

How much are companies worth in the Consumer sector?

3 key factors can give private company owners an indication of their valuation:

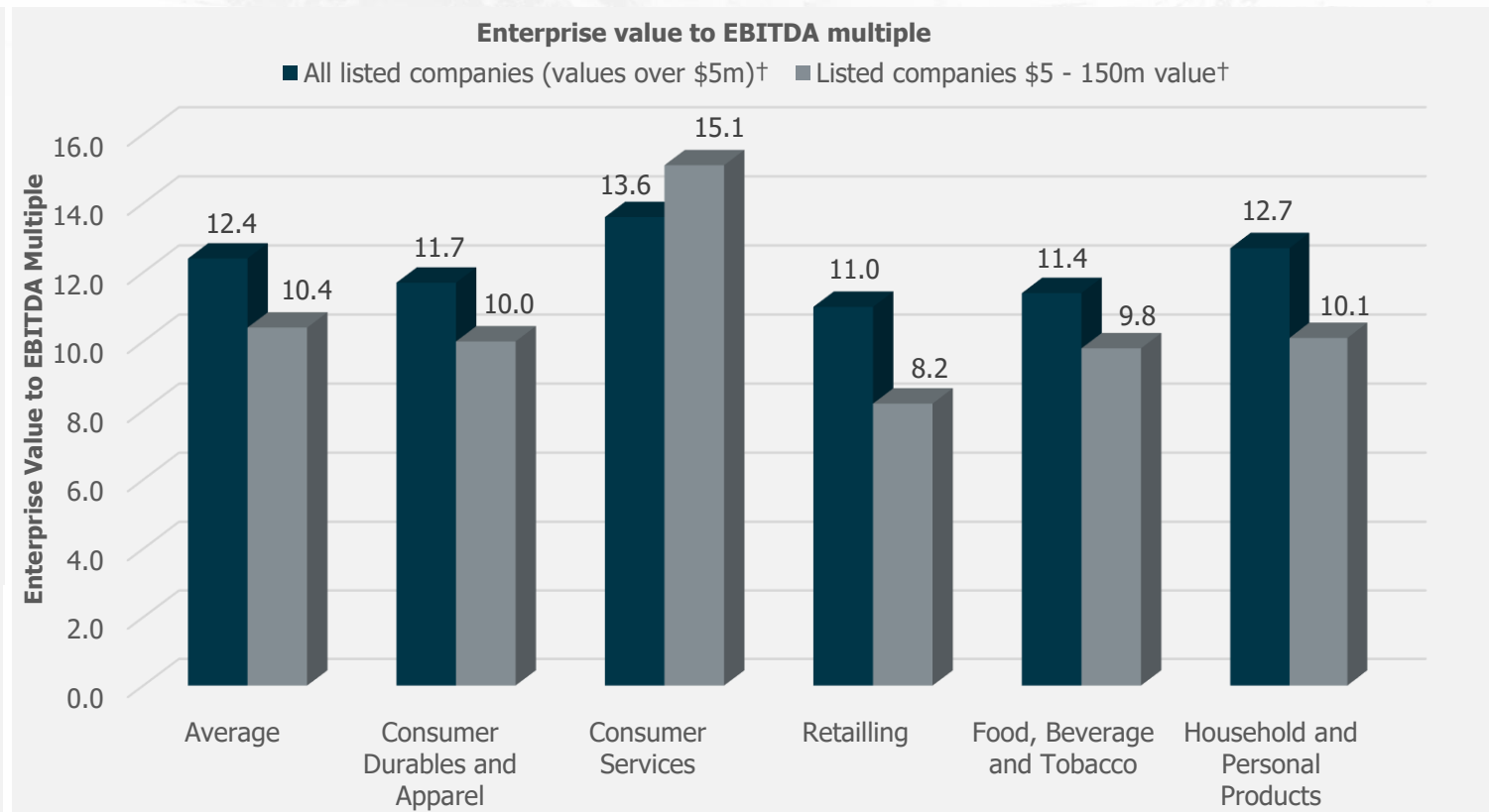
1 The Enterprise Value to EBITDA* multiples on which comparable listed companies are trading

2 The multiple of EBITDA paid by acquirers of comparable companies

3 The volume of completed mergers and acquisitions transactions

1 At the end of H2 2023, the global, all market average Enterprise Value to EBITDA multiple for listed Consumer companies was **12.4x**.†

Within the Consumer sector, average trading multiples for all listed companies varied between **11.0x** and **13.6x** across the range of sub-sectors. On average, sub \$150m companies traded at a discount to all listed companies.



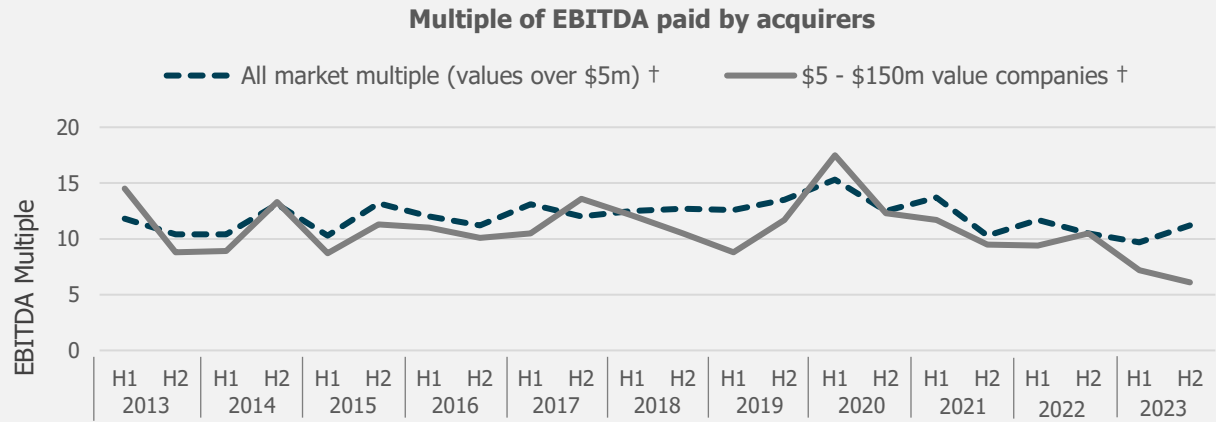
* EBITDA is Earnings Before Interest, Tax, Depreciation and Amortisation as derived from latest published accounts.

† Note, the Enterprise Value to EBITDA multiples above are for listed companies. By comparison, **privately owned companies are generally valued at a discount.**

2

The average multiple† of EBITDA* paid globally in all Consumer transactions to acquire control of companies has increased over the past six months. It currently stands at **11.2x**.

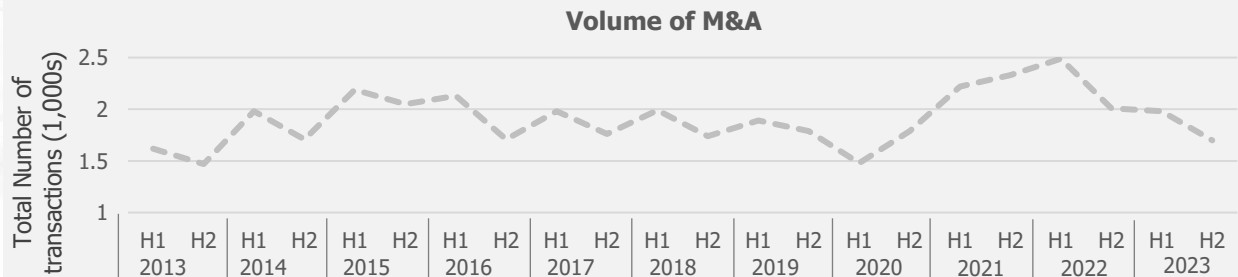
When reviewing these multiples, we break out companies in the range \$5-150m, as they tend to have unique attributes which affect their valuation. The multiple for these lower mid-market transactions for H2 2023 stands at **6.1x**.



* EBITDA is Earnings Before Interest, Tax, Depreciation and Amortisation as derived from latest accounts prior to the transaction.
 † Note, the transaction multiples above are calculated from raw historic data. This typically understates profits and therefore **valuations achieved are generally at lower multiples of "normalised" profits.**

3

In H2 2023, there were 1,705 transactions globally in the Consumer sector. This is a decrease on the previous six months, when there were 1,987 transactions.



Corbett Keeling's Global Consumer Sector Specialists:



John Herring



Rob Iles



Tim Robinson



Paul Willmott



Martijn Peters

Contact **Jim Keeling**
020 7626 6266
Jim.Keeling@corbettkeeling.com