

# What Closed, Who Closed It, and *What's Coming Next*

TruSight and Private Equity Info track the global middle market from both ends of the deal cycle. PEI tracks closed deals. TruSight tracks the deal pipeline. The combined data is insightful.

Q1 2026 was a strong but reshuffling quarter, with sector and geographic signals that diverge from the conventional read.

# Two Data Sets. One Vantage Point.

*Most market commentary tracks one side of the deal cycle. We track both, and that combination is what makes the "what's coming next" view possible.*

## WHAT CLOSED

### Private Equity Info

*a TruSight division*

Coverage of PE-sponsored closings globally for Q1 2026: **547** confirmed platform transactions, including **378** in North America. Sourced from PEI's proprietary database, the most extensive published record of middle-market PE activity.

**547**

Q1 2026 global closings · 378 in NA

## WHAT'S COMING

### TruSight IB Coverage

*intermediary network sourcing*

Two decades of relationships with 13,000 intermediaries across the lower middle market. The TruSight IB Coverage team uses this network to source actionable opportunities for investor clients, capturing what's entering the market 6 to 12 months before it closes.

**13,000**

Trusted intermediary relationships

## THE COMBINATION

*Closed transaction data tells you what already happened. Pipeline data tells you what's coming. No other published source combines proprietary access to both.*

# Six Signals From Q1 2026 PE Platform Acquisitions

**01**

Tech still leads, but its share has compressed. Technology and software accounted for roughly a third of Q1 platform closings, down from the 47% share recent quarters have seen.

**02**

Healthcare emerged as the second-largest sector at 21% of NA closings, more than double its share in recent quarters. The late-2025 backlog has cleared.

**03**

Construction and trades reached nearly 10% of Q1 closings. The H2 2025 entry surge has converted to closings; the cohort is working through close on schedule.

**04**

AI is now a transaction category, not a narrative. 18 AI-native NA deals closed in Q1, with new mandates broadening into legal tech, supply chain, and professional services.

**05**

Texas led all states with 48 closings (12.7% of NA total), followed closely by California at 44. Texas remains the most sectorally diversified major market.

**06**

Supply is not the constraint; buyer conviction is. Monthly mandate entry held stable through H2 2025 and Q1 2026, and the pipeline is full and steady heading into Q2.

# A Strong Q1 With a Mid-Quarter Pullback

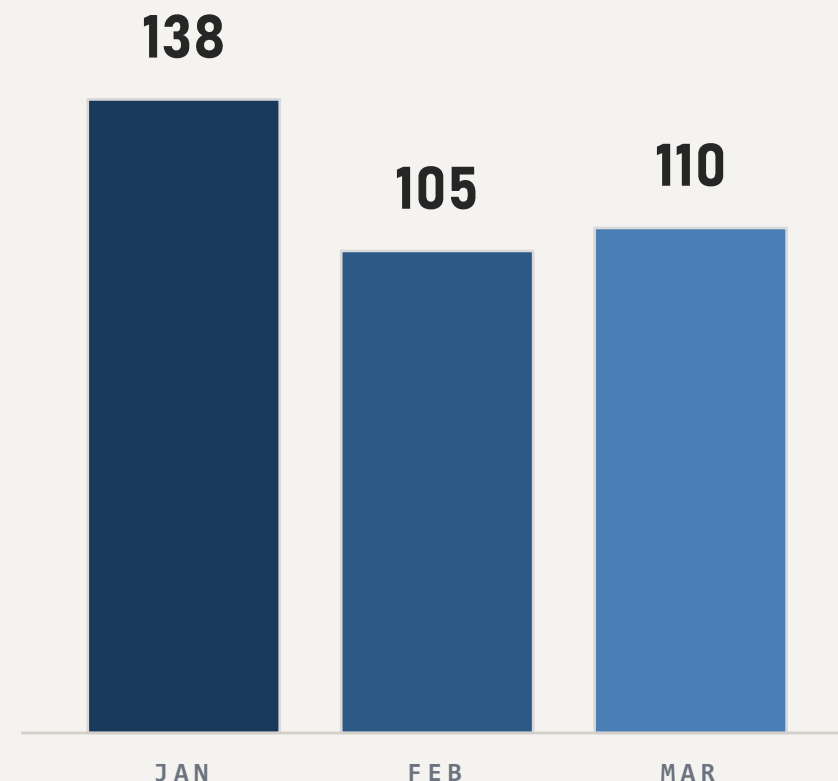
# 547

Confirmed global PE platform closings · Q1 2026  
of which 378 in North America (69%)

A strong global quarter, with North America accounting for 69% of activity. Within NA, January delivered the heaviest single-month volume in our recent tracking. February and March recorded lower counts, a 24% pullback from the January peak, with March ticking slightly above February's pace.

#### REPORTING LAG NOTE

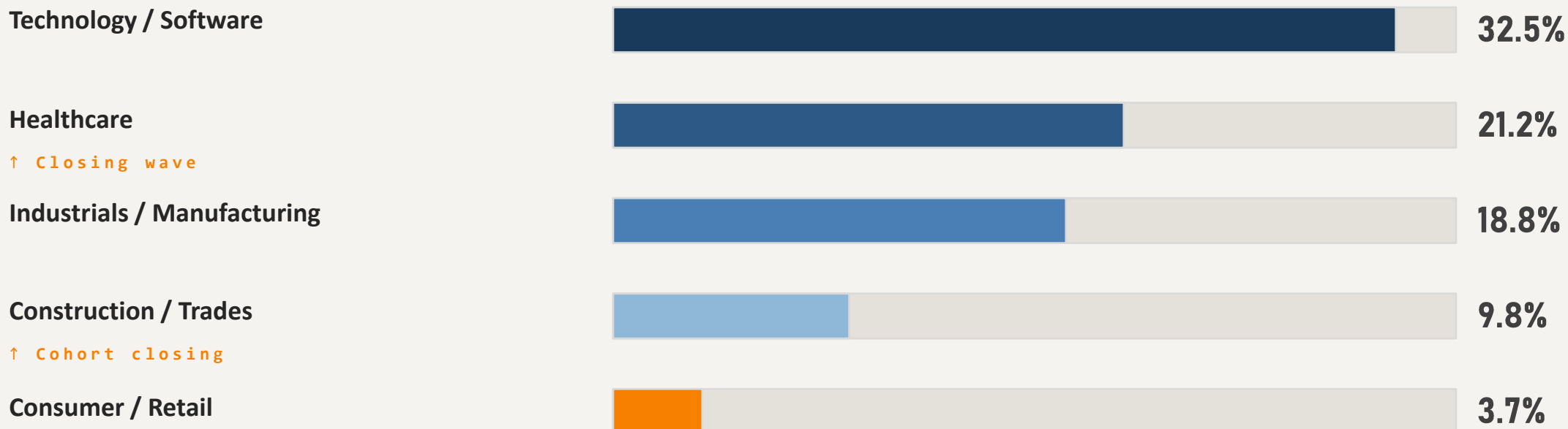
Lower middle market announcements often lag close dates by 6 to 12 weeks. Month-over-month comparisons should be treated as directional.



North American closings by month · Apr+ subject to announcement lag

# Tech Still Leads. Healthcare Pushes to Second.

Technology and software accounted for 32.5% of Q1 closed NA volume. It's still the largest single sector, but a clear step down from prior periods. Healthcare moved into second place at 21%, a mix that looks different from how Q1s have closed in recent years.



*"Healthcare just printed its largest closing share in recent memory, and forward mandate volume suggests it isn't a one-quarter spike."*

# The Backlog Cleared

Healthcare reached 21% of Q1 NA closings, more than double its share in recent quarters and well above its current pipeline rate of ~10%. The backlog that built through late 2025 has converted in Q1.

**9.1%**

Recent Q1 baseline

*Typical healthcare share*

**21.2%**

Q1 2026 closed share

*More than 2× recent baseline*

**10.5%**

Current pipeline share

*Suggests Q2/Q3 normalization*

## READ - THROUGH

*Q2 and Q3 are likely to settle closer to the pipeline rate than to repeat Q1's surge, giving healthcare-focused buyers a more measured environment after an active Q1.*

# AI Has Moved From Thesis to Transaction Category

Eighteen Q1 NA transactions involved companies whose core product is built around AI architecture. Not AI-enabled features, but AI-native platforms transacting as standalone investments.

Insight Partners was the most concentrated AI deployer of Q1, closing four explicitly AI-labeled transactions across identity security, benefits administration, semiconductor optics, and engineering workflow automation.

## NEW MANDATE SIGNAL

*AI-native and AI-enabled mandates are entering the market at an accelerating clip. The category is broadening into legal tech, supply chain, and climate intelligence.*

18

AI-NATIVE DEALS CLOSED  
Q1 2026 NA

4

INSIGHT PARTNERS AI  
*Top concentrated deployer*

10

DATA & ANALYTICS  
*Tech subsector deals*

12

CYBERSECURITY  
*Tech subsector deals*

# Insight Partners Set the Pace

Q1 buyer activity was widely distributed. Insight Partners led NA closings with 8 platform transactions, followed by a tight cluster of seven firms each closing 4 to 5 platform deals. Capital is deploying broadly across fund sizes and strategies rather than concentrating in a few dominant platforms.

RANK	PE FIRM	DEALS
1	Insight Partners	8
2	TPG	5
2	ETA Equity	5
4	Blackstone Group	4
4	TA Associates	4
4	AEA Investors	4
4	Petra Capital Partners	4
4	Eagle Private Capital	4
9	Bain Capital Tech Opps.	3
9	Trinity Hunt Partners	3

# Texas Leads. California Closes the Gap.

Within the U.S., Texas led all states with 48 Q1 closings, narrowly ahead of California (44) and well ahead of Florida (30). Texas remains the most sectorally diversified major state market, with 17 technology transactions matched by 13 industrial deals.

## TEXAS

48

*Tech + Industrial balance*

## CALIFORNIA

44

*Tech + Healthcare*

## FLORIDA

30

*Tech + Healthcare*

## NEW YORK

24

*Tech + Healthcare*

## MASSACHUSETTS

14

*Healthcare-led*

### THE MIDWEST SIGNAL

Mandate flow across Ohio, Illinois, Minnesota, Michigan, and Wisconsin is running above what Q1 closing geography would project. It's a trend largely absent from coastal-focused commentary.

### BEYOND THE U.S.

Canada contributed 26 Q1 platform transactions; Europe added 135 (UK 42, France 14, Netherlands and Germany 11 each); APAC and ROW added 34. Together, 169 closings outside the U.S., a layer that U.S.-published league tables systematically undercount.

# Sector Horizon: Pipeline vs Q1 Closings

Our pipeline's sector mix diverges from Q1's closing composition in three ways. Technology pipeline is running ahead of its Q1 closing share. Healthcare and construction/trades are closing well ahead of pipeline replenishment. Consumer and retail pipeline is running modestly above its closing share.

SECTOR	Q1 CLOSED %	PIPELINE %	TRAJECTORY	READ-THROUGH
Technology / Software	32.5%	38.9%	↑ Pipeline Ahead	Pipeline composition runs above current closings, which suggests a return to higher tech share in Q2/Q3.
Industrials / Manufacturing	18.8%	17.5%	→ Holding	Pipeline broadly consistent with Q1 closings. Sector looks like a stable contributor through H2.
Healthcare	21.2%	10.5%	⚠ Pulled Forward	Closed at more than double pipeline share. Late-2025 backlog has cleared in Q1.
Construction / Trades	9.8%	7.1%	↑ Closing Wave	H2 2025 entry surge has converted. Cohort is in-window and converting; replenishment still healthy.
Consumer / Retail	3.7%	5.0%	↑ Emerging	Low base but pipeline above Q1 closings. Re-emergence in early stages; too early to call a trend.

# The Summary Intelligence

**01**

## January's pace did not hold

The 24% pullback from January to February has stabilized. Q2 unlikely to match Q1 volume unless buyer process velocity improves.

**02**

## The Q2 close cohort looks different

H2 2025 entries are in the close window now. Tech pipeline runs above Q1 closings; healthcare normalizing toward pipeline rate.

**03**

## Construction and trades has converted

From pipeline build to active closing. Already at ~10% of Q1 NA closings. Replenishment behind it remains healthy.

**04**

## Healthcare's backlog has cleared

Reached 21% of Q1 closings, well above pipeline rate. H2 likely returns to a more normalized pace.

**05**

## AI is a transaction category

18 AI-native deals closed. Mandates broadening beyond software into legal tech, supply chain, and professional services.

**06**

## Supply isn't the constraint

Mandate entry held stable through H2 2025 and Q1 2026. Pipeline is full; buyer conviction is the variable for 2026.

# Want the Full Picture *Behind These Numbers?*

TruSight and Private Equity Info provide PE firms, investment banks, and advisors with proprietary deal origination intelligence, real-time mandate tracking, and market data that goes well beyond what closes.

Reach out to learn how we can support your deal flow and market intelligence needs.



**Dan Mahoney**

CEO · TruSight, LLC

[dan@trusightllc.com](mailto:dan@trusightllc.com)

[trusightllc.com](https://trusightllc.com)

[privateequityinfo.com](https://privateequityinfo.com)

## DATA SOURCES

Closed transaction data: Private Equity Info proprietary database (PE-sponsored Q1 2026 platform closings globally; 547 total, of which 378 in North America).

Pipeline data: TruSight IB Coverage intermediary network.

All data as of May 4, 2026.