

Missouri PE Deal Report

1H 2026



Investment Bankers for the Middle Market

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This report provides an overview of private equity activity in the state of Missouri. Our report offers key marketplace trends and drivers as well as professional, high-level insights on the quantity, type, region, and industry of deals reported in 1H 2026 in Missouri. R.L. Hulett uses data from PitchBook for all accompanying charts. For more information, please contact Trevor Hulett at thulett@rlhulett.com.

Market Recap

- PE deal activity in Missouri decreased 48.7% in 1H 2026 to 39 from 76 deals in 2H 2025 and decreased 45.8% from 72 deals in 1H of the prior year
- Add-ons remained the most active type of transaction in 2026 and accounted for 56.4% of total PE transactions, down from 58.7% in 2025. PE firms continue to use add-ons to scale platform investments and “buy down” their entry multiples.
- As a % of total completed transactions, the largest year-over-year increase was in the Information Technology sector, which increased to 17.9% of deal volume in 2026 from 8.1% in 2025.
- Corporate exits were the most popular exit route in 2026 for PE-owned platform companies and increased to 85.7% of total exits from 50.0% in 2025.
- Reported EV/EBITDA multiples in Missouri are not yet available for 2026 due to limited disclosed-multiple deal volume, compared to 9.0x in 2025.

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PE Transactions

Deal Date	Company Name	Platform Buyer	PE Investor	Deal Type	Deal Size (\$mm)	EV		City	Target Business Description
						Revenue	EBITDA		
29-Jun-2026	Audacy (Six Radio Brands in St. Louis)		Hoffmann Family of Companies	Buyout/ LBO				Saint Louis	A portfolio of six radio brands located in St. Louis
16-Jun-2026	Smart Distributors		Leslie Rudd Investment Company	PE Growth/ Expansion				Kirkwood	Operator of a beverage wholesale and distribution business representing boutique and craft brands.
31-May-2026	Chart Distribution Group	RelaDyne	American Industrial Partners	Buyout/ LBO				Saint Louis	Distributor of automotive lubricants and reconditioning products intended to serve vehicle owners, service centers, and reconditioning professionals.
27-May-2026	Amusement Connect		Periscope Equity	PE Growth/ Expansion				Kansas City	Developer of a cashless game card system designed for entertainment venue operators.
27-May-2026	Omni Management	Westward360	Outer Banks Capital, Westward360	Buyout/ LBO				Dardenne Prairie	Provider of association management services intended to support community operational efficiency.
21-May-2026	CFM Distributors	Advantage Distribution Holdings	Tigertail Capital Partners	Buyout/ LBO				Kansas City	Distributor of heating, cooling, and refrigeration products designed for licensed contractors.
30-Apr-2026	LightEdge Solutions	LightEdge Solutions	GI Partners, LightEdge Solutions	Buyout/ LBO				Kansas City	A 3-megawatt tier III data center located in Kansas City, Missouri.
29-Apr-2026	Heartland National Life Insurance		The Lightstone Group	PE Growth/ Expansion				Independence	Provider of insurance services intended to provide supplemental healthcare coverage and retirement income security.
28-Apr-2026	Elmwood Reclaimed Timber		Perry Capital Asset Management	Buyout/ LBO				Peculiar	Manufacturer of reclaimed timber products intended for residential and commercial design.

Source: PitchBook

PE Transactions

Deal Date	Company Name	Platform Buyer	PE Investor	Deal Type	Deal Size (\$mm)	EV		City	Target Business Description
						Revenue	EBITDA		
23-Apr-2026	Azuria Water Solutions		New Mountain Capital	Continuation Fund Transaction	2,400.0			Chesterfield	Provider of infrastructure protection and maintenance services intended to keep the infrastructure working better, safer, and longer for customers throughout the world.
23-Apr-2026	Gateway Capital Advisors	GCG Wealth Management	BharCap Partners	Buyout/ LBO				Saint Louis	Provider of wealth management services intended to help clients improve long-term financial success.
22-Apr-2026	L & R Industries		LFM Capital	PE Growth/ Expansion				Cabool	Provider of steel construction and fabrication services.
21-Apr-2026	Fry-Wagner Logistics	Trade Show Technologies	LongueVue Capital	Buyout/ LBO				Saint Louis	Provider of white-glove logistics services intended for time-critical retail transportation, warehousing, project management, installation, and distribution of high-end business-to-business equipment and products.
14-Apr-2026	Tria Health	Stellus Rx	WindRose Health Investors	Buyout/ LBO				Kansas City	Provider of medication management services intended to serve self-insured employers and their members.
08-Apr-2026	AutoAlert	PureCars	Diversis Capital	Buyout/ LBO				Kansas City	Provider of medication management services intended to serve self-insured employers and their members.
02-Apr-2026	Mid-States Retreaders		Sope Creek	Buyout/ LBO	8.0	1.00x		Kansas City	Operator of a commercial tire dealer and retreader intended for commercial trucking customers.
01-Apr-2026	GiftAMeal	Swipe Savvy	Spark Legacy, Swipe Savvy	Buyout/ LBO				Saint Louis	Developer of a restaurant marketing and customer engagement platform designed to increase guest loyalty while supporting local communities.
01-Apr-2026	MyMajors		GrowthX Capital	PE Growth/ Expansion				Kansas City	Developer of an educational platform intended to help students select the right educational degree.

Source: PitchBook

PE Transactions

Deal Date	Company Name	Platform Buyer	PE Investor	Deal Type	Deal Size (\$mm)	EV		City	Target Business Description
						Revenue	EBITDA		
24-Mar-2026	Karpel Solutions		Thompson Street Capital Partners	PE Growth/Expansion				Saint Louis	Developer of criminal case management software designed for automotive, banking, industrial, legal, and healthcare sectors.
18-Mar-2026	The File Room	Access CIG	Berkshire Partners, GI Partners	Buyout/LBO				Earth City	Provider of records management and document storage services intended for the handling and organization of information.
12-Mar-2026	Clementine's Ice Cream		Next Phase Capital	PE Growth/Expansion	6.0			Saint Louis	Operator of ice cream parlors and dessert retail serving consumers.
11-Mar-2026	The Process Group	Olsson	Morgan Stanley Investment Management	Buyout/LBO				Chesterfield	Operator of a construction and engineering firm specializing in chemical and process engineering services.
04-Mar-2026	The Collective at Columbia		Core Spaces	Buyout/LBO				Columbia	A student housing community serving the University of Missouri in Columbia, Missouri.
01-Mar-2026	Mrs. Chill		Greenleaf Capital Partners	PE Growth/Expansion				Saint Louis	Operator of a sales and lead generation platform that connects homeowners with vetted, local service professionals.
01-Mar-2026	MyTime'sYours		Greenleaf Capital Partners	PE Growth/Expansion				Saint Louis	Provider of relationship coaching and communication guidance services delivered through an online platform.
25-Feb-2026	Larson Tax Partners	UHY	Summit Partners, UHY	Buyout/LBO				Saint Louis	Provider of tax resolution and advisory services intended for individuals and small businesses in the United States.
25-Feb-2026	Waxman Associates	Consero Global	BV Investment Partners, Consero Global	Buyout/LBO				Chesterfield	Provider of outsourced accounting, financial consulting, and advisory services catering to small and medium-sized enterprises with strategic reporting, compliance, and operational finance functions.

Source: PitchBook

PE Transactions

Deal Date	Company Name	Platform Buyer	PE Investor	Deal Type	Deal Size (\$mm)	EV		City	Target Business Description
						Revenue	EBITDA		
23-Feb-2026	Stuppy Greenhouse	Atlas Greenhouse Systems	Mangrove Equity Partners, Pelham S2K	Buyout/ LBO				North Kansas City	Provider of greenhouse and growing system services intended for commercial growers, nurseries, garden centers, schools and institutions.
06-Feb-2026	R&S Machining	Threadlock Precision	The D. E. Shaw Group, Threadlock Precision	Buyout/ LBO	55.0			Saint Louis	Manufacturer of high-precision machined components designed for the aerospace and defense industries.
05-Feb-2026	Bluejack Fire & Life Safety		Undisclosed Investor	PE Growth/ Expansion	3.5			Clayton	Provider of fire protection and life safety services intended for safeguarding commercial, industrial, and institutional facilities.
03-Feb-2026	In & Out Car Wash	Club Car Wash	HPS Investment Partners, MavenHill Capital, Sculptor, Wildcat Capital	Buyout/ LBO				Joplin	Provider of car washing services intended to serve car owners across the Joplin, Missouri area.
03-Feb-2026	Keep Supply	Kanbrick	Broadfield Capital, Kanbrick	Buyout/ LBO				Springfield	Distributor of industrial refrigeration parts and equipment intended to maintain and repair critical refrigeration systems for professional users worldwide.
01-Feb-2026	US Strategic Metals		Appian Capital Advisory	PE Growth/ Expansion				Saint Louis	Manufacturer of metal products intended to serve the renewable energy industries.
27-Jan-2026	Clark Insurance Agency	WalkerHughes Insurance	BW Forsyth Partners	Buyout/ LBO				Ellisville	Operator of an insurance agency serving individuals, families, and businesses.
27-Jan-2026	Fastwyre Broadband	Socket Fiber	Oak Hill Capital	Buyout/ LBO				Warrensburg	Operator of a fiber-based internet and telecommunications network serving business customers across Missouri, United States.

Source: PitchBook

PE Transactions

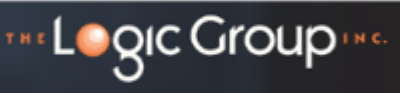
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						Revenue	EBITDA		
27-Jan-2026	Inman Insurance	WalkerHughes Insurance	BW Forsyth Partners	Buyout/ LBO				Salem	Provider of insurance brokerage services intended to provide personal and commercial insurance products.
22-Jan-2026	Advantage Solutions	Verndale	Trinity Hunt Partners, Verndale	Buyout/ LBO				Clayton	Provider of a digital product experience practice intended to create digital products from concept through continuous improvement.
20-Jan-2026	Metro Heating & Cooling	PMC Energy	BDC Capital, PMC Energy	Buyout/ LBO				Fenton	Provider of heating, ventilation, and air conditioning services intended to serve residential and commercial clients.
15-Jan-2026	Revive Infrastructure Group		St. Cloud Capital	PE Growth/ Expansion				Pacific	Provider of construction and maintenance services intended to serve the telecommunications, water, power, gas and government sectors.
07-Jan-2026	Lens Automotive	Telle Tire & Auto Centers	Next Horizon Capital, Telle Tire & Auto Centers	Buyout/ LBO				Overland	A store located in Overland, Missouri.
05-Jan-2026	Legacy Bank and Trust		Bank of America	Buyout/ LBO				Springfield	Provider of banking services catering to financial leaders in economic and community development with financial products and services that benefit largely underserved populations.
01-Jan-2026	Canine Rehabilitation Institute	Help 'Em Up	3GP Capital, Ashbridge Partners	Buyout/ LBO				Springfield	Developer of a comprehensive veterinary education platform designed to enhance the rehabilitation and acupuncture skills of animal healthcare professionals.
01-Jan-2026	Progressive Solutions	Focus Solutions	Eir Partners, Focus Solutions	Buyout/ LBO				Fenton	Provider of business technology and dental information technology (IT) services, specializing in infrastructure, phone systems, and mounting.
Mean					494.5	N/A	N/A		
Median					8.0	N/A	N/A		
High					2,400.0	N/A	N/A		
Low					3.5	N/A	N/A		

Source: PitchBook

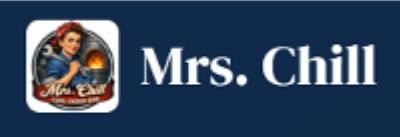
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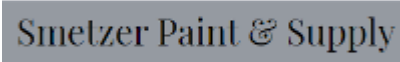
Active PE Investors

Investor	Location	# of iH 2026 Investments	# of LTM Investments	Targets
	Clayton, MO	11	24	         
	Clayton, MO	5	6	       
	Saint Louis, MO	5	10	      

Active PE Investors

Investor	Location	# of 1H 2026 Investments	# of LTM Investments	Targets
 Five Elms Capital	Kansas City, MO	4	6	    
 GREENLEAF CAPITAL PARTNERS	Creve Coeur, MO	3	3	  
 THOMPSON STREET CAPITAL PARTNERS	Clayton, MO	3	12	  

Active PE Investors

Investor	Location	# of 1H 2026 Investments	# of LTM Investments	Targets
	Saint Louis, MO	2	3	  
	Saint Louis, MO	2	5	  
	Saint Louis, MO	2	4	  

Source: PitchBook

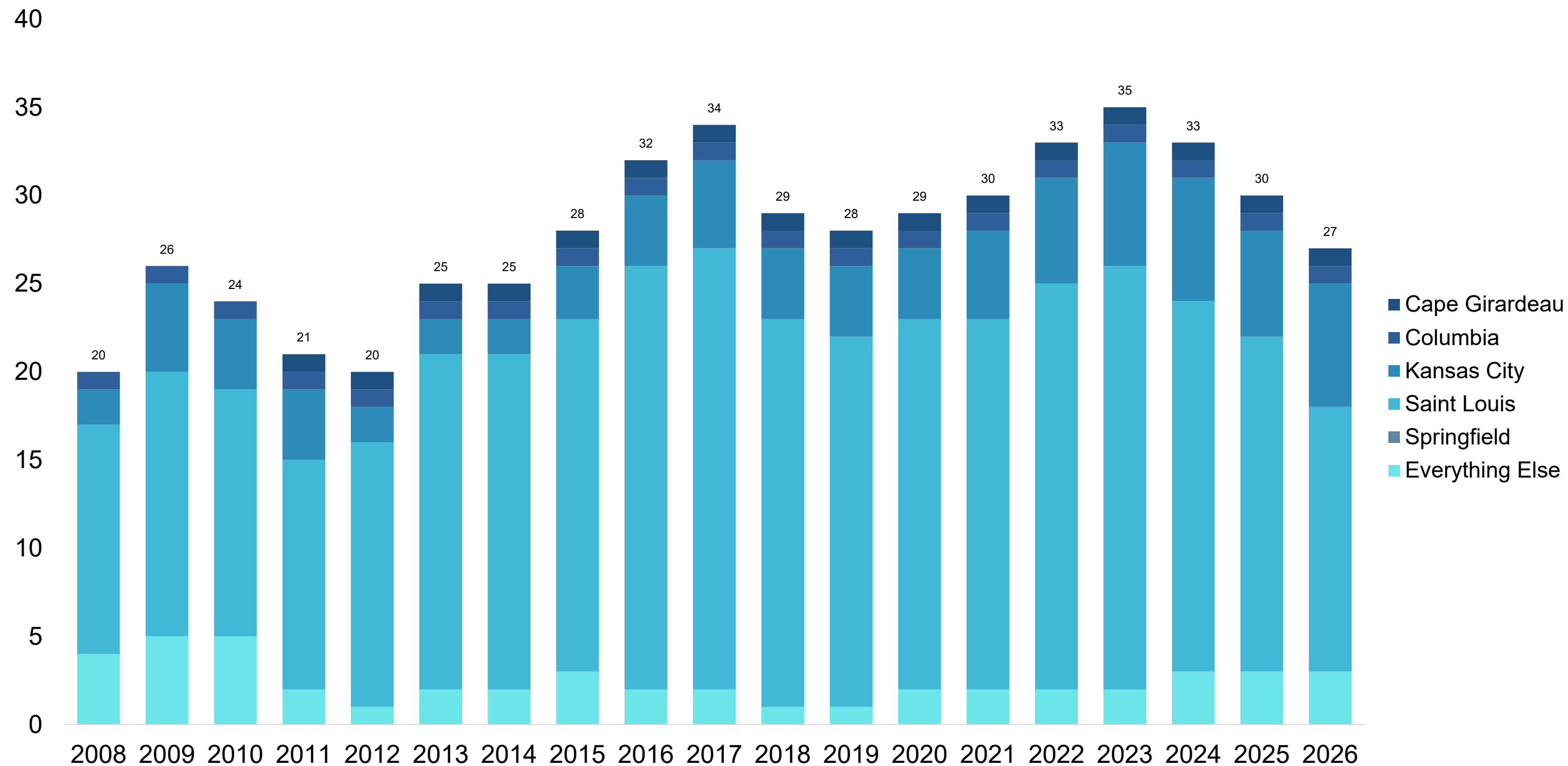
Active PE Investors



Source: PitchBook

Note: Active investor is defined as having raised a PE Fund in the past 5 years or completed a PE deal in the past 3 years

Number of Active PE Investors



Source: PitchBook

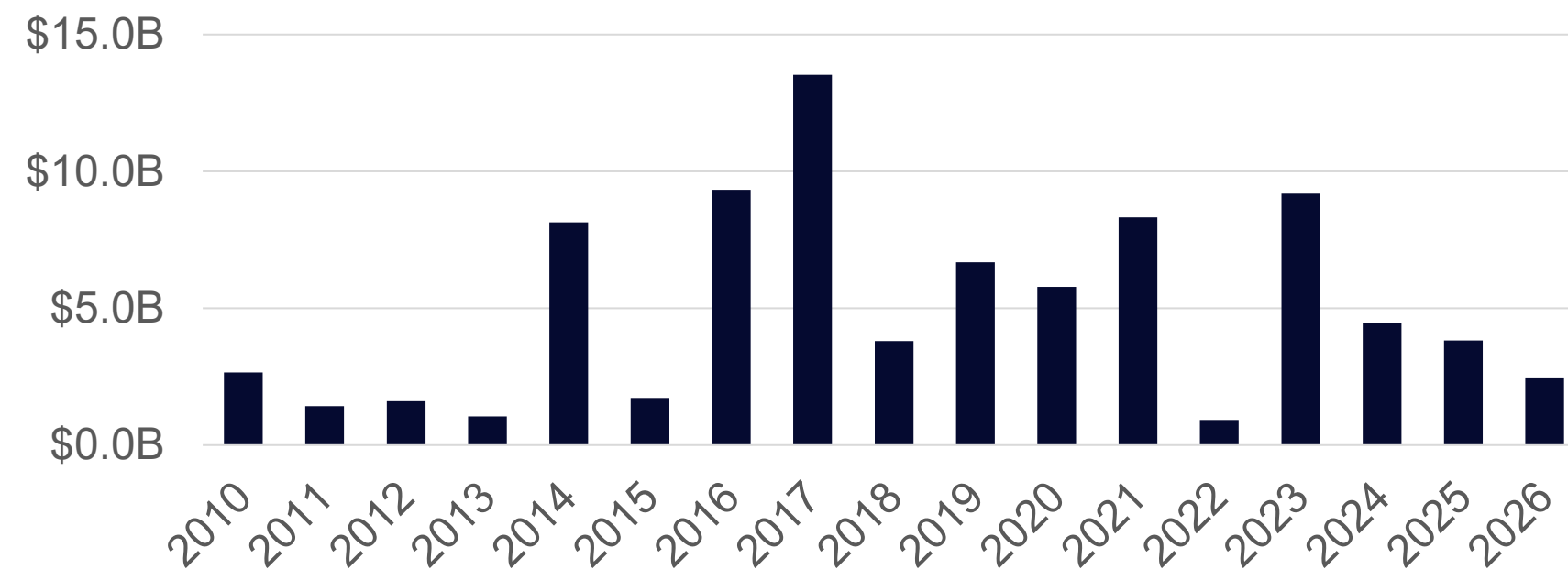
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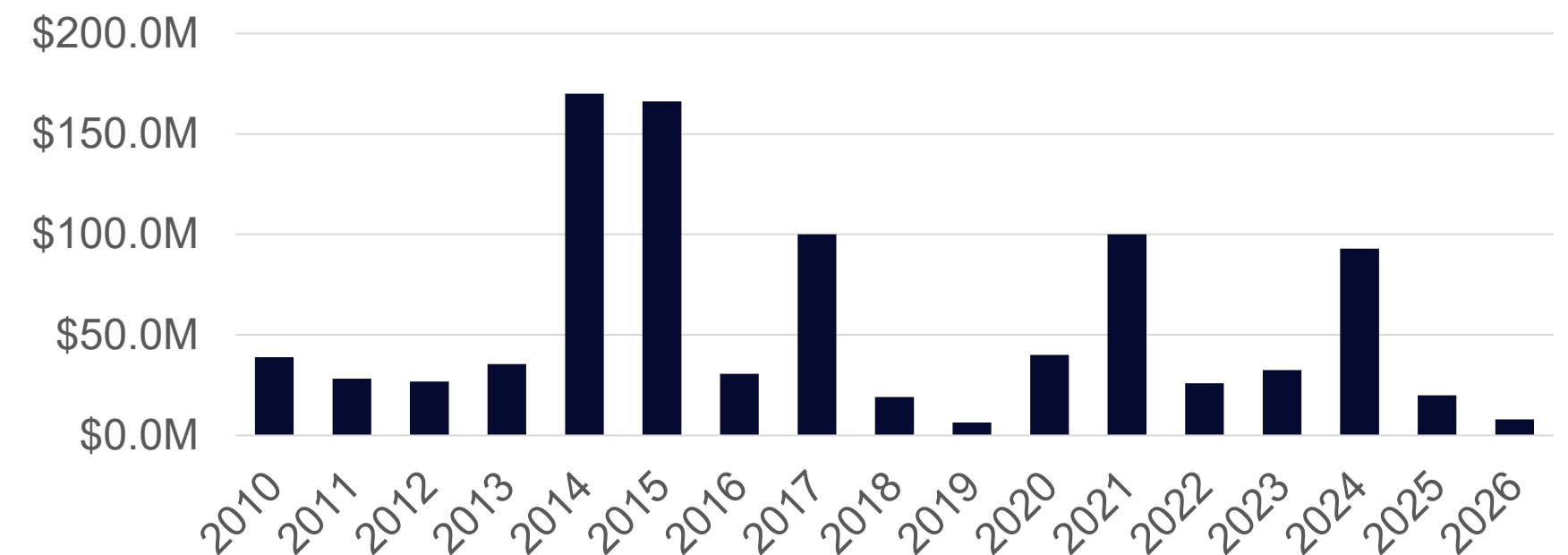
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Deal Analytics

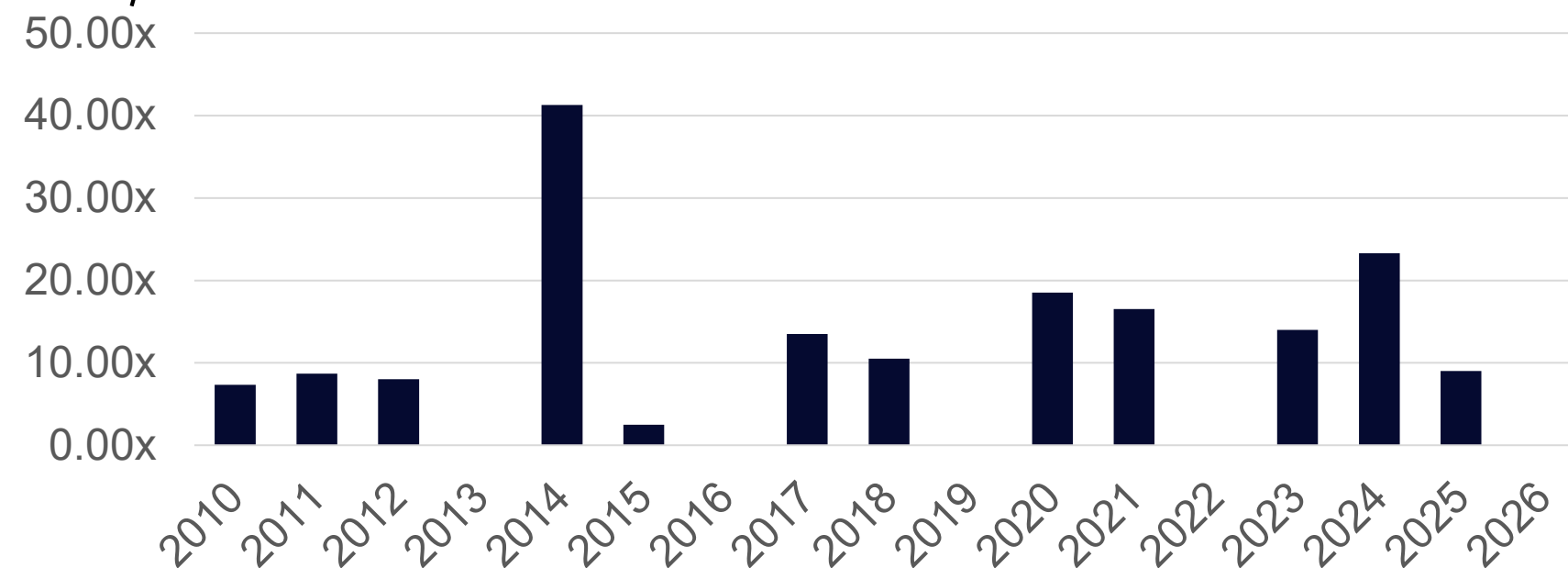
Total Capital Invested (\$B)



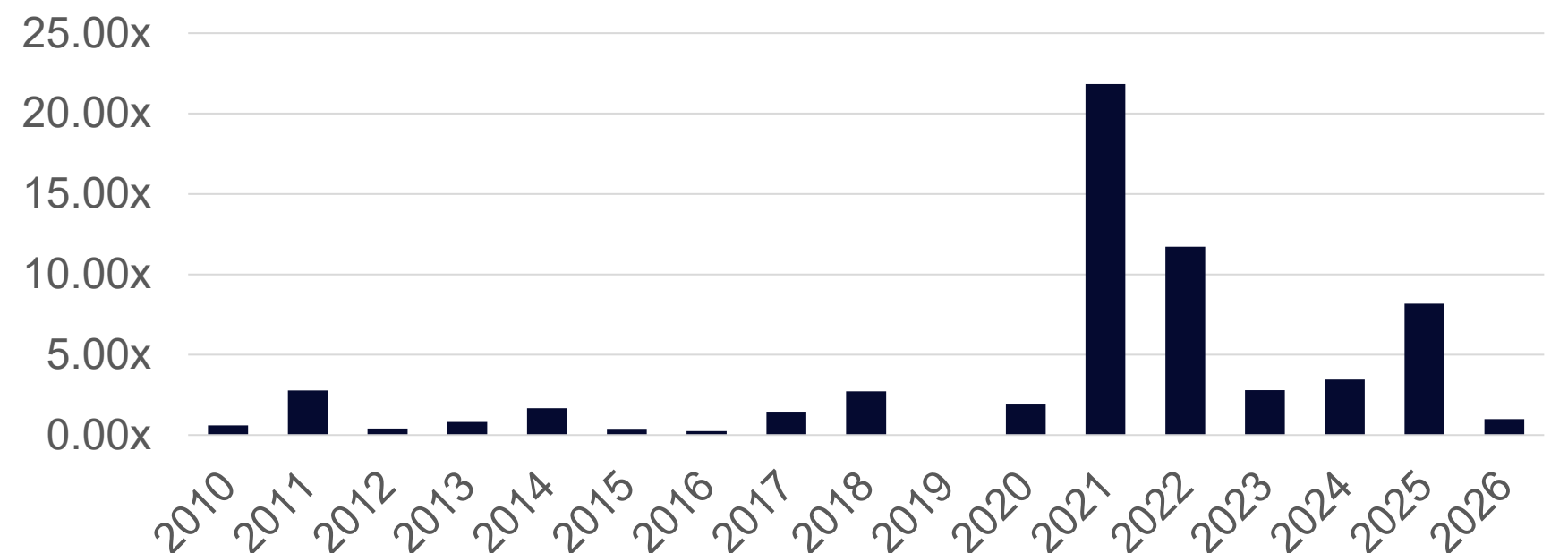
Average Deal Size (\$M)



EV/EBITDA*



EV/Revenue*



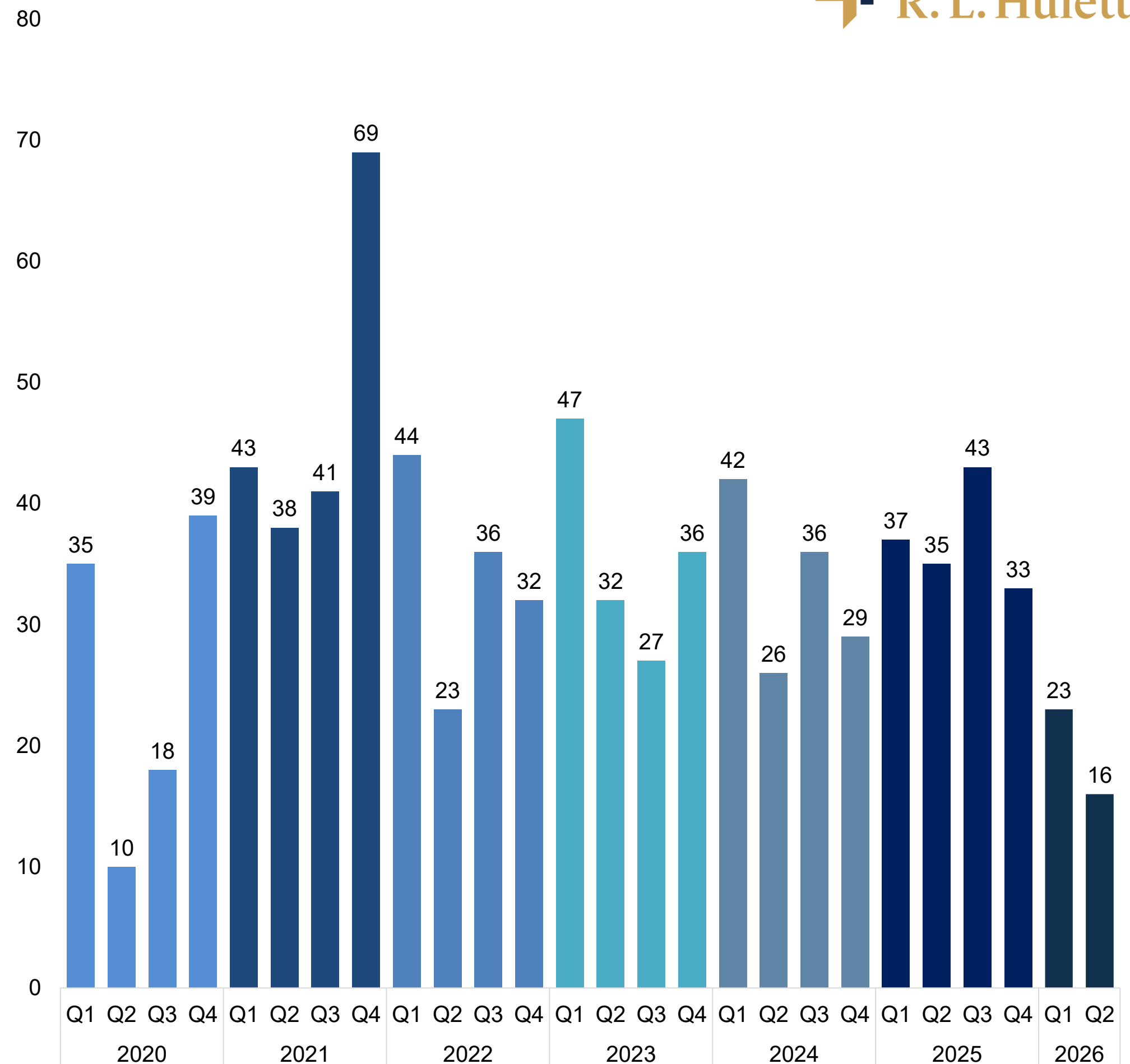
PE Deals Closed by Quarter

Decline in Deal Activity

PE deal activity in Missouri decreased 48.7% in 1H 2026 to 39 from 76 deals in 2H 2025 and decreased 45.8% from 72 deals in 1H of the prior year.

The decline in 1H deal volume reflects a pullback in private equity activity likely driven by a shortage of quality deal flow originating in 2025 that would otherwise have closed in 1H 2026, coupled with persistently high interest rates, tighter capital availability, and broader macroeconomic uncertainty.

Source: PitchBook



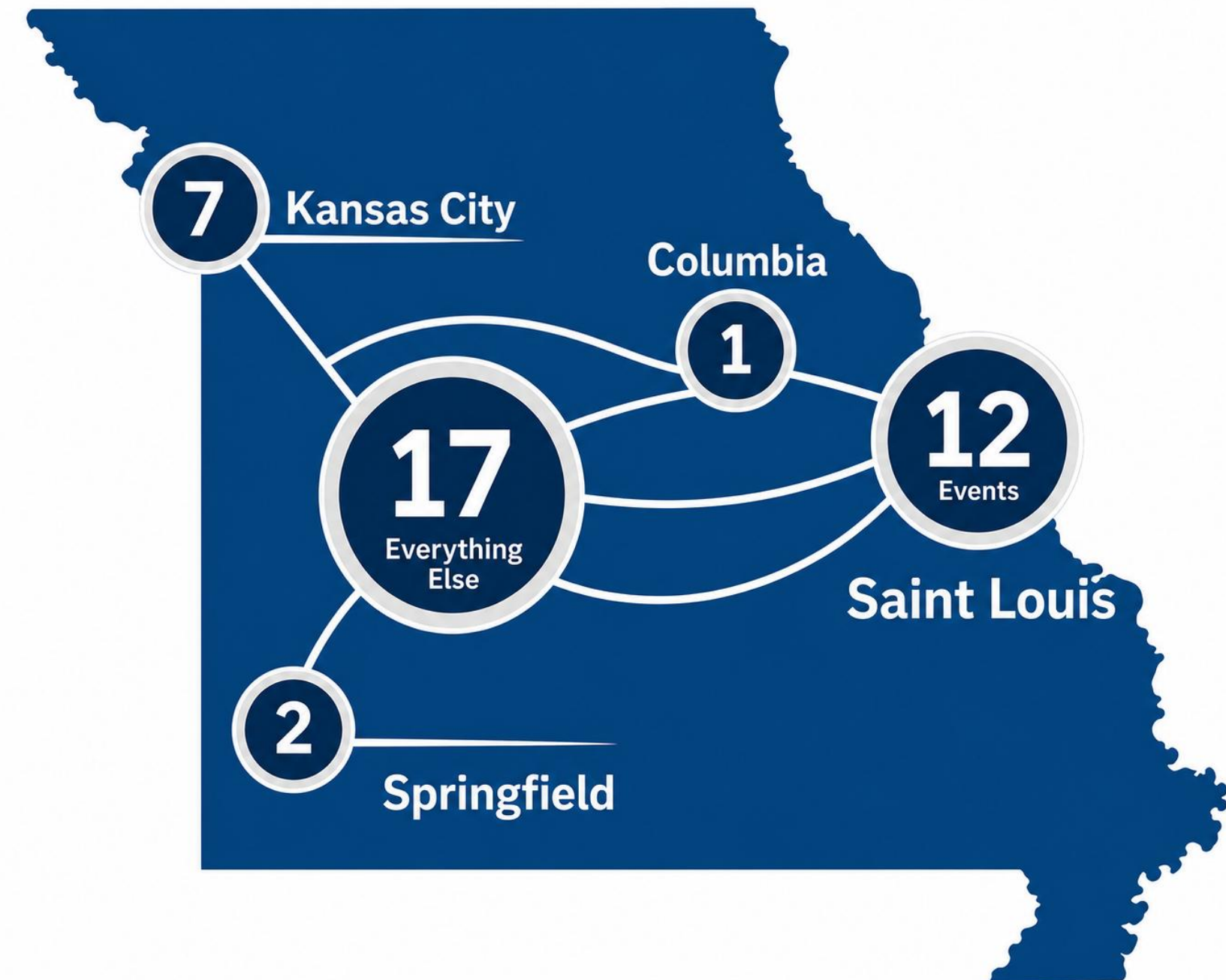
PE Deals Closed by City

Missouri Deal Activity

Of the 39 deals in 1H 2026, Saint Louis was the most active market with 12 completed transactions. Most notably in Saint Louis during the period was New Mountain Capital's \$2.4 billion continuation fund transaction of Azuria Water Solutions, a Chesterfield-based provider of infrastructure protection and maintenance services, in April 2026.

Kansas City was the second most active with 7 closed transactions, followed by Springfield with 2 and Columbia with 1 deal in 1H 2026. All other regions combined for a total of 17 completed deals.

Source: PitchBook



Saint Louis:	12
Kansas City:	7
Columbia:	1
Springfield:	2
Others:	17
Missouri Total:	39

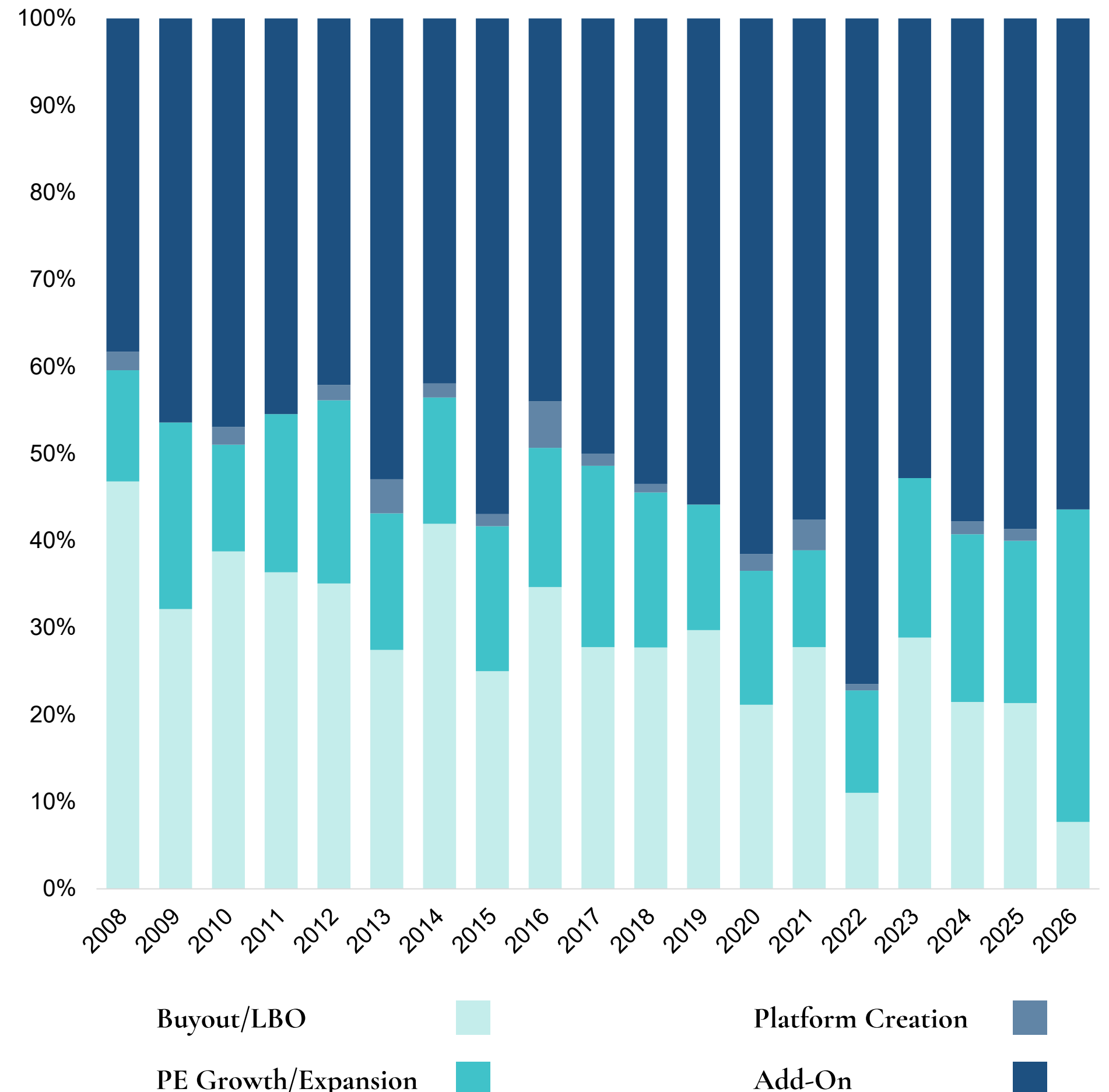
PE Deals Closed by Type

Increasing Add-on Acquisitions

From 2008 to 2026, Missouri private equity activity shows a shift away from buyout-dominated transactions, with buyouts declining from roughly 46.8% of total deals in 2008 to 7.7% in 2026. Growth investments and add-ons expanded from 12.8% and 38.3% to 35.9% and 56.4%, respectively, over the same period.

This evolution reflects PE firms' increased emphasis on scalable platforms, organic and inorganic growth, and disciplined, long-term value creation in a competitive deal environment.

Source: PitchBook



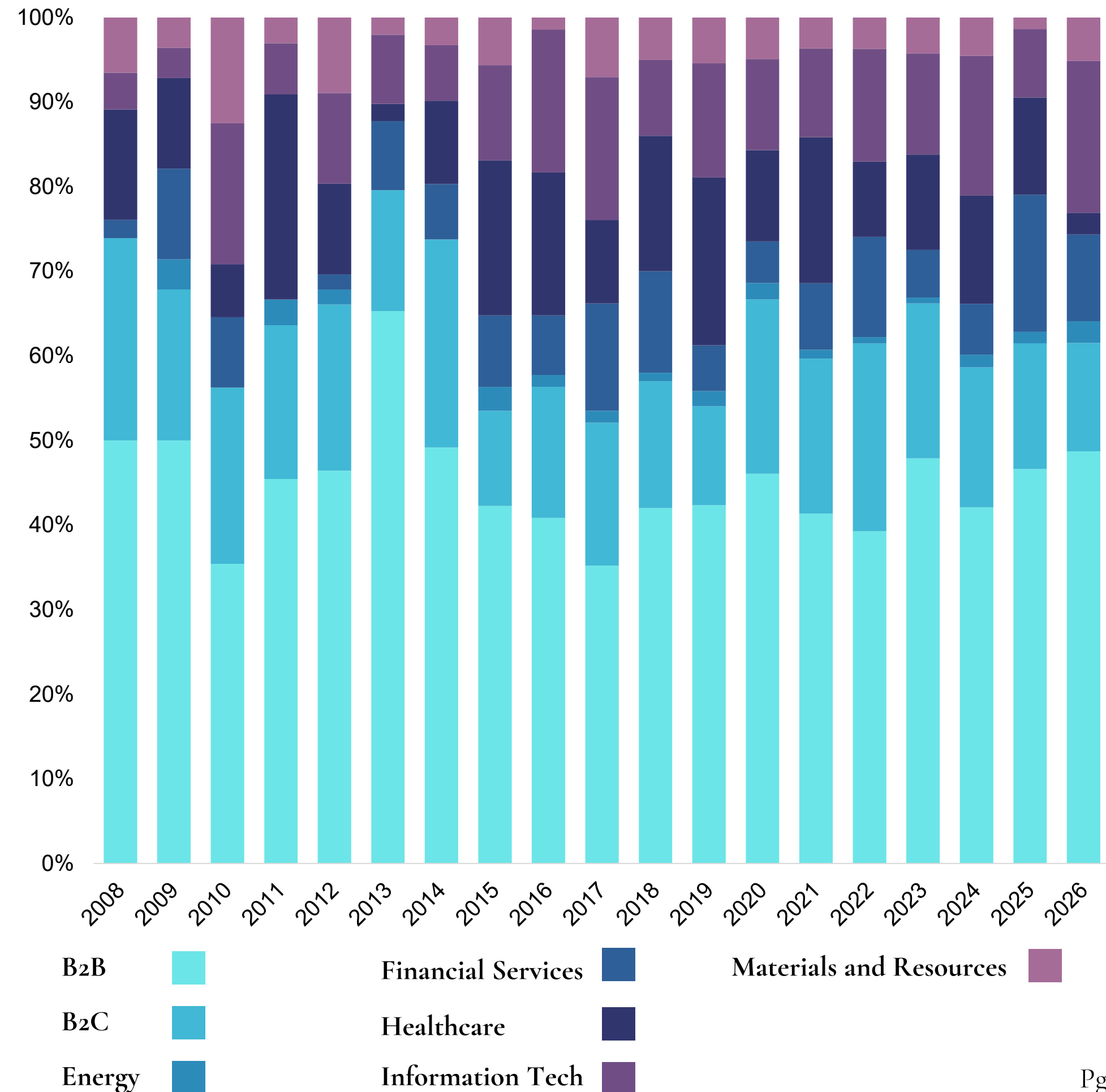
PE Deals Closed by Sector

From B2B to Financial Services

Historically, B2B has been the most active sector of Missouri PE deal activity, generally representing more than 40% of the total deal volume.

In 2026, the B2B Products and Services sector remained the most active, accounting for 48.7% of transactions, up from 46.6% in the previous year. The Financial Services sector saw a decrease from 16.2% in 2025 to 10.3% in 2026 as the consolidation trend in wealth advisory cooled. In contrast, the Information Technology sector experienced a rise in market share from 8.1% in 2025 to 17.9% in 2026. Overall, the shift from B2B dominance toward stronger representation in Information Technology highlights an evolving sector mix within Missouri's PE market in 2026.

Source: PitchBook



Number of PE-backed Companies

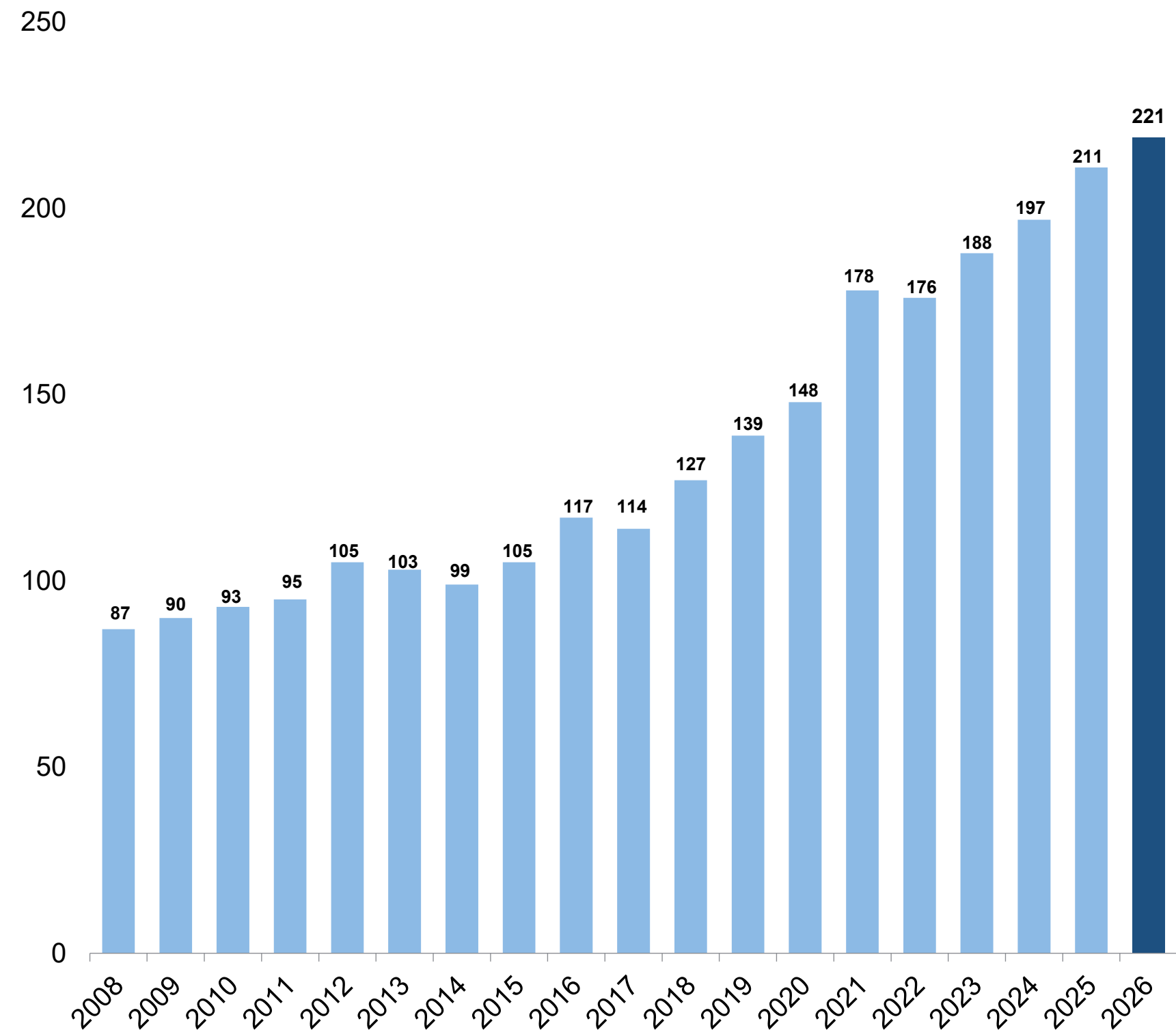
PE Inventory Growth

In 2026, with 17 investments (most of which were additions or secondary buyouts) and 7 exits, the net number of PE-Backed Companies located in Missouri increased to 221 from 211 in the prior year.

The number of Missouri-based companies backed by private equity firms has nearly doubled over the past decade, reflecting the significant growth in private equity fundraising during the same period.

Source: PitchBook

Number of PE-Backed Companies in Missouri



PE Hold Period

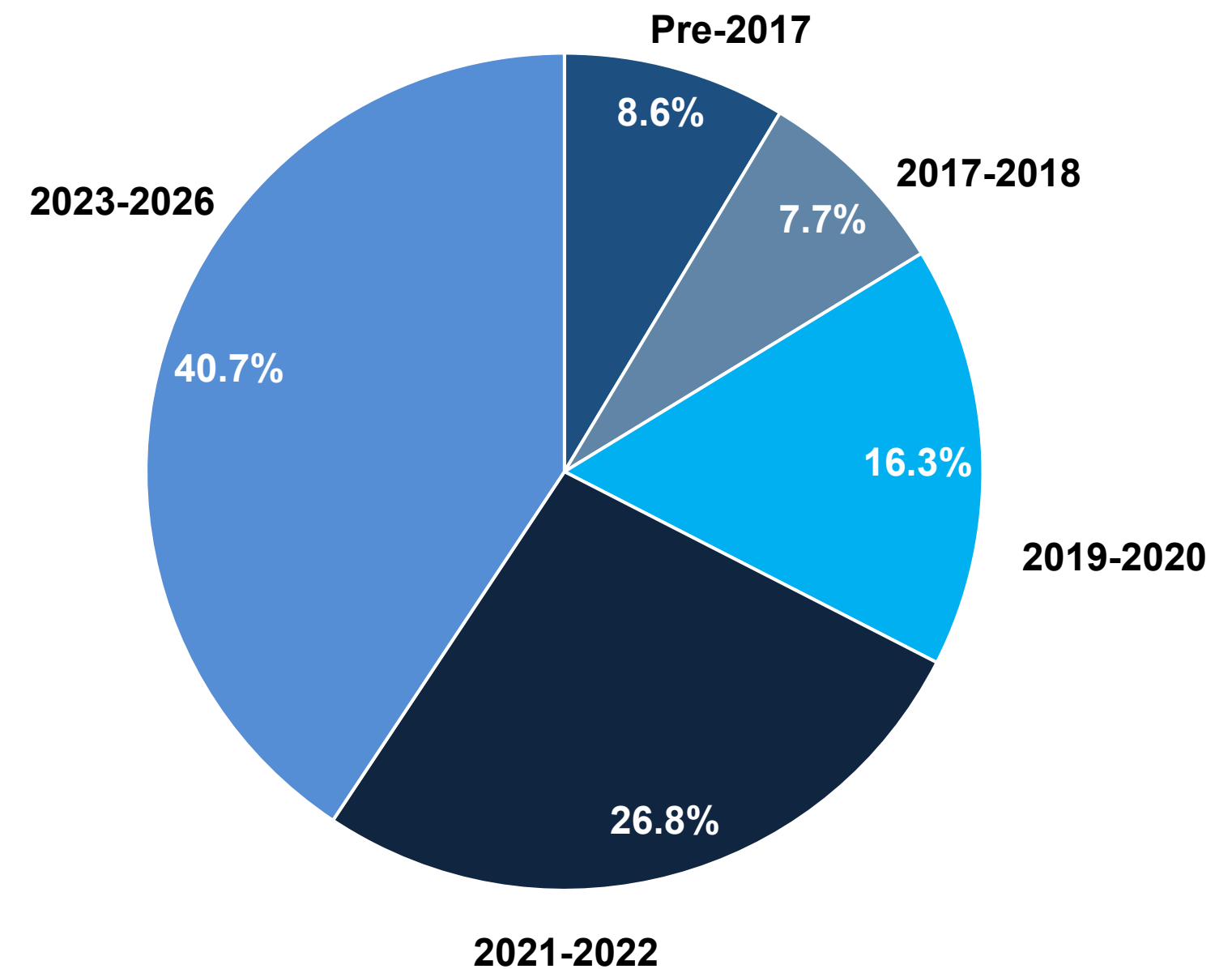
PE Inventory Growth

Traditionally, private equity hold times on investments have ranged from three to five years depending on a combination of factors including size, sector, mandate, performance, etc.

In 2026, 67.5% of the total 208 PE-backed companies in Missouri were acquired in 2021 or later and 32.5% were acquired in 2020 or earlier.

Source: PitchBook

PE-Backed Companies in Missouri by Deal Year



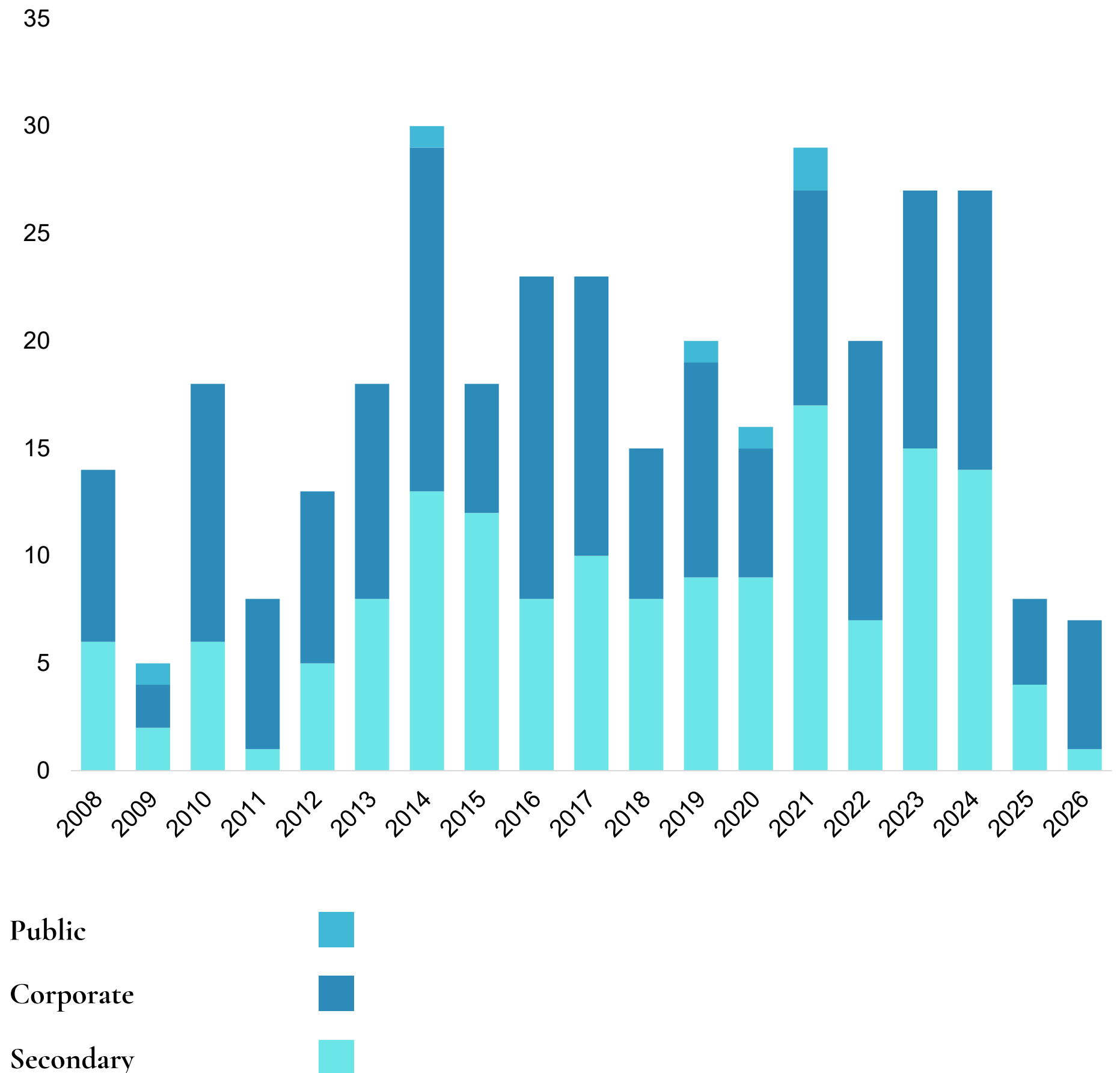
PE-Backed Exits by Type

Decline in Corporate Acquisitions

In 2026, we saw a decline in exit activity for Missouri private equity firms to 7 exits from 8 in 2025. We attribute this to challenging market conditions in 2026, including energy market volatility and elevated interest rates; however, we anticipate improving visibility around geopolitical risks and a potential rate cut later in the year, supporting a more constructive outlook.

Missouri saw corporate acquisitions rise to 6 deals in 2026 from 4 in the prior year.

Source: PitchBook



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Proven, Professional, Principled.
Investment Bankers for the Middle Market

About

R.L. Hulett is a St. Louis-based, middle-market investment bank providing sell-side and buy-side M&A advisory, capital markets advisory and valuation services to business owners and private equity executives. Founded in 1981, R.L. Hulett has advised in over 300 transactions across a variety of industries including industrials, food & consumer, packaging, transportation & logistics, business services, healthcare and software/tech-enabled services.

The firm focuses on middle-market, family and founder-owned businesses with revenue ranging from \$10 – 250MM and EBITDA from \$2 – 20MM. Our ability to deliver customized solutions to meet or exceed our clients’ expectations is what sets us apart from our competitors.

Our Clients

\$10 – 250MM
REVENUE

\$2 – 20MM
EBITDA

Middle Market
PRIVATELY OWNED

Industries Served



Business Services



Healthcare



Tech-Enabled Services



Industrials



Transportation & Logistics



Food & Consumer



Trevor Hulett

Managing Director

Mr. Hulett has led M&A transactions in a variety of industries including manufacturing/industrial, software development/IT, business services and value-added distribution. Prior to joining the firm, he held senior-level accounting and financial management positions in both public accounting and large corporate environments. Mr. Hulett began his career as a Certified Public Accountant with MPP&W, a St. Louis-based public accounting firm specializing in middle market companies. He then held various management positions in internal audit and corporate accounting with a Fortune 1000 industrial manufacturing company and also spent nine years with Enterprise Rent-A-Car Company as a department manager in the Corporate Accounting group. Mr. Hulett holds his Series 62, 63 and 79 securities registrations. Mr. Hulett earned a Bachelor's Degree in Accounting from the University of Missouri, Columbia.



James Goebel Jr.

Director

Mr. Goebel has spent most of his career as an owner/operator of several successful businesses in the technology and distribution space. He was the sole founder of a cloud software/VoIP company built from scratch, scaled, and eventually acquired by Private Equity. He has been on both sides of the M&A table, led numerous acquisitions and oversaw several successful exits. He has extensive experience working with banking, private equity, deal structure, corporate finance and capital structure, and post deal company assimilations. Mr. Goebel has served on several industry as well as community nonprofit boards in both financial and advisory capacities. He holds a Bachelor's Degree from the University of Southern Indiana in Evansville, Indiana.



Christopher Riley

Senior Advisor

Chris has owned, operated, and sold multiple businesses spanning five decades in the technology, fabrication, hospitality, real estate, social media, financial services, automotive, private equity and business services industries. He owns multiple companies, United Cutwater and Cutwater Advisory Partners, that focus on identifying, funding, growing, and exiting businesses at their Optimum Value. Prior to joining the firm, he worked in New York in the investment banking industry for 10 years. He began his career with American Express as an Estate and Tax Planning Specialist. With degrees in Finance and Philosophy and a Master's in Organizational Psychology, Chris was educated at Santa Clara University, the London School of Economics and the Harvard Business School. Chris is Series 79 and Series 63 licensed, and has seven board certifications in cyber intelligence and is a licensed forensic investigator.



Dax Kugelman

Analyst

Dax provides analytical support for senior-level deal managers and prepares confidential memorandums, financial models and industry research reports. Dax graduated from The University of Missouri, Columbia with a Bachelor of Science degree in Finance from The Trulaske College of Business. Prior to joining the firm, Dax worked as a financial planning intern for Haribo of America, where he developed an automated sales report, utilized data to create an updated price costing model, and converted their outsourced payroll ledger to a more accurate format. During his time at The University of Missouri, Columbia, Dax was involved with the Financial Planning Association and the University of Missouri Investment Group.



Lynda Hulett

Marketing & Administration

Lynda Hulett leads the firm's marketing, administrative and communication efforts. She maintains the firm's proprietary CRM database, manages outbound firm communications and provides administrative support to senior deal managers. Prior to joining R.L. Hulett, Lynda spent the previous ten years in various marketing and administrative functions. Most recently, she worked as a client liaison providing administrative support for a CPA firm. Prior to that, she was employed by Moneta Group, a financial services advisory firm, where she provided marketing and administrative support to the client managers. Lynda graduated from the University of Missouri, Columbia, receiving her business degree with an emphasis in Marketing.



Robert L. Hulett

In Memoriam (1943 – 2024)

Mr. Hulett founded the firm in 1981 and has negotiated and completed more than 200 transactions throughout his career. He began his career as a Certified Public Accountant and practiced with Peat, Marwick, Mitchell & Co. in St. Louis as an Audit Manager and in New York as the Director of Training for Private Business. Mr. Hulett has also served as Chief Executive & Board Member for various middle market companies. As an educator, he was an adjunct professor at New York University and a tenured faculty member at Lindenwood University in St. Louis. He conducted training sessions for middle market CPA firms throughout the country for more than ten years. Mr. Hulett earned his BS/BA Cum Laude in Accounting from the University of Missouri, Columbia and an MBA from Lindenwood University.

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has been acquired by



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**Environmental
Restoration Employee
Stock Ownership Plan**



have been acquired by



has been recapitalized by

Frontenac



inventive-group

has been recapitalized by



COPP

has been acquired by





has been acquired by



has been acquired by



has acquired substantially
all the assets of



has sold substantially all of
its assets to



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Trusted Advisors. Tenacious Advocates.