

Q2 2024

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

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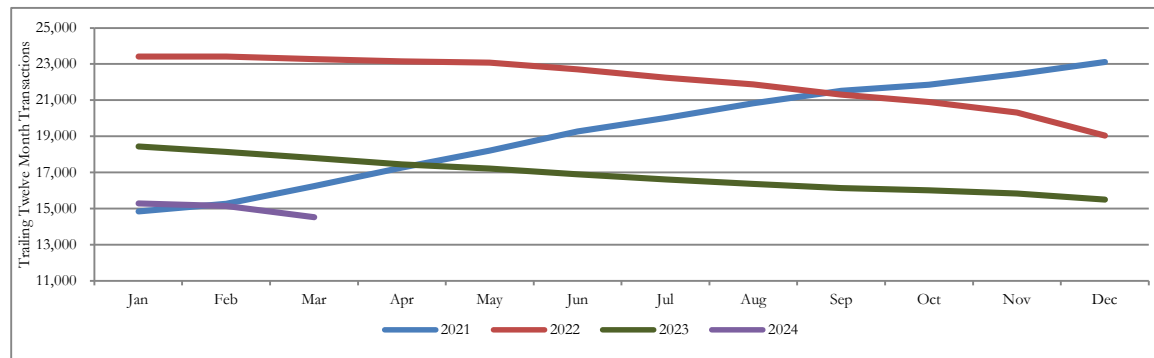
THE MARKET

FOR PRIVATELY HELD COMPANIES

Topics Relevant to Middle Market Mergers & Acquisitions

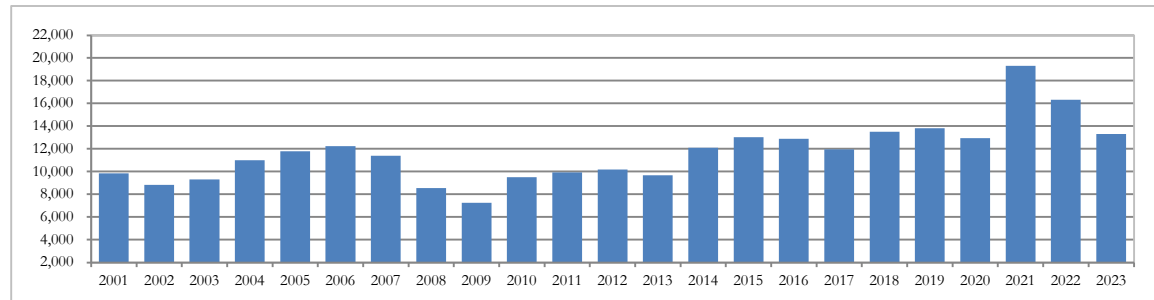
Trailing twelve month transaction activity, while moderating, still exceeds levels observed in 2020.

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



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

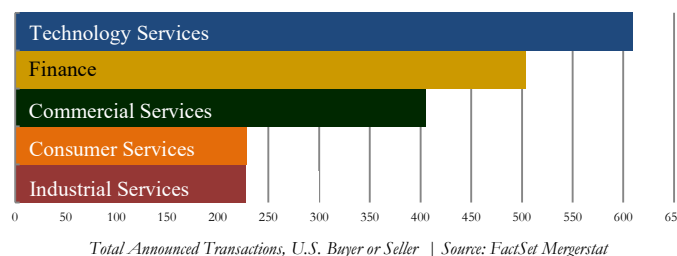
Chart 2: Annual M&A Transaction Volume



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 April 30, 2024. In addition to those listed in the chart, the following sectors also exhibited high transaction volume: Distribution Services, Producer Manufacturing, Retail Trade, 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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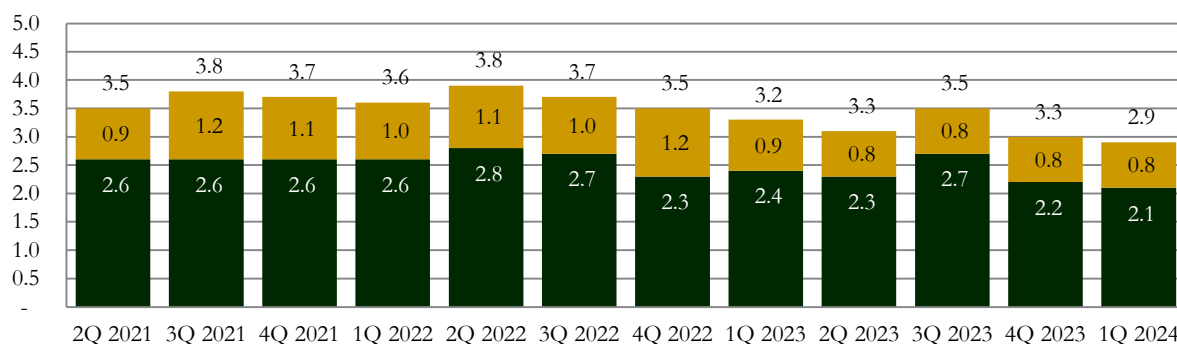
Valuation Multiples TEV / EBITDA Private Equity Sponsored M&A Transactions

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	6.3	5.9	1.6	1,951
25-50	6.5	6.7	7.2	7.0	7.0	6.0	6.7	1.8	1,507
50-100	7.5	8.0	8.3	8.5	8.0	8.2	7.7	2.0	1,037
100-250	8.2	8.7	9.3	9.1	9.6	8.3	8.5	2.3	577
Average	6.6	7.0	7.6	7.5	7.2	6.6	6.8	2.0	
N =	3,611	342	501	333	291	72			5,150

Source: GF Data® M&A Report, May 2024. Seller Type: Private | Multiple Range: 3x - 15x | Geography: U.S. or Canadian Buyer

Average Debt Multiples Private Equity Sponsored M&A Transactions

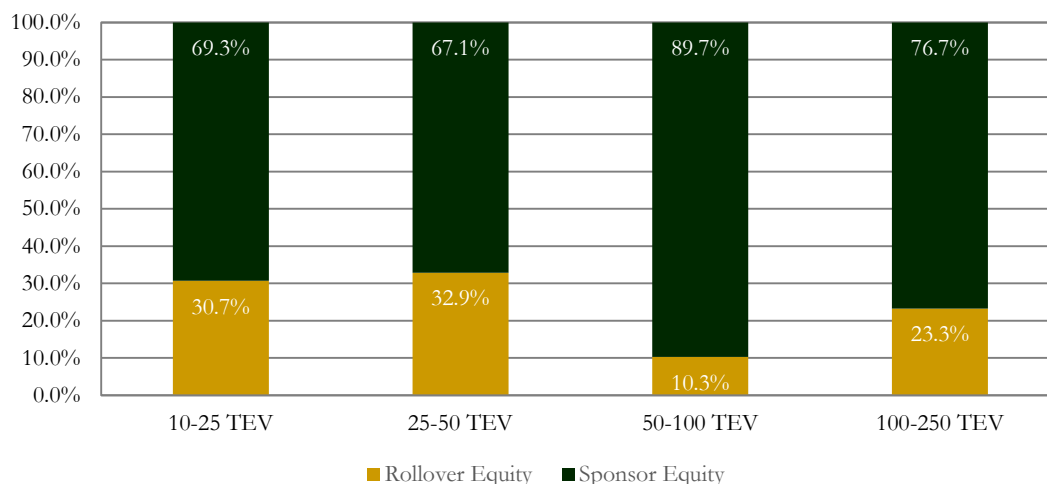
Subordinated Debt
Senior Debt



Source: GF Data® Leverage Report May 2024. Seller Type: Private | Geography: U.S. or Canadian Buyer

2024 Relative Equity Contribution For Platform Acquisitions

2024 Relative Equity Contribution for Platform Acquisitions



Source: GF Data® Leverage Report, May 2024. Seller Type: Private | Geography: U.S. or Canadian Buyer

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