

Deal & Market Data Database Summary

Guideline Transaction Databases

Database	Type of Company	Number of Deals	Number of 4-digit SIC Codes	Number of 6-digit NAICS Codes	Median Revenue	Median Selling Price	1-year subscription
Pratt's Stats	Private	29,311	847	920	\$744,000	\$355,000	\$895
BIZCOMPS	Private	12,422	413	573	\$463,000	\$185,000	\$569
Public Stats	Public	4,002	502	542	\$104 million	\$211 million	\$389 (w/Pratt's Stats sub)
Mergerstat/BVR Control Premium Study	Public	11,462	794	836	\$109 million	\$134 million	\$689

Discount & Premium Databases

Database	Type of Company	Number of Deals	Number of 4-digit SIC Codes	Number of 6-digit NAICS Codes	Median Revenue	Median Selling Price	1-year subscription
Mergerstat/BVR Control Premium Study	Public	11,462	790	832	\$109 million	\$134 million	\$689
Stout Restricted Stock Study (formerly FMV Restricted Stock Study)	Public	744	174	169	\$15.0 million	Not applicable	\$759
Valuation Advisors Lack of Marketability Discount Study	IPO	14,011	352	428	\$33.4 million	Not applicable	\$689

Revised June 5, 2018