

Q1 2025

WATERVIEW INVESTMENT BANKING  
M&A ADVISORY ♦ VALUATIONS ♦ CAPITAL SOURCING

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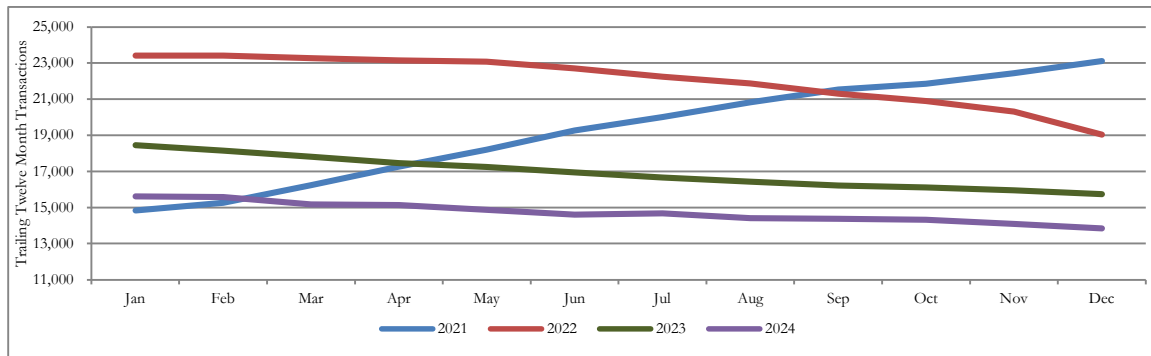
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# THE MARKET

## FOR PRIVATELY HELD COMPANIES

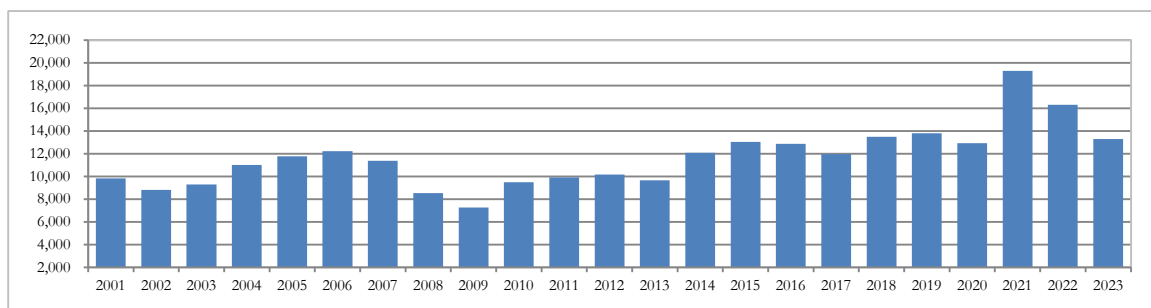
### Topics Relevant to Middle Market Mergers & Acquisitions

Chart 1: Trailing Twelve Month (TTM) Total M&A Transaction Volume



Total Announced Transactions, U.S. Buyer or Seller | Source: FactSet Mergerstat

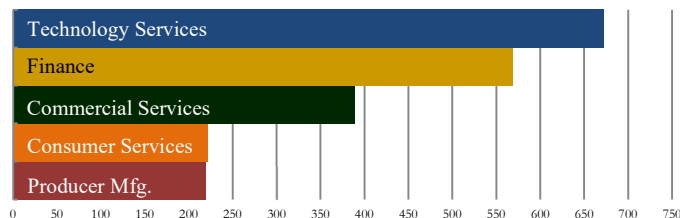
Chart 2: Annual M&A Transaction Volume



Total Announced Transactions, U.S. Buyer or Seller | Source: FactSet Review 2024

### Which Sectors are Most Active?

The chart to the right reveals the five most active sectors in terms of transactions closed for the three months ended December 30, 2024. In addition to those listed in the chart, the following sectors also exhibited high transaction volume: Distribution Services, Industrial Services, Process Industries, Health Services, and Health Technology.



Total Announced Transactions, U.S. Buyer or Seller | Source: FactSet Mergerstat

### Waterview is a Financial Advisory Services firm focused on Investment Banking and Valuation Services

- Waterview Investment Banking serves client companies with revenue between \$10 million and \$200 million:
  - Sell Side Representation (marketing to both strategic and financial buyers)
  - Capital Sourcing (senior debt, mezzanine and equity)
  - Valuation (to support exit planning strategies)

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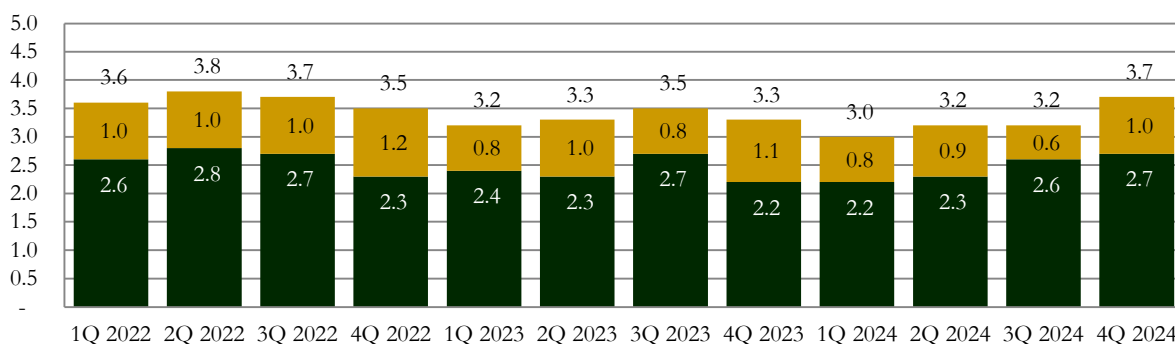
#### Valuation Multiples TEV / EBITDA Private Equity Sponsored M&A Transactions

TEV (\$Millions)	2003- 2019	2020	2021	2022	2023	YTD 2024	Average	Std Dev	N =
10-25	5.8	5.9	6.1	6.4	6.0	6.4	5.9	1.8	2,076
25-50	6.5	6.7	7.2	7.0	7.0	6.8	6.7	2.1	1,592
50-100	7.5	8.0	8.3	8.5	8.0	8.3	7.7	2.3	1,087
100-250	8.2	8.7	9.3	9.1	9.6	8.6	8.5	2.5	615
<b>Average</b>	<b>6.6</b>	<b>7.0</b>	<b>7.6</b>	<b>7.5</b>	<b>7.2</b>	<b>7.2</b>	<b>6.9</b>	<b>2.3</b>	
<b>N =</b>	<b>3,611</b>	<b>342</b>	<b>501</b>	<b>334</b>	<b>294</b>	<b>379</b>			<b>5,461</b>

Source: GF Data® M&A Report, February 2025. Seller Type: Private | Multiple Range: 3x - 15x | Geography: U.S. or Canadian Buyer

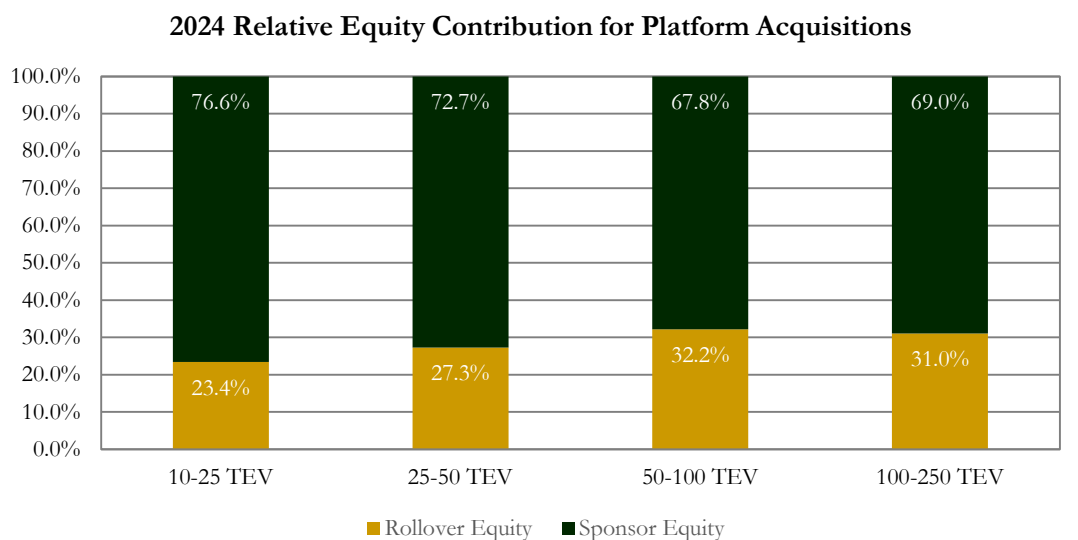
#### Average Debt Multiples Private Equity Sponsored M&A Transactions

Subordinated Debt  
Senior Debt



Source: GF Data® Leverage Report February 2025. Seller Type: Private | Geography: U.S. or Canadian Buyer

#### 2024 Relative Equity Contribution For Platform Acquisitions



Source: GF Data® Leverage Report, February 2025. Seller Type: Private | Geography: U.S. or Canadian Buyer

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