

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	27,316	834	913	\$752,888	\$365,000	\$895
BIZCOMPS	Private	13,940	429	504	\$449,000	\$182,000	\$539
Public Stats	Public	3,823	490	529	\$102 million	\$206 million	\$389 (w/Pratt's Stats sub)
Mergerstat/BVR Control Premium Study	Public	10,780	785	827	\$108 million	\$132 million	\$675

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	11,049	785	827	\$110 million	\$134 million	\$675
Stout Restricted Stock Study (formerly FMV Restricted Stock Study)	Public	784	176	171	\$15.0 million	Not applicable	\$729
Valuation Advisors Lack of Marketability Discount Study	IPO	13,357	349	554	\$32.8 million	Not applicable	\$689

Revised August 1, 2017