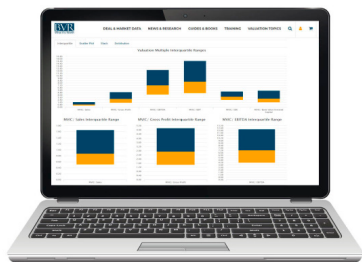


DealStats

The future of private and public company comparables research.

\$1,050/USD
1-year

\$365/USD
day pass



Welcome to the new generation of private and public company transaction comparables for valuation and M&A professionals. **DealStats** (formerly Pratt's Stats) is a state-of-the-art platform that boasts the most complete financials on acquired companies in both the private and public sectors. Every transaction in DealStats is rigorously reviewed by BVR's dedicated team of financial analysts in real time. You won't find more complete and trustworthy comparable data in any other source.

Benefits of DealStats

- **Defend your business value conclusions with real-world deals** – Get detailed statistics and comprehensive summary reports that include financial ratios, valuation multiples, and profitability margin, plus unique data on deal structures
- **Customize your search and select the best multiples** – Use the powerful search functionality to explore up to 199 data points, and perform custom searches to save and revisit anytime!
- **Up your presentation game** – Present your data visually with interquartile ranges, scatter plots, distribution graphs, and more!
- **Financials; past, present and future** – See comprehensive financial statements for the most recent year, bolstered by up to four years of historical Net Sales, EBITDA and SDE values, as well as forecasted Net Sales, EBITDA and SDE

Year Introduced at BVR: 1997

Data Type: In-depth details on sold private and public companies

Delivery Method: Online platform with complimentary quarterly analysis PDF report

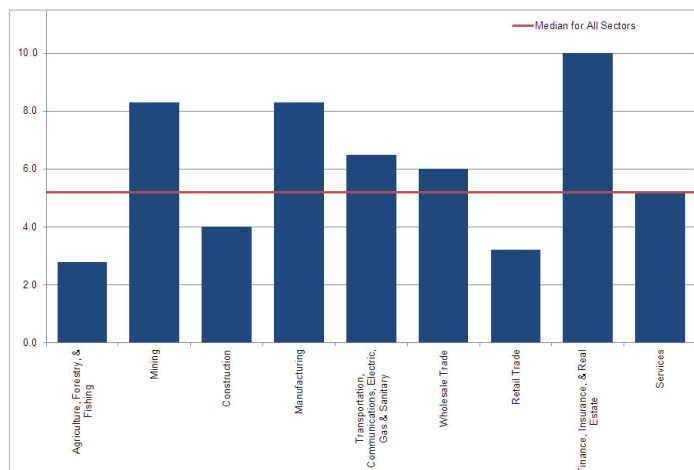
Information sources: M&A advisors, business brokers, and SEC filings

Product Updated: Daily

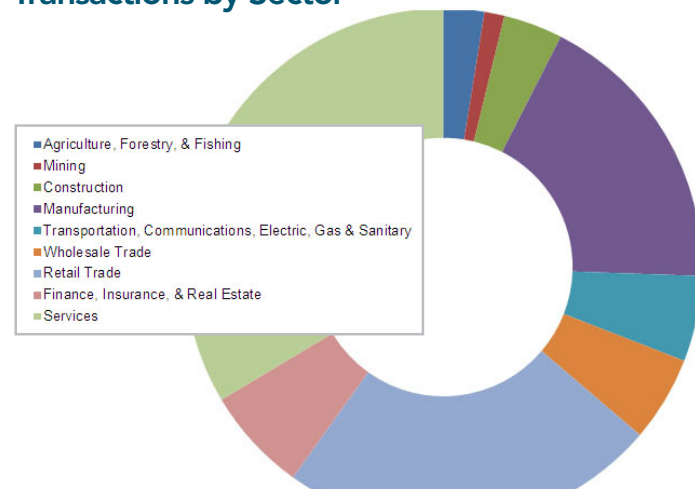
Number of records: 42,500+

Industries covered:
4 digit SIC codes: 887
6 digit NAICS codes: 947

Median MVIC/EBITDA



DealStats Distribution of Transactions by Sector



Sample transaction report

																			
Target Details						Source Data													
Transaction ID		45393-1		Name		Target Type		Private		Contributor Company		Touchstone Advisors, LLC							
Business Description						Trucking, Warehouse, Freight Brokerage						Contributor Name		Rich, Jeff					
Location		Hartford, CT, United States				Target Region		New England				Contact Broker							
Age		30		Structure		LLC		Employee Count		22									
SIC				NAICS															
4214 - Local Trucking with Storage				484110 - General Freight Trucking, Local															
Transaction Data																			
Sale Initiation		02/15/2018		Sale Date		05/24/2019		Days To Sell		463									
Percentage Acquired		100.0%		Asking Price				Transaction Type		Stock									
MVIC Price		\$4,800,000		Debt Assumed				Amount Down											
Income				Balance Sheet				Purchase Price Allocation											
Income Statement Type		Latest Full Year Income		Date				12/31/2018		Date		05/24/2019							
Tax Return/P&L		Yes																	
Restated Income		Date																	
No		12/31/2018																	
Net Sales		\$13,264,000		Cash and Equivalents		\$0		Cash and Equivalents		\$0									
COGS		\$9,428,000		Accounts Receivable		\$1,325,000		Accounts Receivable		\$0									
Gross Profit		\$3,836,000		Inventory		\$0		Inventory		\$0									
Rent		\$672,000		Other Current Assets		\$0		Other Current Assets		\$0									
Owner's Compensation				Valuation Multiples				Profitability Ratios				SDE and EBITDA Profitability Ratios							
Other Operating Expenses				MVIC/Sales				0.36x		Net Profit Margin		9.5%		SDE Margin FY+1					
Depreciation and Amortization				MVIC/Gross Profit				1.25x		Operating Profit Margin		9.8%		SDE Margin		11.6%			
Total Operating Expenses				MVIC/EBITDA				3.6x		Gross Profit Margin		28.9%		SDE Margin FY-1		12.2%			
Operating Profit				MVIC/EBIT				3.7x		Return on Assets		92.8%		SDE Margin FY-2		13.1%			
Interest Expense				MVIC/Discretionary Earnings				3.1x		Return on Equity		331.1%		EBITDA Margin FY+1					
Interest Income				MVIC/Book Value Invested Capital				4.1x						EBITDA Margin		10.1%			
Other Expenses														EBITDA Margin FY-1		10.4%			
Other Income														EBITDA Margin FY-2		11.2%			
Earnings Before Taxes														EBITDA Margin FY-3					
Tax Expense														EBITDA Margin FY-4					
				Leverage Ratios				Liquidity Ratios				Activity Ratios							
				Fixed Charge Coverage				30.95		Current Ratio		7.57		Total Asset Turnover				9.79	
				Long-Term Liabilities to Assets				59.04%		Quick Ratio		7.57		Fixed Asset Turnover				442.13	
				Long-Term Liabilities to Equity				210.53%						Inventory Turnover					
				Future and Historical Annual Growth Rates				Compound Annual Growth Rates				Real Estate Performance							
				Sales Growth FY+1				2.9%		Net Sales 2Y CAGR		10.2%		EBITDAR				\$2,015,303	
				Sales Growth				16.9%		Net Sales 3Y CAGR				Rent/EBITDAR				33.3%	
				Sales Growth FY-1				3.8%		Net Sales 4Y CAGR				Rent/Sales				5.1%	
				Sales Growth FY-2										Sales Per Square Foot					
				Sales Growth FY-3															