



WISCONSIN

2017 DEAL FLOW SNAPSHOT

Q1 REPORT

	COMPANY COUNT	DEAL COUNT	MEAN CAPITAL INVESTED (Millions)	MEDIAN CAPITAL INVESTED (Millions)	TOTAL CAPITAL INVESTED (Millions)
2017	19	19*	\$2.3*	\$0.5	\$38.2
2016	24	25*	\$1.2*	\$0.6	\$24.4

*The deal count includes deals that are known to have occurred, but were not included when calculating the total investment amount or mean investment, because the amount of the deal was not publicly announced.

Source: Pitchbook

In Wisconsin's Deal Flow Snapshot for the first quarter of 2017, overall investment was up relative to the same quarter in 2016: \$38.2 million from January through March of 2017, versus \$24.4 million a year earlier. The 2017 total was heavily impacted by a single \$26 million investment. Investment activity in the first quarter of 2016 was made up of a mixture of small and midsize deals, whereas 2017 activity was primarily smaller investments and a single large one, with a smaller number of deals overall. The large \$26 million investment in 2017, as well as the overall healthy investment volume, is an indicator that Wisconsin companies are producing quality opportunities and have the potential to attract significant capital.