



ARKMALIBU

M&A MARKET MONITOR

OVERALL U.S. & CANADA M&A SUMMARY

January 2021

U.S. & Canada M&A Deal Summary as of December 31, 2020

Analysis based on deals with disclosed valuation multiples

(Deal Size in millions)

Sector / Industry	Median				Average		Deal Count 1 Yr	Deal Count 3 Yr
	EV / EBITDA (x)		EV / Revenue (x)		Deal Size	Deal Size		
	1 Yr	3 Yr	1 Yr	3 Yr	1 Yr	1 Yr	3 Yr	
Communication Services								
Advertising	11.9x	12.4x	2.0x	2.0x	\$200	\$1,363	21	51
Alternative Carriers	6.4x	6.2x	1.7x	1.7x	\$308	\$649	7	13
Broadcasting		6.7x	0.6x	1.8x	\$34	\$34	1	8
Cable and Satellite	8.0x	9.5x	4.8x	2.3x	\$1,479	\$3,952	6	14
Integrated Telecommunication Services	5.5x	6.4x	1.8x	1.9x	\$443	\$2,685	10	19
Interactive Home Entertainment	11.9x	10.6x	4.2x	3.6x	\$36	\$406	27	34
Interactive Media and Services	10.6x	15.2x	1.6x	2.3x	\$45	\$429	82	125
Movies and Entertainment		11.1x	0.6x	2.0x	\$14	\$212	34	63
Publishing	5.9x	6.8x	1.5x	1.6x	\$9	\$208	20	47
Wireless Telecommunication Services	6.7x	5.9x	1.7x	1.8x	\$300	\$843	11	15
Consumer Discretionary								
Apparel Retail	5.7x	11.2x	2.8x	0.9x	\$1,751	\$1,751	2	11
Apparel, Accessories and Luxury Goods	12.8x	10.8x	1.4x	1.2x	\$93	\$422	7	27
Auto Parts and Equipment	19.4x	9.7x	1.1x	1.5x	\$40	\$594	19	46
Automobile Manufacturers	19.4x	19.4x	1.0x	1.0x	\$4,719	\$4,719	2	2
Automotive Retail		13.7x		2.2x	\$273	\$273	2	6
Casinos and Gaming	18.6x	11.1x	6.1x	2.5x	\$32	\$559	8	27
Computer and Electronics Retail		6.2x	0.2x	0.4x	\$4	\$4	1	4
Consumer Electronics	7.2x	7.6x	0.3x	0.7x	\$96	\$627	14	27
Department Stores		54.9x		0.9x	\$1,192	\$1,192	1	3
Distributors	7.6x	8.9x	0.6x	0.7x	\$20	\$895	24	57
Education Services	10.1x	12.7x	2.8x	2.8x	\$36	\$220	23	48
Footwear	14.0x	15.7x	4.5x	2.2x	\$274	\$739	4	9
General Merchandise Stores		6.9x		0.2x	\$1	\$1	1	2
Home Furnishings	6.6x	7.2x	0.4x	1.1x	\$8	\$149	11	21
Home Improvement Retail			0.4x	0.2x	\$35	\$65	7	14
Homebuilding	23.4x	20.7x	0.4x	0.8x	\$39	\$55	8	19
Homefurnishing Retail		10.9x	1.2x	0.6x	\$89	\$78	3	8
Hotels, Resorts and Cruise Lines	14.8x	12.6x	3.1x	2.6x	\$22	\$95	118	183
Household Appliances	13.5x	12.4x	1.7x	1.8x	\$166	\$240	7	14
Housewares and Specialties	11.1x	11.4x	1.1x	1.0x	\$99	\$99	2	6
Internet and Direct Marketing Retail	12.8x	10.9x	1.7x	1.4x	\$30	\$470	88	166
Leisure Facilities	6.5x	8.6x	1.8x	2.5x	\$2	\$105	23	40
Leisure Products	12.8x	11.0x	1.2x	1.2x	\$31	\$289	15	28
Restaurants	11.8x	11.8x	1.5x	1.4x	\$3	\$326	50	86
Specialized Consumer Services	8.8x	10.4x	1.3x	1.3x	\$18	\$455	32	56
Specialty Stores	5.7x	6.5x	1.2x	0.6x	\$33	\$289	23	38
Textiles	12.8x	8.8x	1.4x	1.2x	\$87	\$255	16	53

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	1 Yr	3 Yr	1 Yr	3 Yr	1 Yr	1 Yr		
Consumer Staples								
Agricultural Products	21.1x	21.1x	0.5x	0.5x	\$136	\$186	4	6
Brewers	16.3x	16.3x	5.5x	1.9x	\$150	\$177	3	7
Distillers and Vintners		46.6x		2.5x	\$8	\$92	3	9
Drug Retail	5.2x	8.0x	0.9x	0.9x	\$3	\$42	39	54
Food Distributors	11.3x	10.6x	1.5x	0.7x	\$48	\$900	18	32
Food Retail		13.2x	NM	1.1x	\$11	\$104	24	41
Household Products	11.4x	11.3x	2.4x	1.7x	\$10	\$24	8	18
Packaged Foods and Meats	10.8x	11.0x	1.8x	1.3x	\$19	\$223	57	103
Personal Products	14.0x	12.7x	2.0x	2.6x	\$17	\$193	40	63
Soft Drinks	15.6x	11.2x	2.4x	1.3x	\$91	\$646	11	19
Tobacco		8.5x	1.0x	1.0x	\$30	\$66	4	8
Energy								
Coal and Consumable Fuels	4.3x	4.9x	0.9x	1.3x	\$18	\$18	2	3
Integrated Oil and Gas					\$11	\$11	1	1
Oil and Gas Drilling	2.2x	30.2x	0.1x	2.6x	\$18	\$27	4	10
Oil and Gas Equipment and Services	6.5x	11.0x	0.4x	1.2x	\$27	\$80	33	67
Oil and Gas Exploration and Production	4.0x	5.8x	2.6x	2.8x	\$8	\$366	151	185
Oil and Gas Refining and Marketing	7.1x	11.7x	2.5x	2.6x	\$64	\$258	12	33
Oil and Gas Storage and Transportation	10.6x	11.4x	5.2x	7.0x	\$132	\$636	35	75
Financials								
Financial Exchanges and Data		15.5x		3.0x	\$175	\$190	4	10
Investment Banking and Brokerage							0	0
Life and Health Insurance		9.6x	3.7x	1.3x	\$416	\$1,280	6	8
Mortgage Real Estate Investment Trusts (REITs)		27.4x		12.0x	\$303	\$326	3	4
Thrifts and Mortgage Finance				3.5x	\$150	\$1,105	15	16

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	1 Yr	3 Yr	1 Yr	3 Yr	1 Yr	1 Yr		
Health Care								
Biotechnology	18.6x	23.7x	12.2x	7.5x	\$36	\$1,356	95	131
Health Care Distributors	11.0x	9.4x	2.2x	1.6x	\$23	\$524	28	42
Health Care Equipment	17.0x	13.6x	2.4x	2.1x	\$23	\$319	306	471
Health Care Facilities	8.1x	9.0x	1.5x	1.0x	\$15	\$105	94	113
Health Care Services	11.6x	11.3x	1.4x	1.6x	\$15	\$485	77	137
Health Care Supplies	NM	22.1x	12.2x	2.5x	\$36	\$1,443	15	30
Health Care Technology	18.2x	17.3x	3.8x	3.8x	\$30	\$770	68	104
Life Sciences Tools and Services	19.2x	17.8x	3.1x	2.6x	\$28	\$63	28	51
Managed Health Care		NM	0.3x	0.3x	\$55	\$341	10	13
Pharmaceuticals	13.2x	20.0x	5.3x	5.1x	\$17	\$558	253	352
Industrials								
Aerospace and Defense	12.1x	13.0x	1.7x	1.5x	\$94	\$468	44	92
Air Freight and Logistics	7.9x	8.6x	1.3x	1.1x	\$95	\$549	21	38
Airlines		8.1x	0.3x	0.3x	\$8	\$8	3	6
Airport Services		13.8x	0.3x	0.3x	\$2	\$2	1	4
Building Products	15.7x	10.0x	1.0x	1.1x	\$44	\$611	17	41
Commercial Printing	6.5x	8.0x	0.3x	1.3x	\$21	\$97	8	22
Construction and Engineering	9.4x	9.4x	0.7x	0.9x	\$19	\$552	41	93
Construction Machinery and Heavy Trucks	19.4x	9.2x	0.5x	0.9x	\$17	\$705	14	33
Diversified Support Services	8.7x	10.5x	1.1x	1.3x	\$34	\$405	74	155
Electrical Components and Equipment	15.7x	9.3x	NM	1.4x	\$43	\$276	21	53
Environmental and Facilities Services	5.8x	11.0x	1.2x	1.1x	\$17	\$216	42	66
Heavy Electrical Equipment	22.1x	12.3x	0.9x	1.6x	\$20	\$52	11	23
Highways and Railtracks					\$36	\$36	1	1
Human Resource and Employment Services	13.7x	13.6x	1.3x	1.7x	\$11	\$83	26	43
Industrial Machinery	11.0x	10.6x	1.3x	1.6x	\$14	\$182	47	124
Marine	11.3x	11.4x	1.5x	2.4x	\$260	\$668	7	20
Marine Ports and Services	11.3x	11.3x	1.5x	2.4x	\$927	\$1,060	4	10
Office Services and Supplies	6.3x	8.6x	0.7x	0.9x	\$180	\$542	27	56
Railroads		13.3x		4.1x	\$168	\$168	2	7
Research and Consulting Services	10.6x	13.6x	1.3x	1.8x	\$60	\$301	71	117
Security and Alarm Services		12.8x		0.5x	\$9	\$34	7	18
Trading Companies and Distributors	9.1x	9.4x	0.7x	0.7x	\$20	\$418	62	135
Trucking	8.9x	10.0x	0.8x	1.0x	\$15	\$405	30	55

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Information Technology								
Application Software	12.3x	14.3x	3.4x	3.1x	\$74	\$1,068	118	220
Communications Equipment	7.9x	13.8x	1.9x	1.8x	\$191	\$1,145	24	68
Data Processing and Outsourced Services		22.8x	NM	2.4x	\$300	\$333	9	22
Electronic Components	6.5x	12.3x	0.9x	1.7x	\$39	\$82	8	31
Electronic Equipment and Instruments	13.0x	13.5x	4.5x	1.9x	\$30	\$1,189	16	40
Electronic Manufacturing Services		8.1x	2.4x	1.3x	\$80	\$127	7	27
Internet Services and Infrastructure	11.5x	10.9x	1.2x	1.2x	\$73	\$475	44	88
IT Consulting and Other Services	13.3x	13.0x	1.7x	1.8x	\$53	\$895	118	228
Semiconductor Equipment		9.0x	3.0x	2.4x	\$188	\$198	4	10
Semiconductors	30.8x	19.7x	9.2x	3.6x	\$300	\$4,237	20	40
Systems Software	8.6x	17.7x	3.5x	2.9x	\$46	\$287	53	95
Technology Distributors	7.1x	8.7x	0.7x	0.7x	\$30	\$1,279	18	39
Technology Hardware, Storage and Peripherals	13.7x	13.7x	1.3x	1.2x	\$45	\$217	27	46
Materials								
Aluminum		13.4x		0.9x	\$171	\$171	1	4
Commodity Chemicals	10.0x	10.0x	1.2x	1.3x	\$45	\$382	29	68
Construction Materials	8.4x	9.6x	1.0x	1.1x	\$18	\$80	19	28
Diversified Chemicals				2.8x			0	1
Diversified Metals and Mining	7.3x	7.2x	5.2x	1.7x	\$1	\$57	48	72
Fertilizers and Agricultural Chemicals		9.3x		2.0x	\$77	\$77	2	9
Forest Products		13.5x		1.8x	\$13	\$13	1	5
Gold	7.3x	10.3x	4.0x	4.0x	\$3	\$119	62	86
Industrial Gases		9.2x		1.9x			0	1
Metal and Glass Containers		10.0x	1.2x	1.8x	\$14	\$412	8	19
Paper Packaging	8.3x	9.8x	1.2x	0.9x	\$85	\$214	5	17
Paper Products	8.7x	9.1x	0.5x	0.9x	\$95	\$95	2	12
Precious Metals and Minerals	7.3x	7.8x	5.2x	3.9x	\$2	\$17	25	38
Specialty Chemicals	11.0x	10.9x	2.5x	1.8x	\$152	\$567	16	39
Steel	9.9x	6.7x	0.6x	0.8x	\$24	\$313	15	29

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	1 Yr	3 Yr	1 Yr	3 Yr	1 Yr	1 Yr		
Real Estate								
Diversified REITs		15.5x		10.7x			0	2
Health Care REITs	15.4x	14.8x	4.2x	7.4x	\$2	\$2	1	4
Hotel and Resort REITs		15.8x		4.5x			0	5
Industrial REITs	26.3x	20.7x	20.5x	14.6x	\$3,461	\$3,461	1	6
Office REITs		17.6x		10.7x	\$14,600	\$14,600	1	6
Real Estate Development	16.3x	23.9x	1.1x	NM	\$32	\$91	11	19
Real Estate Operating Companies	11.7x	11.7x	9.0x	10.7x	\$30	\$73	1992	2040
Real Estate Services		30.2x	2.2x	2.2x	\$45	\$82	7	11
Residential REITs	28.3x	26.1x	12.0x	11.2x	\$3,023	\$3,023	2	8
Retail REITs	18.7x	19.1x	10.9x	10.9x	\$967	\$2,537	3	9
Specialized REITs	77.5x	77.5x	17.2x	17.2x	\$388	\$388	2	4
Utilities								
Electric Utilities	8.7x	10.0x	2.7x	3.3x	\$281	\$1,190	12	24
Gas Utilities	8.1x	10.5x	NM	2.8x	\$424	\$1,352	9	19
Independent Power Producers and Energy Traders		10.9x		2.1x	\$9	\$232	3	6
Multi-Utilities		10.6x		3.1x	\$850	\$850	1	3
Renewable Electricity	11.7x	15.9x	8.7x	8.7x	\$50	\$458	36	48
Water Utilities	8.1x	11.6x	7.6x	7.6x	\$2	\$99	19	31

About the Data

The information presented in this report is an analysis of deals in the United States or Canada. A deal is described as any closed or announced M&A transaction where the target is headquartered in the United States or Canada, financial terms of the transaction have been disclosed, and the target has an industry classification that falls into the subject industry group and as such may not be representative of your company's market valuation. Past performance is not indicative of future results. Certain adjustments have been made to the information to exclude transactions which are not specific to the industry or incorporate relevant transactions for which an industry classification was omitted.

1 YR values are calculated for the period from January 1, 2020 to December 31, 2020

3 YR values are calculated for the period from January 1, 2018 to December 31, 2020



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ArkMalibu is one of the only Mergers & Acquisitions advisory firms that focuses exclusively on sell-side transactions.

We're not like other banks – we don't have conflicted business relationships with buyers, leaving our senior advisors and principals unhindered and unyielding in their pursuit of your goals. From the first meeting to dry ink, we are dedicated to exceeding your expectations and surpassing industry valuation benchmarks during one of life's most prodigious events. Selling a company requires both psychological intelligence and financial rigor, and that is ArkMalibu. We're a steady ship in stormy seas – here to guide you through uncharted territory with experience, integrity, and confidentiality at every turn.



Unconflicted. Loyalty to You is our Livelihood

- We only represent sellers; we're not incentivized to encourage you to accept less than your company's true maximum value.
- We pursue the highest possible value because we're unconflicted.



Unorthodox. Senior-Level Service is Our Standard

- All of ArkMalibu's clients receive care and attention from our senior-level advisors and principals.
- From analysts to principals, our team remains present and available throughout the process.



Unrelenting. Our Unrivaled Strategy Sells Your Story

- Our approach: understand, capture, and communicate your company's culture – the asset that can't be duplicated – and work to identify buyers whose goals and values align with yours, negotiating tirelessly on your behalf in order to complete the deal with the best partner.
- Our proprietary Four Boxes Analysis delivers prospective buyers a compelling investment story with undeniable upside.



We are Anchored to Increasing Your Value

- ArkMalibu is tied to your destiny; we are anchored to the goal of bringing you unparalleled value while navigating the personalities and interests of the people involved.
- Selling a business requires as much EQ as IQ; with our depth of experience and understanding of the complex human dynamics at play, we coach you through the challenges so you can enjoy your hard-earned and well-deserved prosperity.



4555 Lake Forest Drive, Suite 365
Cincinnati, OH 45242



(513) 583-5413



www.arkmalibu.com