

How much are companies worth in the Support Services sector?

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

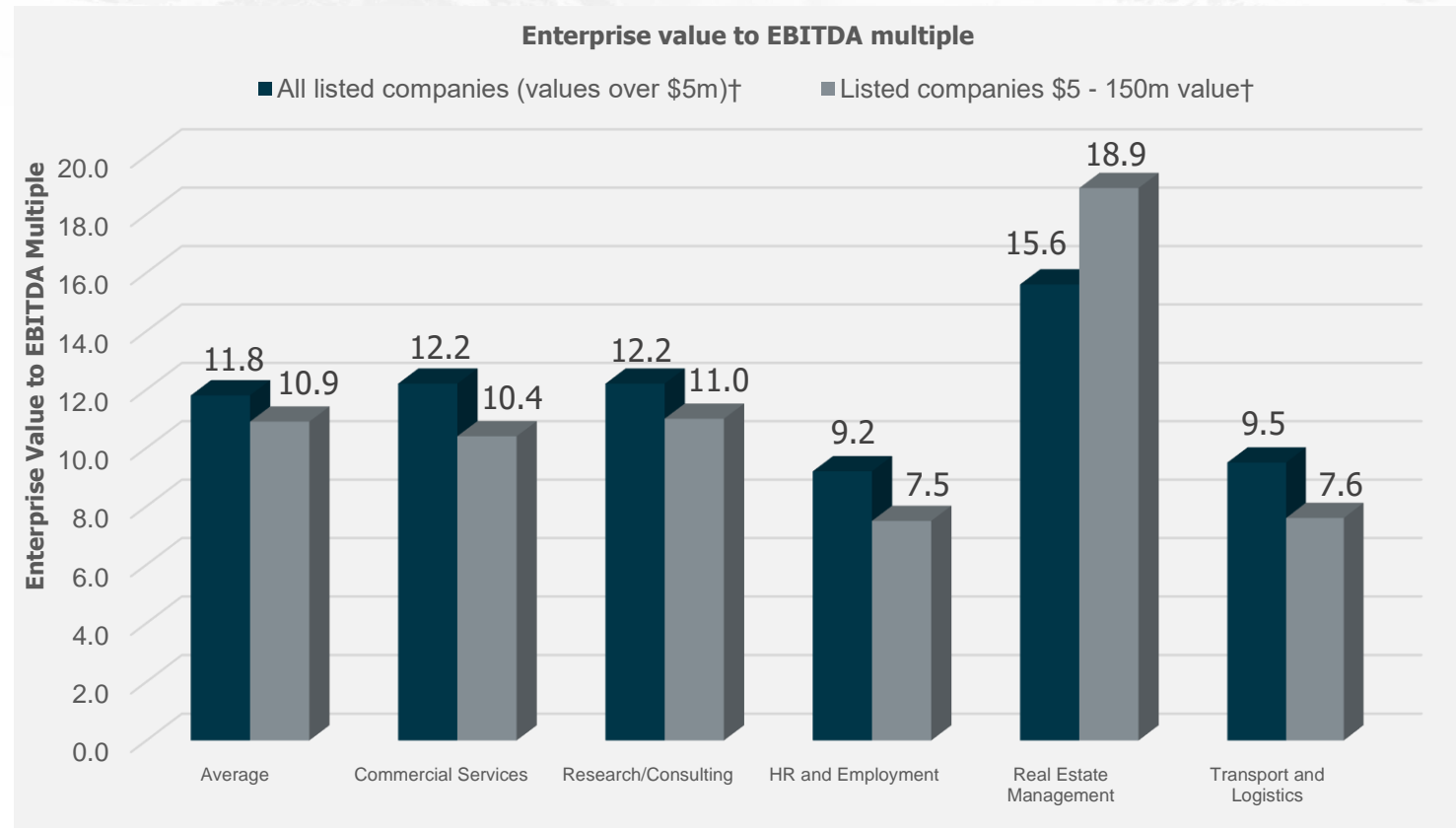
1 The Enterprise Value to EBITDA* multiples on which comparable listed companies are trading

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 Support Services companies was **11.8x**.†

Within the Support Services sector, average trading multiples for all listed companies varied between **9.2x** and **15.6x** 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.**

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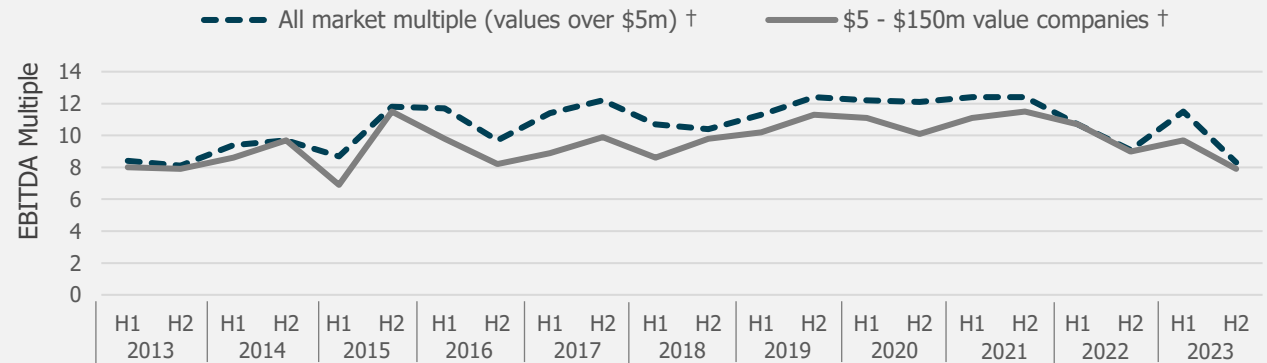
The average multiple† of EBITDA* paid globally in Support Services transactions to acquire control of companies has decreased over the past six months. It currently stands at **8.3x**.

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 currently stands at **7.9x**.

3

In H2 2023, there were 4,083 transactions globally in the Support Services sector. This was a decrease on the preceding six months, when there were 4,772 transactions.

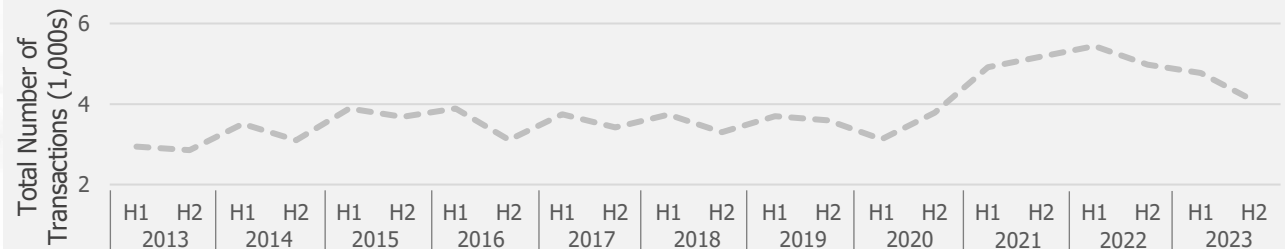
Multiple of EBITDA paid by acquirers



* 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.**

Volume of M&A



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