

Valuation Advisors Lack of Marketability Discount Study

\$689 USD/year

Easily calculate a discount for lack of marketability using pre-IPO data.

Defend your discounts for lack of marketability with the most current data in the **Valuation Advisors Lack of Marketability Discount Study**. This robust, online database, used by the top 4 accounting firms, includes 13,600+ pre-IPO transactions, including 1,570+ non-U.S. deals covering 38 countries, from 1985-present. This must-have tool enables you to reference actual DLOMs for companies with similar characteristics to your subject company and ensures you have the best data available.

Benefits of Valuation Advisors:

- Search 13,600+ pre-IPO transaction, including 1,570 non-U.S. deals covering 38 countries from 1995-present
- Get the most current pre-IPO data with monthly updates that provide the most timely information
- Utilize a quarterly summary chart of median DLOMs by year for each of the included pre-IPO timeframes
- Capture lack of marketability discount data with advanced search results that include statistics on count, range, mean, and median

Year Introduced at BVR: 2002

Data Type: Pre-IPO transactions

Delivery Method: Online database

Industries Covered: 352 4-digit SIC codes and 559-digit NAICS codes

Product Updated: Monthly

Source of information: Prospectuses filed with the SEC

Number of records: 13,600+

Valuation Advisors Transaction Summary

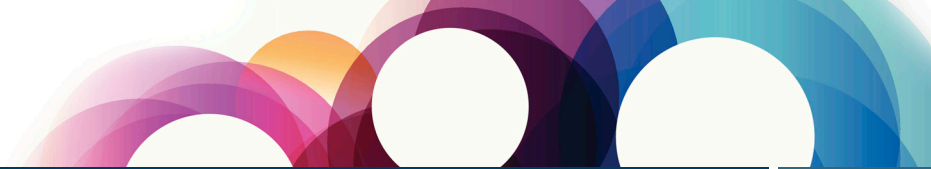
| Statistic | Count | Range | Mean | Median |
|---|-------|--------------------------------|-----------------|-----------------|
| Transaction Date | 9 | 6/30/1993 - 6/30/2008 | N/A | N/A |
| IPO Date | 9 | 11/11/1996 - 2/7/2012 | N/A | N/A |
| Revenues | 9 | \$46,981,000 - \$3,993,443,000 | \$2,255,050,000 | \$3,766,988,000 |
| IPO Price Per Share | 9 | \$8.50 - \$15.00 | \$13.17 | \$14.00 |
| Transaction Price Per Share | 9 | \$6.11 - \$11.25 | \$9.45 | \$10.00 |
| Marketability Discount for Pre-IPO <= 2 years | 4 | 25.0% - 33.3% | 28.9% | 28.6% |
| Marketability Discount for Pre-IPO > 2 years | 5 | 21.4% - 41.8% | 28.1% | 27.8% |

| Statistic | Count | Range | Mean | Median |
|---|-------|---------------|-------|--------|
| Marketability Discount for Pre-IPO = 0 - 3 months | 1 | 25.0% - 25.0% | 25.0% | 25.0% |
| Marketability Discount for Pre-IPO = 7 - 9 months | 1 | 33.3% - 33.3% | 33.3% | 33.3% |
| Marketability Discount for Pre-IPO = 10 - 12 months | 1 | 28.6% - 28.6% | 28.6% | 28.6% |
| Marketability Discount for Pre-IPO = 0 - 1 years | 3 | 25.0% - 33.3% | 29.0% | 28.6% |
| Marketability Discount for Pre-IPO = 1 - 2 years | 1 | 28.6% - 28.6% | 28.6% | 28.6% |
| Marketability Discount for Pre-IPO = 2 - 3 years | 2 | 21.4% - 27.8% | 24.6% | 24.6% |
| Marketability Discount for Pre-IPO = 3 - 4 years | 3 | 21.4% - 41.8% | 30.4% | 28.1% |

Transactions

To sort any of the columns, click on the blue column header. The web site will initially sort the data in ascending order. If you click the blue column header again, it will sort in descending order. The sorted column header will appear as bold text.

| No | SIC | NAICS | Pre-IPO Timeframe | Transaction Date | Marketability Discount | CPS S O | Company | Revenues |
|----|------|--------|-------------------|------------------|------------------------|---------|-------------------------|-----------------|
| 1 | 5141 | 445110 | 44 mth(s) | 6/15/2008 | 28.1% | S | Roundys, Inc. | \$3,766,988,000 |
| 2 | 5141 | 424410 | 41 mth(s) | 6/30/2007 | 41.8% | O | Primo Water Corporation | \$46,981,000 |
| 3 | 5141 | 424410 | 29 mth(s) | 6/30/2008 | 27.8% | O | Primo Water Corporation | \$46,981,000 |
| 4 | 5141 | 425120 | 41 mth(s) | 6/30/1993 | 21.4% | S | ProSource, Inc. | \$3,993,443,000 |
| 5 | 5141 | 425120 | 29 mth(s) | 6/30/1994 | 21.4% | S | ProSource, Inc. | \$3,993,443,000 |
| 6 | 5141 | 424410 | 9 mth(s) | 4/15/1998 | 33.3% | S | Merkert American | \$230,364,000 |
| 7 | 5141 | 7223 | 18 mth(s) | 5/15/1995 | 28.6% | S | ProSource, Inc. | \$3,993,443,000 |
| 8 | 5141 | 7223 | 10 mth(s) | 1/15/1996 | 28.6% | S | ProSource, Inc. | \$3,993,443,000 |
| 9 | 5141 | 424410 | 2 mth(s) | 11/1/1998 | 25.0% | O | Merkert American | \$230,364,000 |



Additional information

Valuation Advisors Transaction Report

| Company | | Financial Data | |
|------------------------------|---|-------------------------|---------------|
| Company | Dicrena Pharmaceuticals, Inc. | Net Sales | \$7,015,000 |
| Product, Service or Business | Pharmaceutical Preparations | Marketability Discount | 50.533% |
| SIC | 2834 Pharmaceutical Preparations | Total Assets | \$56,072,000 |
| NAICS | 325412 Pharmaceutical Preparation Manufacturing | Operating Income | (\$9,250,000) |
| Country | United States | Operating Profit Margin | -131.860% |
| Transaction Data | | | |
| Pre-IPO Timeframe | 1 mth(s) | | |
| Transaction Date | 12/30/2013 | | |
| Transaction Price Per Share | \$7.42 | | |
| CPS, S or O | 0 | | |
| IPO Date | 1/29/2014 | | |
| IPO Price Per Share | \$15.00 | | |
| Total Shares Outstanding | 16,627,660 | | |
| Shares Offered in IPO | 6,000,000 | | |

Number of Transactions as Measured by Revenue Range (as of December 2017)

