



VCA Blog

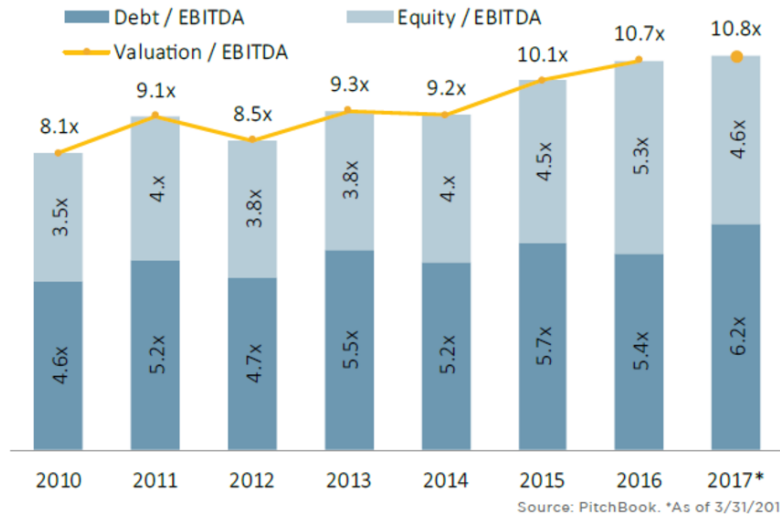
June 23, 2017

No Deals? Here's why. (Spoiler Alert: M&A Multiples at Peak)

Vertical Capital Advisors Blog June 23, 2017

ALPHARETTA, GA – Our friends in the private equity community tell us daily how hard it is for them to find good, well-priced deals. Some of them are even straying from their core to seek deals with a “story” (read: problem). Here's why:

US M&A (including buyouts) transaction multiples



According to PitchBook, the multiples being paid for businesses are at the post-recession peak at 10.8x EBITDA. Keep in mind that this means many deals traded well over 11x EBITDA.

The current market is the very definition of a seller's market.

If you successfully navigated your business through the choppy waters of 2008-2012 or if you started an enterprise more recently than that, now is the time to engage with Vertical Capital Advisors to tap into our disciplined approach of preparing your business for sale and obtaining peak value with the fewest conditions.

* * *

At Vertical Capital Advisors, we are most often engaged by industry leaders to be the bridge to the capital they need to fuel growth. We start with great leaders at great companies that have compelling, profitable business plans where the only missing ingredient is capital.



VCA Blog

June 23, 2017

ABOUT VERTICAL

Vertical Capital Advisors is an Atlanta-area business advisory firm built on ***creating tangible value*** for our clients, serving clients in just about every industry. Our clients are both capital growers and capital allocators. How can Vertical help your firm maximize value?

Joe Briner
Managing Director
Vertical Capital Advisors LLC
briner@verticalcapitaladvisors.com
866-912-9543 ext 108
678-591-0273