

# RIA Industry Transactions Year-end 2015

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# 2015: Record year for RIA industry transactions

## Transaction volume

- Transaction volume reached a ten-year high of 84 deals in 2015, up 56% from 2014 and 127% from 2006
- Number of deals was higher in every quarter of 2015 when compared to the same quarter in 2014
- With a total of 27 deals, Q3 2015 had the most deals in a single quarter in the past decade

## Transaction value

- In the last decade, total annual deal value (measured in AUM acquired) surged 252% from \$32.8 billion in 2006
- Total annual deal value jumped 143% from \$47.4 billion in 2014 to \$115.4 billion in 2015

## Transaction size

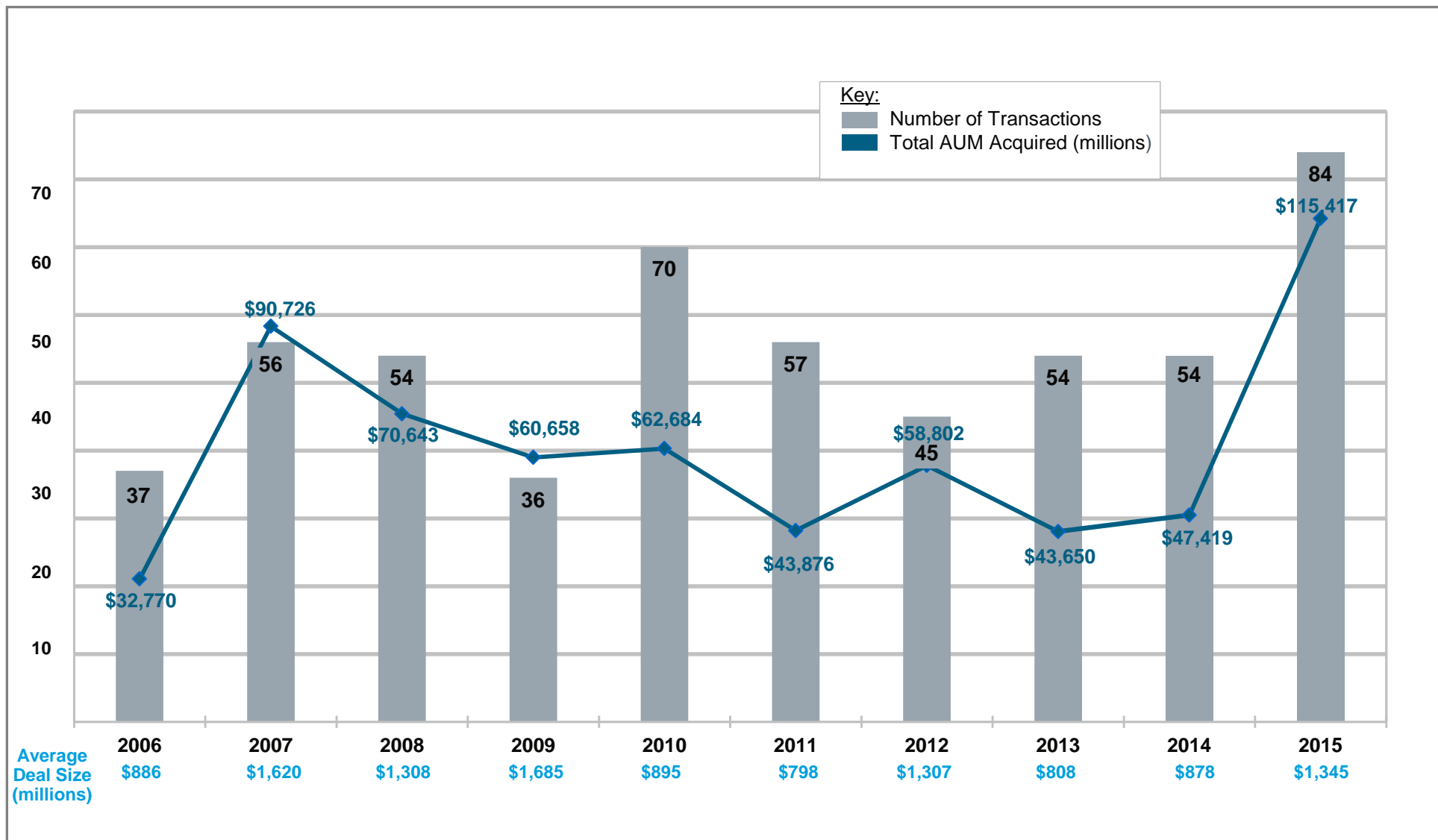
- Average annual transaction size was \$1.3 billion, up 53% from 2014 and the largest average since 2009

## Buyer types

- Independent registered investment advisor firms (39%) and strategic acquiring firms (32%) together made up the majority of buyer types
- Other buyers were organizations such as private equity firms (24%), banks (4%) and international acquirers (1%)

# Yearly RIA industry transactions

## 2006 - 2015

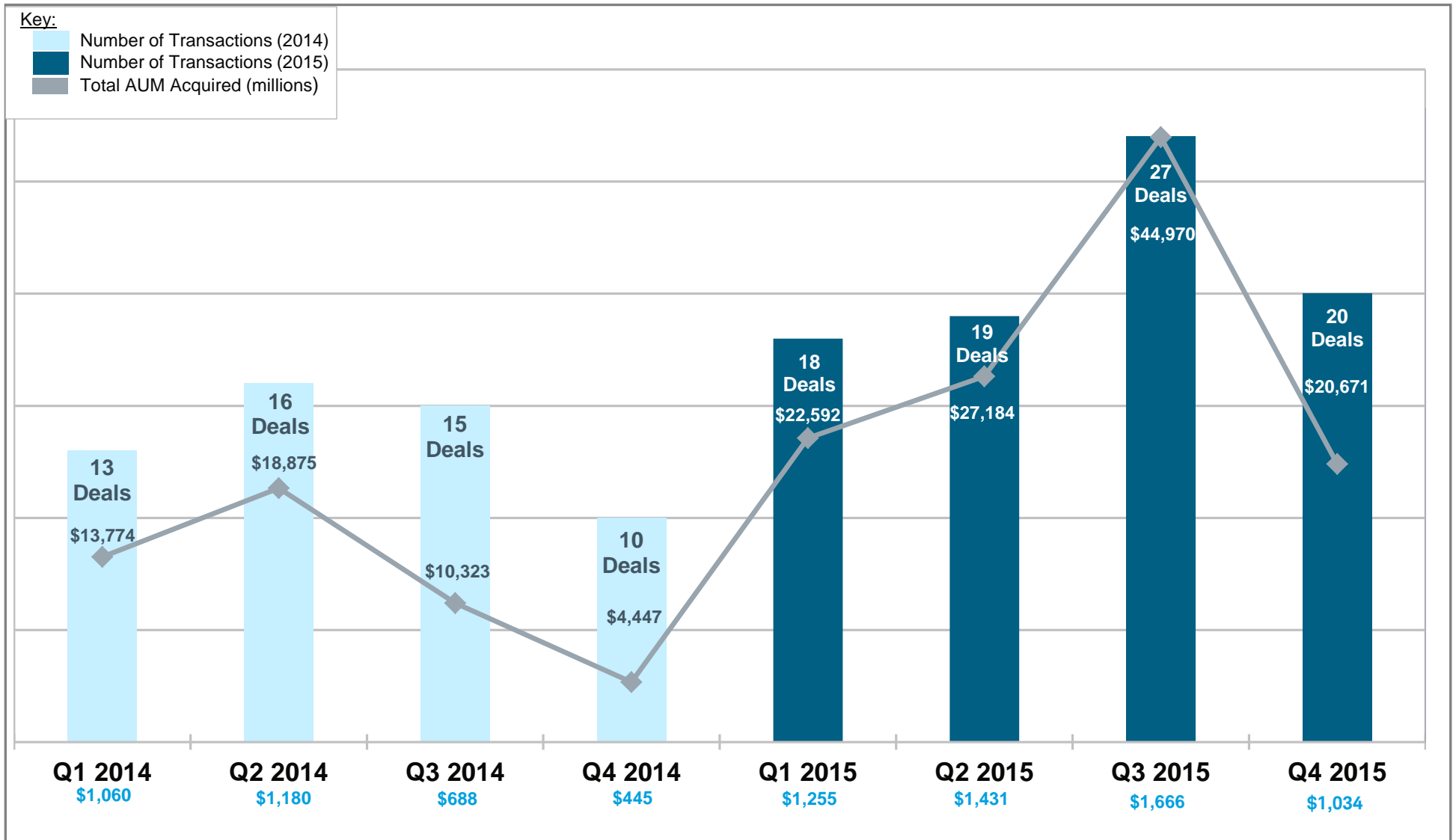


Source: Schwab Advisor Services, Strategic Business Development – 2016

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# Quarterly RIA industry-wide transactions

January 1, 2014 – December 31, 2015

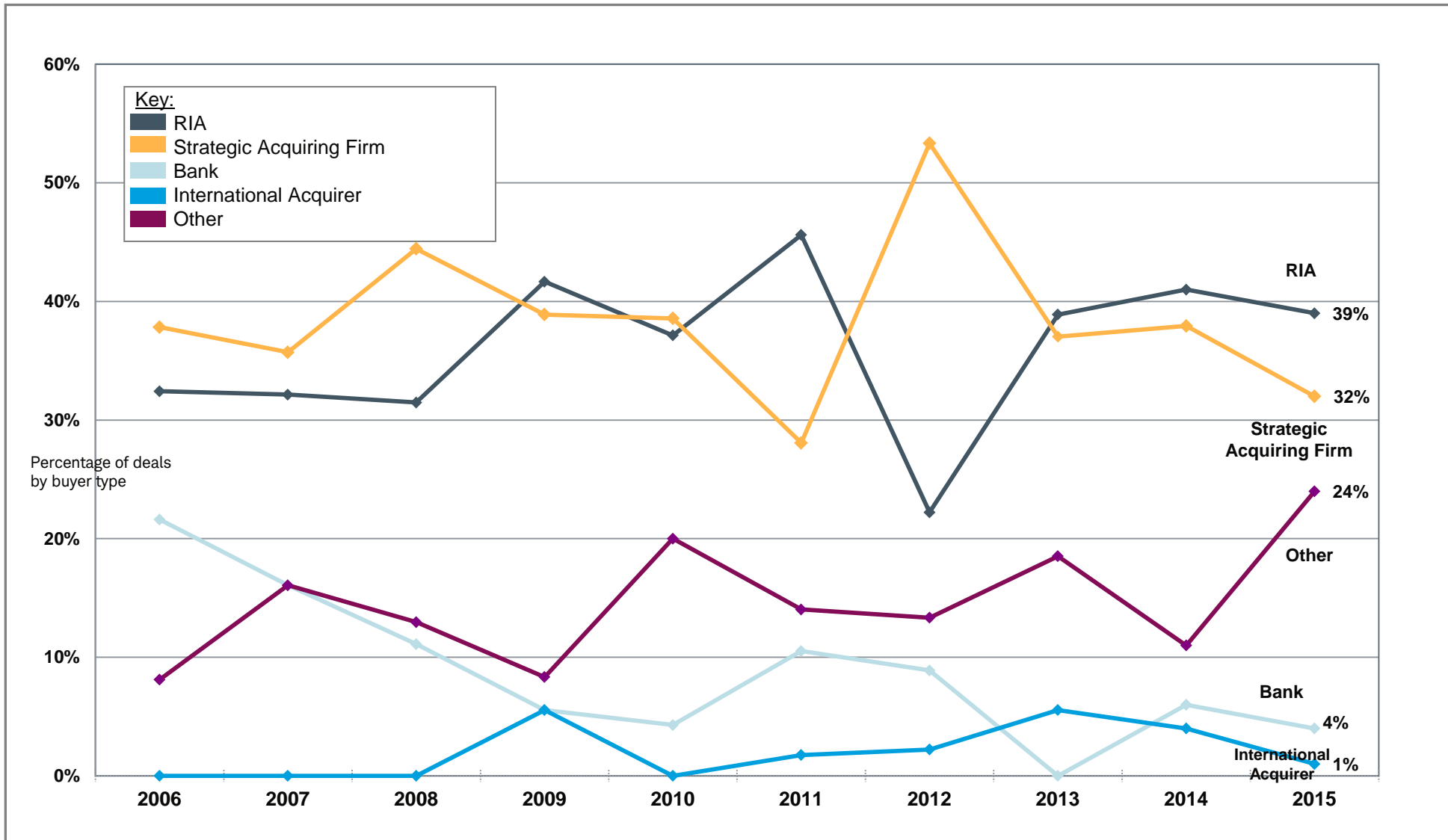


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# Transactions by buyer type

## As of December 31, 2015



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# Methodology

Schwab's RIA industry merger and acquisition research data is compiled and analyzed by Schwab Advisor Services.™

Schwab's data reflects transactions involving primarily high net worth and endowment-focused RIAs with assets under management exceeding \$50 million.

The data also includes advisors-in-transition who joined an existing RIA and received equity consideration.

Schwab does not intend to track all financial-services industry deals or all industry deal types across all channels and the data is not intended to reflect the global landscape of industry transactions or transaction types.

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