DealStats

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DealStats Webinar Q&A

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Q: Where can I find the companion guide/FAQ/video tutorials, etc.?

A: The companion guide, FAQ page, and video tutorials will be available on the *DealStats* product page on July 30, 2018. The link is dealstats.com and bvresources.com/dealstats. Please note that there is currently only a marketing placeholder page available at those links—the current page is not the product page. The FAQ page contains a section that defines the terms used in *DealStats* and provides the formulas for the calculations used.

Q: Is there a video recording of the webinar? Can I download the PowerPoint slides?

A: You can view the video here and download the PowerPoint here.

Q: Can you provide me with the link to join the Contributor Network?

A: bvresources.com/contribute

Q: I have an Excel template I use for *Pratt's Stats*. Will I need to change it?

A: The "All Available Fields" export in *DealStats* is very similar to *Pratt's Stats*, with the exception of a few new fields. A crosswalk between the legacy *Pratt's Stats* and *Public Stats* field names/placement and new field names/placement in *DealStats* can be found here.

Also, you can utilize the "Only Displayed Fields" export to only export the fields you have chosen to view on the Data Tab.

Q: Can I search by [field name]?

A: You can search by any field available in *DealStats*. Please see a list of all available fields here.

Q: Is the PS Analyzer still available?

A: The downloadable PS Analyzer Excel file is no longer available because all the functionality contained in the PS Analyzer is now available in *DealStats*. The filtering present in the PS Analyzer is available in *DealStats* (and is more robust than in the PS Analyzer), the graphs are located in the "Insights" tab of *DealStats,* applying multiples to your subject company is available in the "Multiples" tab, and the templates to work down to an equity value are available in the "Equity" tab.

Q: I have questions about the "Save" feature. Can you explain that more to me?

A: The "Save" feature allows you to save your work for future use. The "Save" feature will save anything you have done within that session of *DealStats*, including any search criteria utilized on the "Quick Search" tab and "Search" tab, any fields you have selected or rearranged using the "Display" tab, any sort preferences you have made on the "Sort" tab, and any transactions you have deselected (unchecked) on the "Data" tab.

If you want to save just the view of certain fields and their order, enter *DealStats*, make your modifications on the "Display" tab, and select "Save."

If you want to save just your search criteria, enter *DealStats,* specify your search criteria on the "Quick Search" tab and/or "Search" tab, and select "Save."

Saving your search criteria, then revisiting it later, will return all new transactions that meet your search criteria. If you only want to see transactions that were available as of your initial search, navigate to the "Search" tab, select the "Live Date" field, choose the operator "Less or Equal," then specify the date of your search.

All saved information is account-specific (an individual user only has access to his or her own saved displays and searches). If you would like to save a display, field layout, or other customization to be accessible firmwide, we can set your firm up with a portal. Please contact BVR at sales@bvresources.com or 1-503-479-8200, ext. 2.

There is no limit on the amount of saved items you can have, nor do they expire.

You can retrieve a saved search and change any criteria you like, then save the search again using the same name (which saves over the previous saved search), or you can give it a new name (which saves it as a new search). Think of it like an Excel file—you can open, make changes, and then save it, *or* you can save it with a new name, which saves it as a new file (and leaves your previous file intact).

Q: Does *DealStats* contain private/public acquirers and private/public targets? Can I search by private/public acquirers and private/public targets?

A: *DealStats* contains transactions where the purchased company was private, and the buyer was either an individual or private company, or was a public company.

DealStats also contains transactions where the purchased company was public, and the buyer was either a private company (such as a private equity company) or was company management, or was a public company.

To search by acquirer type, select the "Acquirer Type" field on either the "Quick Search" tab or the "Search" tab, and choose either "Private" or "Public."

Please note that the "Search" tab defaults to "Private" for the "Target Type." If you would like to search for acquired public companies, go to the "Search" tab and change "Private" to "Public." To search for all target types, click the trashcan icon on the "Target Type" field.

You can search by any combination of "Acquirer Type" and "Target Type" you choose.

Q: It sounds like *DealStats* will be replacing *Pratt's Stats*. Will the pricing change?

A: After several years of price freezes, BVR raised prices on most products on Jan. 1, 2018 (the exception to this was *Pratt's Stats*, which maintained its price on Jan. 1, 2018). At the start of summer 2018, the price of *Pratt's Stats* increased to $995 for a one-year subscription. When *DealStats* goes live on July 30, 2018, there will be no price increase from the current subscription price for *Pratt's Stats.*

The day pass option, which is new, will cost $349. Any day pass purchases can be credited toward a subscription purchase within 30 days.

Q: There are several two-digit industry categories for some of the NAICS codes (e.g., Manufacturing, Retail Trade, and Transportation and Warehousing)? Why is this?

A: The NAICS code tree follows the structure provided by the U.S. Census Bureau. You can view the NAICS hierarchy here.

Q: How can I see both asset and stock sales?

A: To see both asset and stock sales, take no action. The only criterion applied by default is "Target Type" equals "Private." All other criteria are defaulted to be all inclusive. You can choose either "Stock" or "Asset" for the "Transaction Type" field in either the "Quick Search" tab or "Search" tab. You can later remove this criterion by clicking the trashcan icon on the "Transaction Type" field.

Q: Where can I view my accumulated filters (the various selection/filter criteria I have made)?

A: You can view your entire search/filter criteria on the "Summary" tab in *DealStats*. The information on the "Summary" tab can be downloaded using the "Download" tab (click the "Analysis Tabs" options), or you can use the "Copy" feature at the top-right of the "Summary" tab to copy and paste all your information into a Word document or Excel file.

Q: Do you get different transactions if you search by SIC versus NAICS, or does the database "recognize" when you put in an SIC code the associated NAICS codes and includes them as well in your search?

A: Each transaction in *DealStats* has both a SIC and corresponding NAICS associated with it. So, you should be able to search by either and receive the same transactions (e.g., if you're looking for software companies, you could search by SIC 7372 or NAICS 511210 and receive the same transactions).

The one potential exception to this is where the relationship of SIC to NAICS is not one to one (where one SIC could correspond to two NAICS codes or more). In those situations, since the SIC is more general, you will receive more transactions when searching by the SIC code then by the NAICS code, since the NAICS is more specific.

Each transaction has up to three SIC codes and up to three NAICS codes assigned to the target company, depending on the products/services the target business offers. This is the same number of codes that were offered in *Pratt's Stats* and *Public Stats*.

Q: Are the transactions sourced? What are the sources of your transactions?

A: Yes. Each transaction provides the source, which will either be the Securities and Exchange Commission (SEC), System for Electronic Document Analysis and Retrieval (SEDAR), or the BVR Contributor Network.

If the transaction came from the SEC, the acquirer name, CIK number, filings used (e.g., 8-K, 8-K/A, 10-Q, 10-K, etc.), and a link to the buyer's filings are provided.

If the transaction came from the SEDAR, the acquirer's name will be provided, along with a link to the buyer's filings.

If the transaction came from a member of the BVR Contributor Network, the contributor's name and firm name are provided (and you can look up the contact information using the BVR Contributor Network database). Some contributors choose to keep their name and firm name confidential. For these transactions, you will see that the source is from the BVR Contributor Network, but you will not see the contributor's name and firm name.

Q: Can I adjust the selling prices and multiples from within *DealStats*?

A: No, the selling prices and multiples will need to be adjusted in your Excel download.

Q: In the "Search All Text Fields" box on the "Quick Search" tab, can you search by phrases? In other words, if you specify "information technology," will it search for that term or each word separately?

A: Currently, the "Search All Text Fields" box will search for each word separately (e.g., all transactions that have "information" or "technology" in a text field). We are working on an enhancement to this where you can use quotation marks around the phrase you are searching for to return that exact phrase.

Q: On the "Search" tab, does the "and" and "or" logic apply to all pieces of criteria specified?

A: Yes. All pieces of criteria on the "Search" tab will be applied using either "and" or "or" criteria, depending on what you select. Regardless of your selection for the specific criteria within the "Search" tab, the criteria between the "Quick Search" tab and the "Search" tab will be applied using "and" logic.