

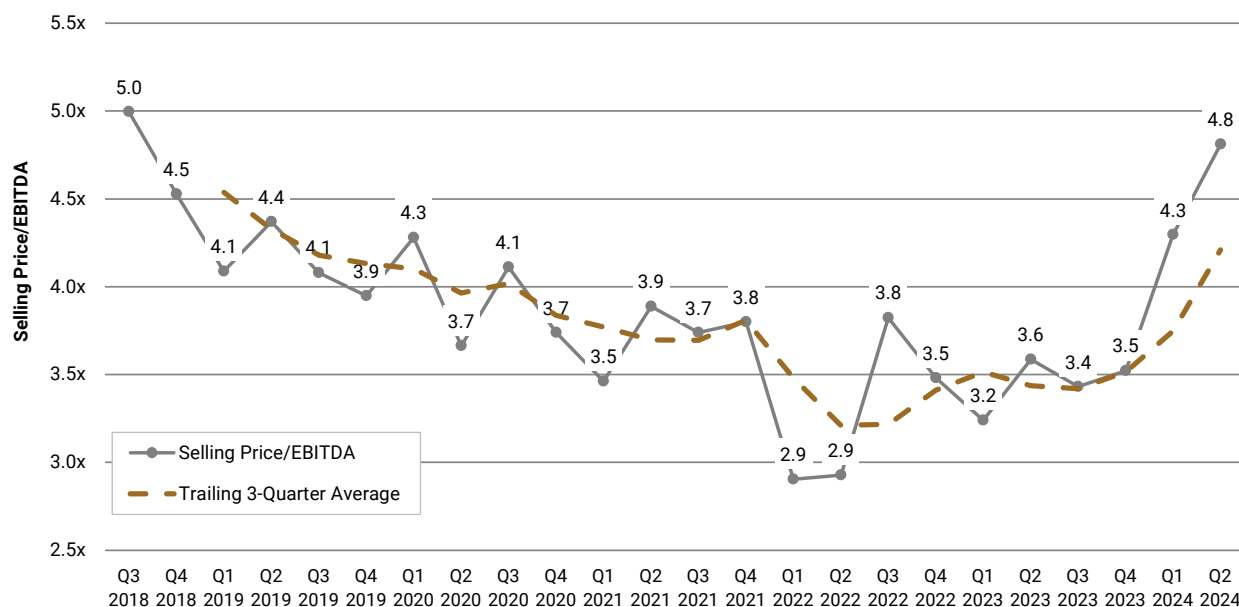
# DealStats Value Index Digest **Q3 2024**

This *DealStats Value Index Digest* is an excerpt from the *DealStats Value Index*. The *DealStats Value Index* summarizes valuation multiples and profit margins for acquired private companies by time period, sector, and size. Business Valuation Resources (BVR) captures this private company transaction data in its DealStats platform. Most BVR deals are not otherwise publicly available. The *DealStats Value Index* is updated quarterly and, as a result, past figures may change in future issues as new data are reported.

## EBITDA MULTIPLES RETURN TO TYPICAL LEVELS IN 2024

In the time period analyzed, EBITDA multiples across all industries were highest in the third quarter of 2018, at 5.0x, and trended downward from that high point until the second quarter of 2022. Since then, EBITDA multiples have generally been trending upward, reaching 4.8x in the second quarter of 2024.

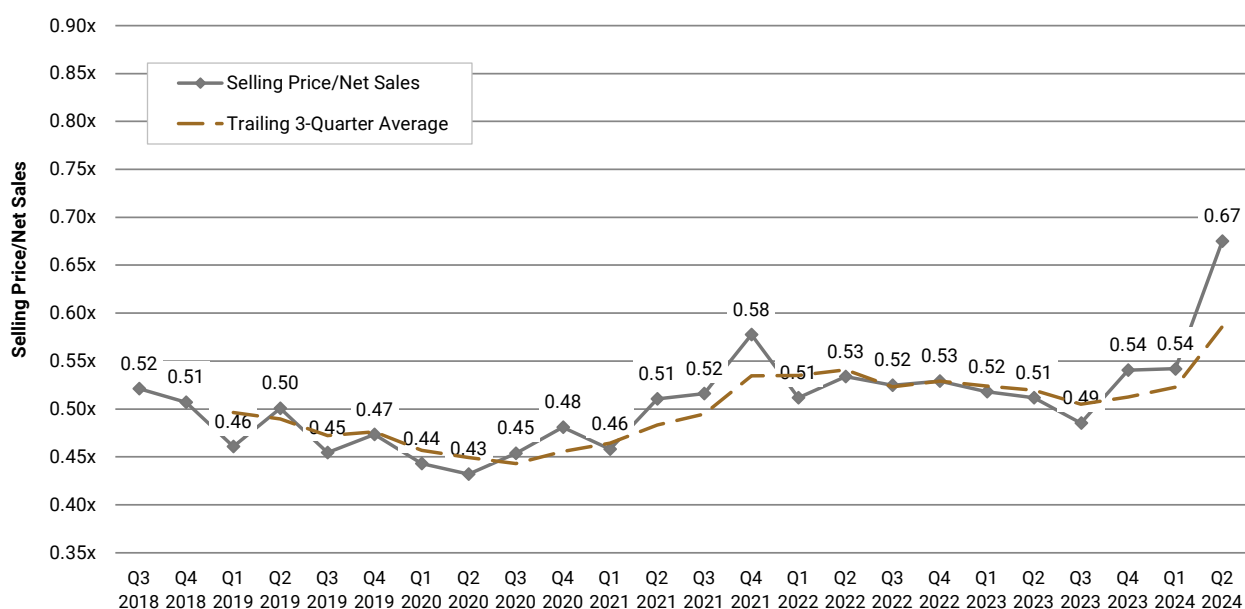
### EXHIBIT 1A. MEDIAN SELLING PRICE/EBITDA WITH TRAILING THREE-QUARTER AVERAGE (PRIVATE TARGETS)



## NET SALES MULTIPLES INCREASE IN Q2 2024

In the quarters analyzed in this report, the net sales multiple of 0.67x in the second quarter of 2024 showed an increase from the previous quarter. Since the second quarter of 2020, net sales multiples have generally been increasing, according to the three-quarter trailing average. This trend contrasts with the previous trend of declines from the third quarter of 2018 to the second quarter of 2020. The lowest multiple recorded since the third quarter of 2018 was 0.43x in the second quarter of 2020.

### EXHIBIT 1B. MEDIAN SELLING PRICE/NET SALES WITH TRAILING THREE-QUARTER AVERAGE (PRIVATE TARGETS)



**Oday Merhi**  
Manager of  
Valuation Data  
and Analysis

**Adam Manson**  
Chief Data Officer

**David Foster**  
CEO

**Lucretia Lyons**  
President

The selling prices referred to in the *DealStats Value Index* represent the market value of invested capital (MVIC) price paid for the target firm. The MVIC price is the total consideration paid to the target and includes any cash, notes, and/or securities that were used as a form of payment plus any interest-bearing liabilities of the target company that the acquirer assumed. For more information, please visit the DealStats FAQ page: [bvresources.com/products/faqs/dealstats](https://bvresources.com/products/faqs/dealstats).

The multiples and transaction data presented in the *DealStats Value Index* include both asset sale purchases and stock sale purchases. Unless otherwise noted, the multiples and transaction data presented in the *DealStats Value Index* include purchases made by both private parties and public parties.

The *DealStats Value Index* (ISSN 1937-9021) is published quarterly and exclusively for subscribers of DealStats by Business Valuation Resources, LLC, 111 SW Columbia Street, Suite 750, Portland, OR 97201-5814. Contact [info@bvresources.com](mailto:info@bvresources.com) for more information or visit our website at [bvresources.com](https://bvresources.com).

Although the information in this publication has been obtained from sources that BVR believes to be reliable, we do not guarantee its accuracy, and such information may be condensed or incomplete. This publication is intended for information purposes only, and it is not intended as financial, investment, legal, or consulting advice.

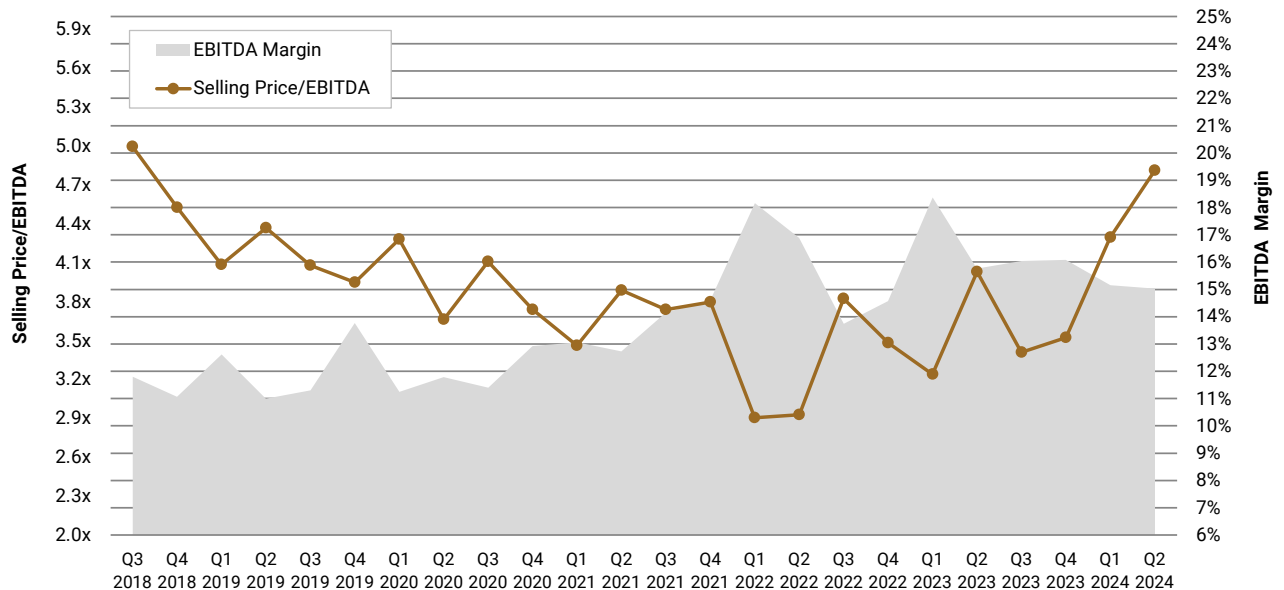
Copyright 2024, Business Valuation Resources, LLC (BVR). All rights reserved. No part of this document may be reproduced without express written consent from BVR. Please direct requests to [permissions@bvresources.com](mailto:permissions@bvresources.com).

## EBITDA MARGINS MAINTAIN HIGH LEVELS IN Q2 2024

EBITDA margins declined in the first quarter of 2022 but have trended positively since then, reaching 15% in the second quarter of 2024.

EBITDA margins were at their highest point in the first quarter of 2023, at 18%. The previous range was between 11% and 15% from the first quarter of 2019 through the fourth quarter of 2021. Since the third quarter of 2018, EBITDA margins have never been below 11%.

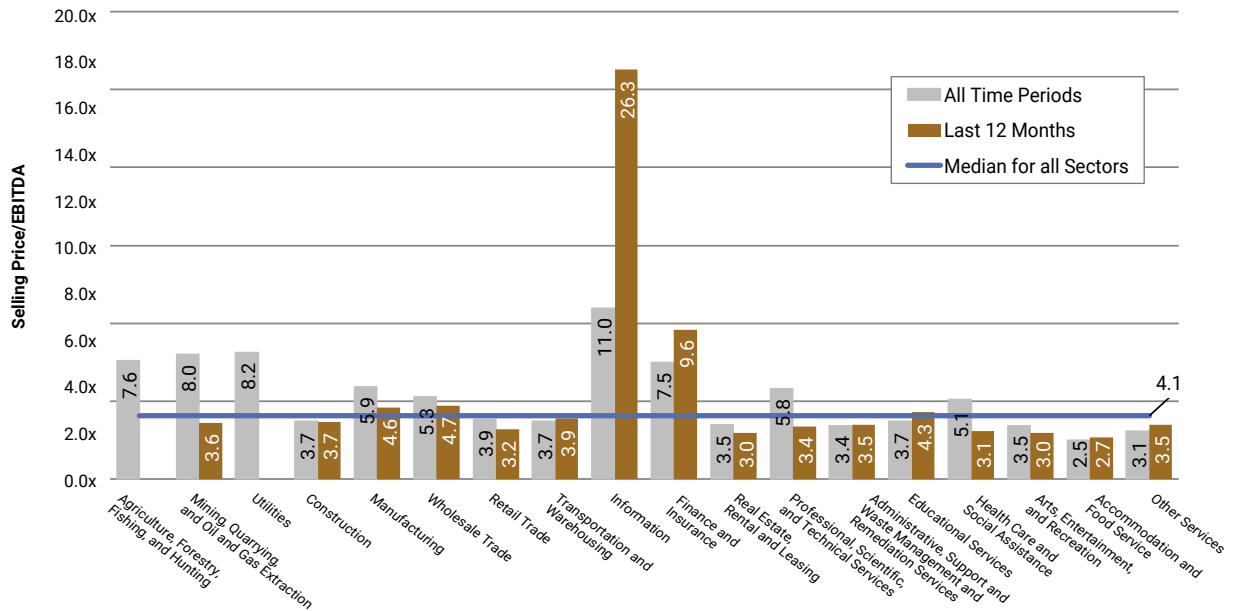
**EXHIBIT 2. MEDIAN SELLING PRICE/EBITDA  
WITH EBITDA MARGINS (PRIVATE TARGETS)**



## ALL-TIME MEDIAN EBITDA MULTIPLE FOR ALL SECTORS IS 4.1X

All-time EBITDA multiples remain the highest for the information sector (11.0x) and the utilities sector (8.2x). Meanwhile, the lowest all-time EBITDA multiples are in the accommodation and food services (2.5x) and the other services sectors (3.1x). The median across all industry sectors for all periods is 4.1x. The information sector has shown a notable recent increase, with the last 12-month EBITDA multiple rising to 26.3x compared to its all-time period multiple of 11.0x.

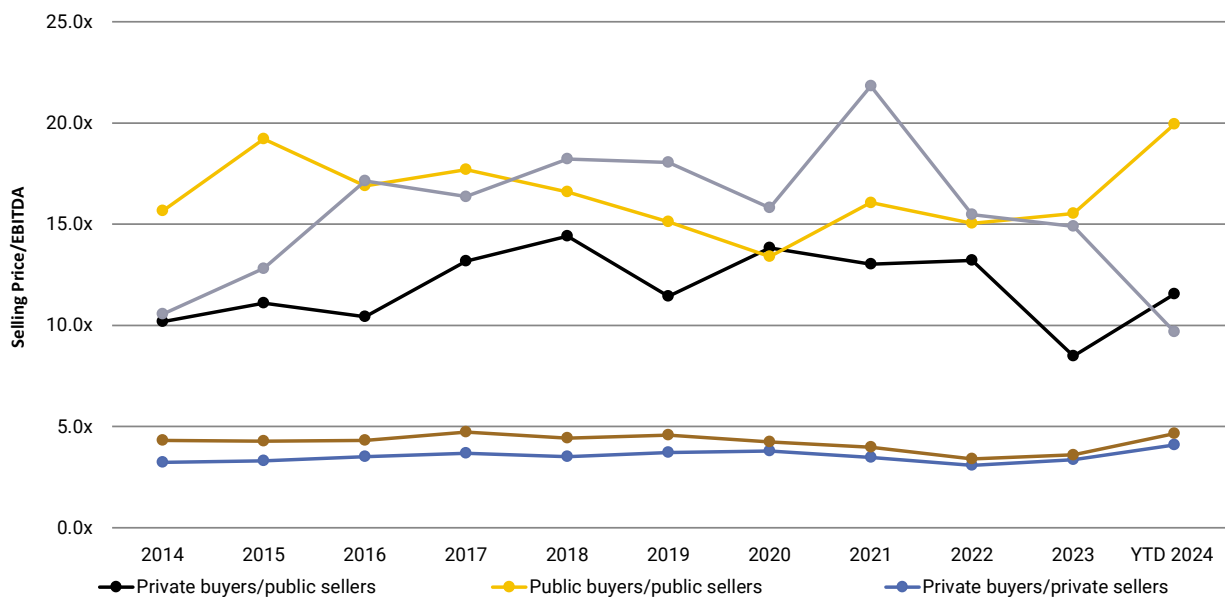
**EXHIBIT 3. MEDIAN SELLING PRICE/EBITDA BY SECTOR (PRIVATE TARGETS)**



## EBITDA MULTIPLES FOR PRIVATE-BUYER/PUBLIC-SELLER TRANSACTIONS INCREASE IN 2024 YEAR-TO-DATE

The all-transactions category has generally been trending slightly downward since 2020 but has picked up in 2023. EBITDA multiples for private-buyer transactions involving a public seller have shown the most notable EBITDA multiple increase in 2024 year-to-date, increasing from 8.5x to 11.5x.

**EXHIBIT 4A. MEDIAN SELLING PRICE/EBITDA  
(PRIVATE TARGETS)**

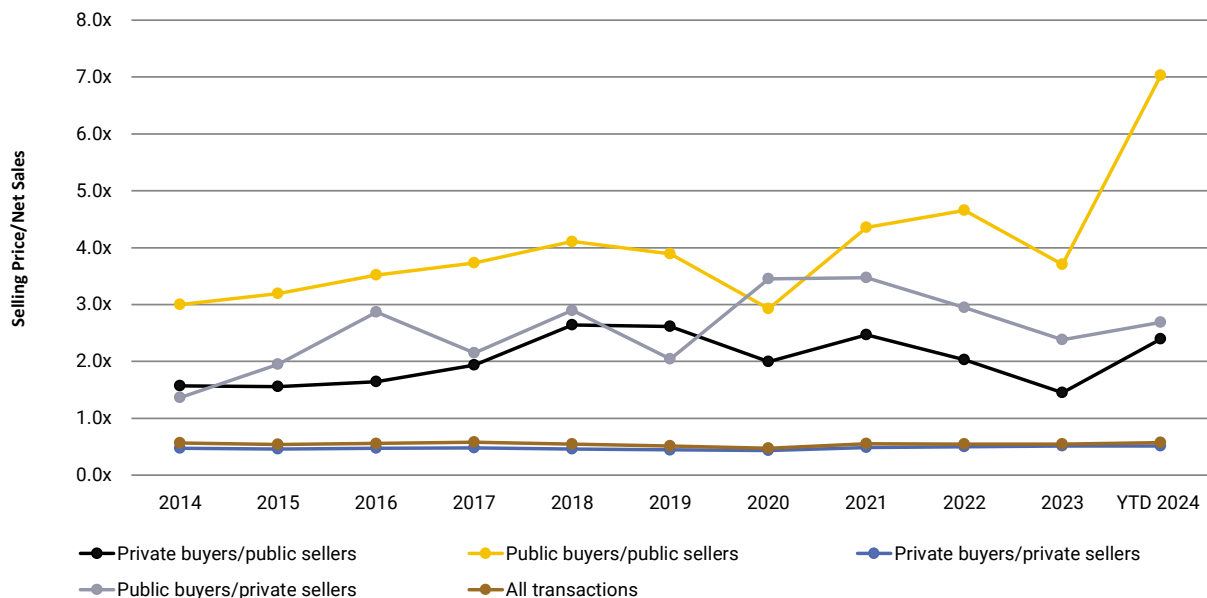


*Note: Each data point in this chart is based on a minimum of 10 transaction multiples. If there are not enough transaction multiples for a particular year or quarter, the data are not included.*

## NET SALES MULTIPLES INCREASE NOTABLY

The net sales multiple increased across all buyer typer/seller type categories in 2024 year-to-date except for private-buyer transactions involving a private seller, which stayed the same. The net sales multiple for public-buyer transactions involving a public seller had the most significant increase in 2024 year-to-date, increasing from 3.70x to 7.03x.

**EXHIBIT 4B. MEDIAN SELLING PRICE/NET SALES  
(PRIVATE TARGETS)**



*Note: Each data point in this chart is based on a minimum of 10 transaction multiples. If there are not enough transaction multiples for a particular year or quarter, the data are not included.*

## DealStats – the next generation of private & public company comps

DealStats is a state of the art platform that boasts the most complete financials on acquired companies in both the private and public sectors.

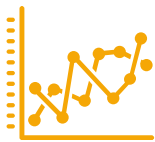
[bvresources.com/dealstats](https://bvresources.com/dealstats)





## Get the most current and comprehensive valuation data & research available with BVR's suite of resources

Every informed stakeholder in business valuation, performance benchmarking, or risk assessment turns to Business Valuation Resources (BVR) for authoritative deal and market data, news and research, training, and expert opinion. Rely on BVR for the most trusted business valuation intelligence. BVR's data, publications, and analysis have won in the boardroom and the courtroom for over two decades.



### Deal & Market Data

Get the most detailed data on the market, used by business appraisers, business brokers, investment bankers, and more.

- Private & Public Transaction Data
- Cost of Capital Data
- Discounts & Premiums
- Economic & Industry Research



### News & Research

Access the most timely content you need to stay current with developments in the valuation profession.

- Professional News
- Case Law
- Valuation Research
- Books, guides & reports
- Blogs
- Ezines



### Training & CPE

Earn CPE credits from anywhere with BVR's training programs featuring top thought leaders.

- Webinars
- Workshops
- eLearning
- Self-study
- Live Events