

Subject: M&A Market is strong

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Exit This Way Consulting

a division of One Network Inc.



MARKETPULSE

Year-over-year, multiples saw declines in most market segments. Nevertheless, multiples continue to remain strong. For sellers, valuations remain a compelling reason to enter the market. Meanwhile, buyers are no longer up against peak market prices, making it easier to justify an acquisition. We're facing a shortage of high-quality acquisition targets in the lower middle market. Buyers have the capital to spend, we just don't have the inventory to meet their needs. ... [Full Report](#)

COMMON MULTIPLE RANGE (EBITDA)

\$2MM - \$5MM	59% between 3.5-4.5
\$5MM-\$50MM	60% between 4.0-5.5

Larger [image](#) and full page

To discuss the current market conditions in your region and in your industry right now:-

Call Direct: **604.347.8138**

or

Email me: neil@exitthisway.ca

[Neil Thomson](#), **CBI**
Managing Partner

Continue the conversation

Why is a "No Asking Price" important for Maximum Value?

Once you put a price on something, it is very hard to realize more than the asking price. Having no price in a rising financial performance environment provides for flexibility and head room for a higher

**... we achieve
20% ++ more than the
internal valuation ...**

price. Traditionally purchasers always want to say, the "Asking Price is too high" ... now the onus is on the buyer to decide on the price they want to pay. **Our track record delivers 20% to 50% more transaction value than owners can get on their own.**

Selling, should my Accountant do my "market" Business Valuation?

Accountants are a vital part of business functions and a key member of the Closing Team, but are not likely the best choice at the outset for a "market based" business valuation ... here's why:-

- Your accountant doesn't sell Businesses every day,
- Your accountant is not independent.

Rather, the best "market based" business valuations are produced by certified business valuers who specialize in completing valuations that are tied directly to market driven data. The performance of business valuation services requires a high degree of skill and imposes upon the valuation professional a duty to communicate the valuation process and conclusion, in a manner that is clear and not misleading.

ETWC offers industry specific, market based, fair market valuations tied to the current reality. Call us to learn more.

[Email Neil](#), or call direct: **604.347.8138**



... the road less travelled,

what clients are saying ...

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