

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	28,253	837	917	\$740,000	\$350,000	\$895
BIZCOMPS	Private	13,940	429	504	\$449,000	\$182,000	\$569
Public Stats	Public	3,862	490	530	\$104 million	\$208 million	\$389 (w/Pratt's Stats sub)
Mergerstat/BVR Control Premium Study	Public	11,320	790	832	\$110 million	\$135 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	11,320	790	832	\$110 million	\$135 million	\$689
Stout Restricted Stock Study (formerly FMV Restricted Stock Study)	Public	784	176	171	\$15.0 million	Not applicable	\$759
Valuation Advisors Lack of Marketability Discount Study	IPO	13,662	352	559	\$33.1 million	Not applicable	\$689

Revised January 2, 2018