Q3 2025

THE MARKET

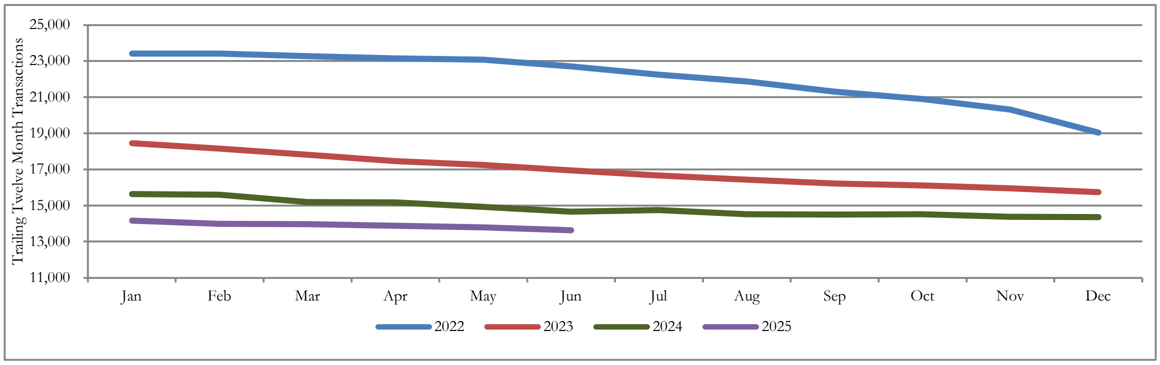
FOR PRIVATELY HELD COMPANIES

WATERVIEW INVESTMENT BANKING

M&A ADVISORY ◆ VALUATIONS ◆ CAPITAL SOURCING

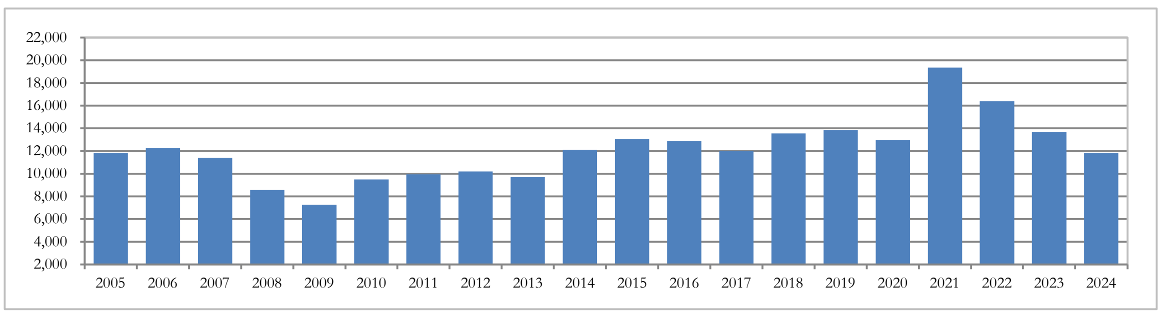
Topics Relevant to Middle Market Mergers & Acquisitions

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



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

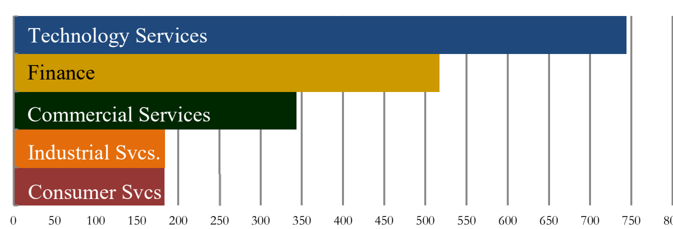
Chart 2: Annual M&A Transaction Volume



Total Announced Transactions, U.S. Buyer or Seller | Source: FactSet Review 2025

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 June 30, 2025. In addition to those listed in the chart, the following sectors also exhibited high transaction volume: Distribution Services, Producer Manufacturing, Consumer Non-Durables, 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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For Privately Held Companies

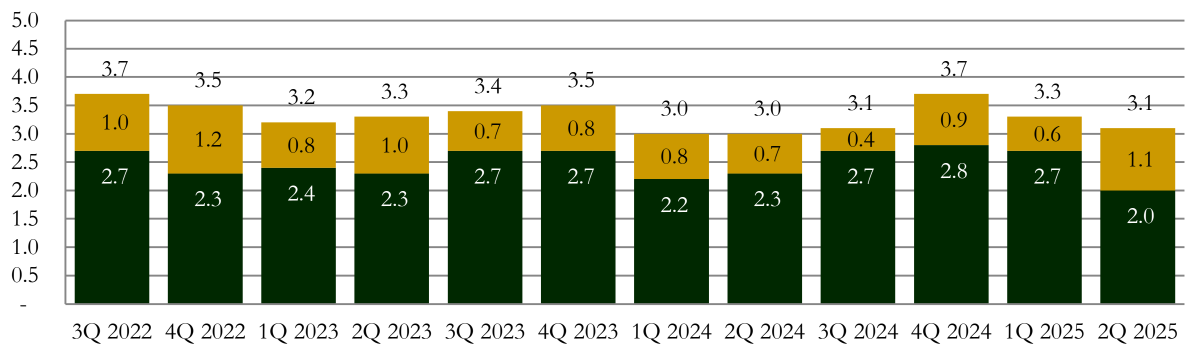
Topics Relevant to Middle Market Mergers & Acquisitions

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

TEV ($Millions)	2003-2020	2021	2022	2023	2024	YTD 2025	Average	Std Dev	N =
10-25	5.8	6.1	6.4	5.9	6.4	6.3	5.9	1.8	2,054
25-50	6.5	7.2	7.1	6.9	6.8	6.9	6.7	2.1	1,653
50-100	7.5	8.3	8.5	8.1	8.1	8.0	7.7	2.3	1,143
100-250	8.3	9.3	9.2	9.5	8.5	10.0	8.6	2.5	648
Average	**6.7**	**7.6**	**7.6**	**7.2**	**7.2**	**7.2**	**6.9**	**2.3**	
N =	**3,940**	**500**	**333**	**295**	**388**	**142**			**5,598**

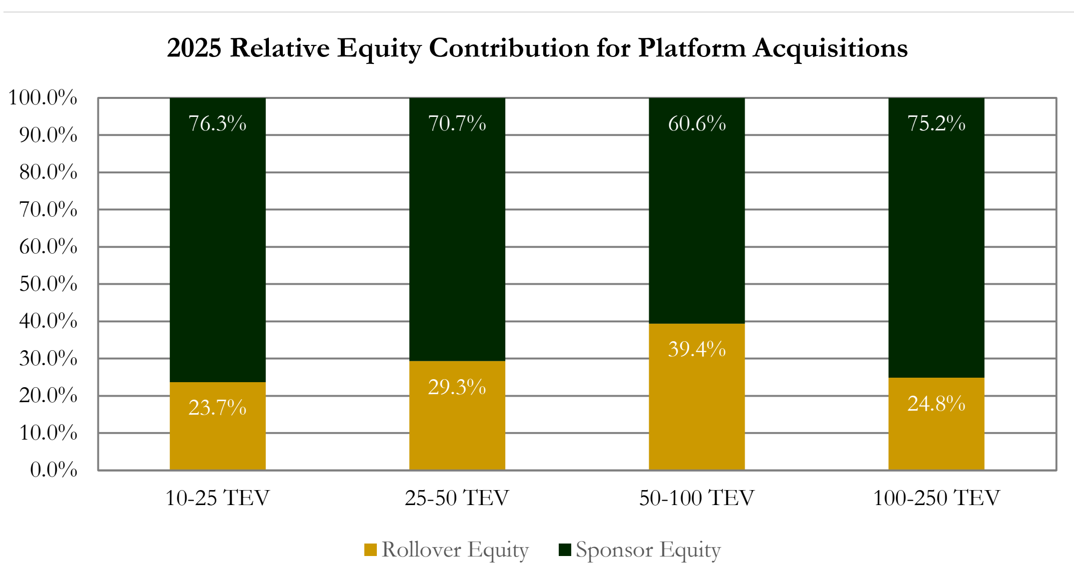
Source: GF Data® M&A Report. July 2025. Seller Type: Private | Multiple Range: 3x - 15x | Geography: U.S. or Canadian Buyer

Average Debt Multiples Private Equity Sponsored M&A Transactions



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

2025 Relative Equity Contribution For Platform Acquisitions



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

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