

# ValuSource M&A Comps

(Replaces DoneDeals)

## SAMPLE REPORT



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ValuSource M&A Comps provides over 10,000 comparable sales transactions for private mid-market companies over the prior 10 years. Data is collected from public SEC filings when public companies acquire a private company.

## Five REASONS you should consider ValuSource M&A Comps...

1

### COMPREHENSIVE CORPORATE TRANSACTION DATA

With the ValuSource M&A Comps database, you receive hard-to-obtain corporate transaction details for private mid-market companies. Includes multiples on the sales of mid-size companies, so your valuations are based on real data.

2

### REALTIME DATA

Powered by Tagnifi, ValuSource M&A Comps data is continuously updated. With hundreds of quality control checks to make sure the data is accurate and complete; means you always have access to the latest and most accurate data.

3

### INTEGRATES WITH EXCEL AND VALUSOURCE VALUATION APPLICATIONS

ValuSource M&A Comps downloads directly into Excel as well as into the ValuSource valuation applications including ValuSource Pro, BVM Pro and Express Business Valuation.

4

### CUSTOM SEARCH OPTION

Perform custom searches for data by any field. Easily distinguish between Stock and Asset Transactions or select data by SIC or description.

5

### EASILY ANALYZE AND CHART TRANSACTIONS

Statistical analysis (high, low, mean, median, Standard Deviation) of selected transactions including Revenue, Enterprise Value, Equity Value, EBITDA, EBIT, Net Income and Book Value.

Charts of Enterprise Value to Annualized Revenue, Enterprise Value to EBITDA, Enterprise Value to EBIT, Equity Value to Net Income and Equity Value to Book Value.

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## Disclaimer

This sample is meant to show the full functionality of the software, not reflect an actual valuation. There are options and assumptions in this report that do not reflect valuation best practices in order for you to see the full scope of the analysis. Even though this software automates and standardizes the valuation process, it does not replace the expertise of the valuator.

Whenever you see text or numbers surrounded by chevrons, like «February 14, 2019», this represents a link to the analysis workbook. A link to the analysis file (working papers) can be a cell, range or chart. Realize that a small change in a single value can carry forward to many numbers in the report. For instance, changing a growth rate in an income method can change the conclusion of value and all the intermediate values in between. When you choose to update the links, all these values get updated to reflect the current numbers, tables and charts in working papers.

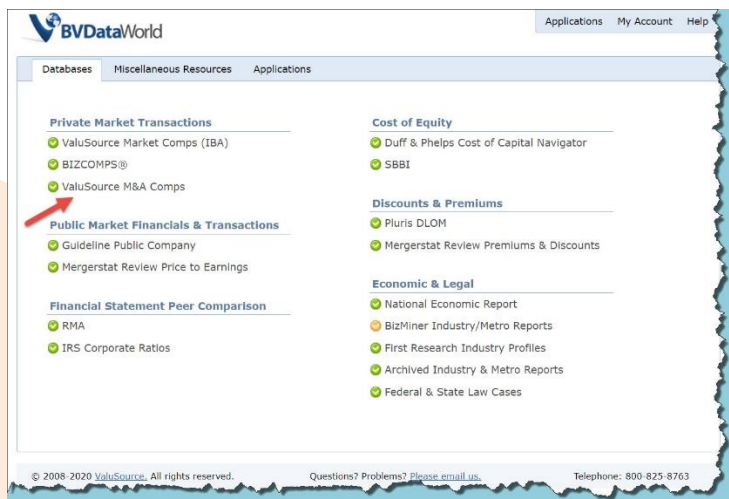
## What is ValuSource M&A Comps

ValuSource's M&A Comps database contains statistics on over 11,000 observations with at least one multiplier powered by Tagnifi. These transactions are a private to public deal where at least one party is a publicly-held businesses and therefore publicly reports the transaction. This means there is some transparency. The data is available from 2008 to the present. While not every data point is available for every transaction, ValuSource M&A Comps provides statistics on 56 fields of data including a description of the acquired company, equity value, enterprise value, revenue, EBITDA, EBIT, Income, book value and as well as other details on the transaction. These middle market transactions can be useful in a market approach.

After purchasing a subscription, the data is accessible via the internet. The user interface makes it easy to select and export the data to a spreadsheet. Both an analyzer and simple data model are available.

## Using ValuSource M&A Comps

ValuSource M&A Comps allows you to view, export, and analyze mid-market company data. After logging into the website, choose ValuSource M&A Comps.



The standard search capabilities allow for quick access to data. Choose a SIC code and / or a keyword description. The returned results can be based on the type of sale (stock or asset), and whether the observation has a multiplier.

The detailed search will allow sorts on Sale Date, Sales, EBITDA, Price, and Book Value. The multipliers themselves can be used to search, Enterprise Value to Revenue, Enterprise Value to EBITDA, Enterprise Value to EBIT, Equity Value to Net Income and Equity Value to Book Value.

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1. Search Standard Detailed

SIC Code Description Sale Type Records

2. Review Records Details

Records Found: 4 Sort by: SIC low to high Show page: 1 of 1

SIC	Sales (\$MM)	EBIT (\$MM)	EBITDA (\$MM)	Net Inc. (\$MM)	Price (\$MM)	Book Value (\$MM)	Sale Type	Sale Date	Ent. Value/Revenue	Ent. Value/EBITDA	Ent. Value/EBIT	Eq. Value/Net Income	Eq. Value/Book Value	Description
1000	3,100	0	453		4,300		Stock	2011-06-01	1.387	9.492				Diversey, Inc. is committed to a
1000	80	0			61	46	Stock	2013-02-05	0.757				1.304	a manufacturer of perforated and
1000	34	0			50	33	Stock	2012-12-19	1.440				1.502	Pure Metal is a market leader in
1000	23	0	7		56	46	Stock	2011-01-10	2.422	7.959			1.266	produces high-purity SOP through
1000	16	3	5	3	14	8	Stock	2013-03-28	0.902	2.914	5.021	4.215	1.712	Headquartered in Dallas, TX, Mass
1000	224	55	93	32	537	366	Stock	2013-06-01	2.394	5.804	9.821	22.394	1.954	Aurizon Mines Ltd. is a Canadian
1000		0			15	20	Stock	2011-11-01					0.754	Zochem is a zinc oxide producer
1000		0			2	1	Stock	2014-12-31					3.000	"
1000		-15	-2	-15	405	10	Asset	2011-10-04		-189.116	-26.263	-28.453	44.043	Peregrine Metals holds a 100% in
1000		-3	-2	-2	173	50	Stock	2010-11-30		-71.050	-67.160	-108.923	3.435	Marathon is actively developing th
1000	125	0			75		Stock	2012-12-31	0.600					was founded in 1936 and now se
1000	75	0			40	21	Stock	2014-05-01	0.534				1.919	Dyna Ten is a regional mechanical

3. Export

Under step 2. "Review" above, you can view the returned results. Hover over the description to see a description of the target company. Choosing the Details tab displays all 56 fields of data for each observation.

BVDataWorld ValuSource M&A Comps Expires: 1/1/2026 Exports: unlimited Applications My Account Help

1. Search Standard Detailed

SIC Code Description Sale Type Records

2. Review Records Details

Current Records: 54 Show record: 1 of 54

Sic:	1,000	other_consideration:	
purchase_method:	Stock Purchase	targets_cash_st_investments:	
	Diversey, Inc. is committed to a cleaner, healthier future. Its products, systems and expertise make food, drink and facilities safer and more hygienic for consumers and for building occupants. With sales into more than 175 countries, Diversey is a leading global provider of commercial cleaning, sanitation and hygiene solutions. The company serves customers in the building management, lodging, food service, retail, health care, and food and beverage sectors. Diversey is headquartered in Sturtevant, Wisconsin, USA. To learn more, visit www.diversey.com.	net_assumed_debt:	0.00
description:			
closed_date:	2011-06-01	net_transaction_value:	4,300
enterprise_value:	4,300	gross_transaction_value:	4,300
equity_value:	4,300	targets_itm_filing_type:	Not Applicable
itm_revenue:	3,100	targets_itm_filing_date:	
itm_ebit:	0.00	targets_itm_period_end_date:	
itm_ebitda:	453.00	itm_operating_income:	
itm_net_income:		itm_depreciation_amortization:	
mrq_common_equity:		itm_restructuring_impairment_charges:	
enterprise_value_to_revenue:	1.4x	itm_nonrecurring_special_charges:	
enterprise_value_to_ebitda:	9.5x	mrq_total_assets:	
enterprise_value_to_ebit:		one_day_prior_price:	
equity_value_to_net_income:		one_week_prior_price:	
equity_value_to_book_value:		one_month_prior_price:	
acquirer:	SEALED AIR CORP/DE	two_month_prior_price:	
target:	DIVERSEY HOLDINGS, INC.	three_month_prior_price:	
press_release_date:	2011-06-01	six_month_prior_price:	

3. Export

Data is exported into one of two different Excel workbooks. The first is a data only workbook. It is a flat file that only holds values. The workbook allows a different (as opposed to the analyzer workbook) analysis to be performed. There are no macros or toolbar ribbon.





ValuSource M&A Comps is a must-have source when looking at middle market companies. The substantial data set is easily searched, exported and manipulated to provide the best possible sample which is comparable to a subject company.

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