custom Computer Programming Services
541512	Computer Systems Design Services
541513	Computer Facilities Management Services
541519	Other Computer Related Services

Historical PE Investments in Professional, Scientific and Technical Services

From 2000 to 2014, the percentage of PE platform acquisitions in Professional, Scientific, and Technical Services sector remained relatively stable, fluctuating between approximately 7% and 9%. After 2014, economic recovery and growth have increased the investment capacity and appetite of private equity firms in this sector.

The period from 2017 to 2022 saw even more notable growth, with the percentage of acquisitions climbing steadily from around 10% to more than 14%. This is largely because many companies in the Professional, Scientific, and Technical Services industry exhibit financial and business model attributes that PE firms prefer. Namely, low CapEx, high growth, high margin, highly scalable companies that offer a service rather than a product. This trend is expected to continue as the sector benefits from the ongoing advancements in technology and the increasing demand for specialized technical services which are likely to sustain and potentially accelerate growth.



Market Summary (2001 - 2024)

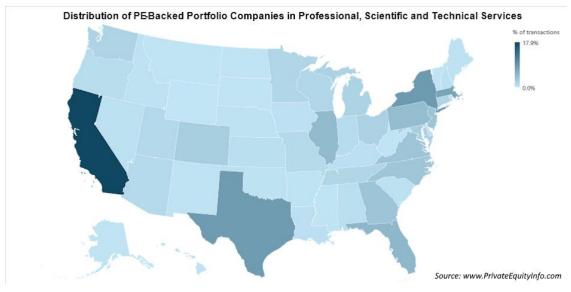
- 12,319 Platform Investments
- 9,178 Add-on Investments
- 3,036 Total unique private equity firms invested

Top 5 Private Equity Firms Invested in Professional, Scientific and Technical Services

Measured by the number of deals in the industry

- 1. OrbiMed Advisors (New York, NY)
- 2. Insight Partners New York, NY)
- 3. Warburg Pincus (New York, NY)
- 4. H.I.G. Capital (Miami, FL)
- 5. Vivo Capital (Palo Alto, CA)

Geographical Distribution





Sample of Recent Private Equity Investments

May 2024

Tailwind Capital invested in GrayMatter (Pittsburgh, PA).

GrayMatter is a provider of industrial automation and intelligence solutions.

May 2024

Renovus Capital Partners acquired a majority stake in Case Works (Austin, TX).

Case Works is provider of tech-enabled litigation support solutions.

April 2024

<u>Serent Capital</u> completed a growth investment in <u>Medical Informatics Engineering</u> (Fort Wayne, IN).

Medical Informatics Engineering is a provider of health IT software and systems for occupational health.

February 2024

Caisse de dépôt et placement du Québec invested in Levio (Québec City, Canada).

Levio is a digital native consulting firm providing services covering all aspects of digital transformation, from business strategies to information technologies (IT), to organizational management, including cybersecurity, data valorization, artificial intelligence and cloud computing.

January 2024

Artinia Group made a strategic growth investment in Canvas (Huntsville, AL).

Canvas is a provider of engineering, technical, and lifecycle management services to U.S. defense agencies.