

# Valuation Advisors Lack of Marketability Discount Study

\$699 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 17,700+ pre-IPO transactions. 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 17,700+ pre-IPO transactions 1985-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 and quarter 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:** 366 4-digit SIC codes and 444-digit NAICS codes

**Product Updated:** Monthly

**Source of information:** Prospectuses filed with the SEC

**Number of records:** 17,700+

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

