



# KPMG Multiples

Pricing with foresight

A KPMG Deal Advisory Valuation Product



# KPMG Multiples

## Pricing with foresight

KPMG Multiples offers companies access to the most important Trading & Transaction Multiples with just a few clicks. The solution thus supports the determination of the right price in the transaction process for buyers and sellers.

### Key features at a glance

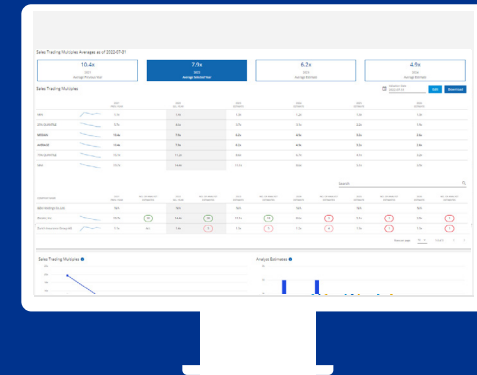


Individual and industry-specific Trading and Transaction Multiples at the desired reporting date at the push of a button

Data and value derivation based on consistent KPMG valuation standards

Access to a monthly updated database with > 17,500 companies and > 55,000 transactions worldwide

Calculation of company value incl. AI-assisted support to enhance result quality



Request a demo now!

- ✓ Unlimited amount of assessments
- ✓ Trading and Transaction Multiples
- ✓ Available anytime & updated monthly
- ✓ MS Excel export for further processing

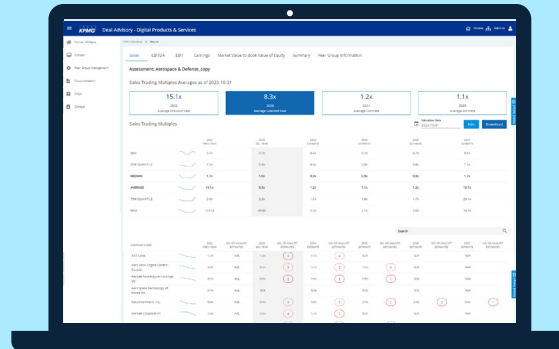
# KPMG Multiples combines the quick derivation of multiples and the performance of valuations in 2 apps.

## KPMG Multiples

01

Multiples

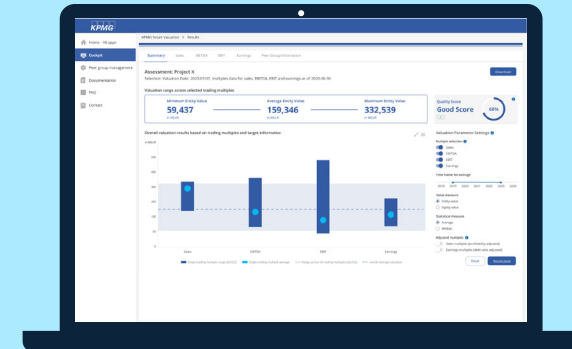
The central solution to derive **multiples** based on an **individual** and/or **industry peer group**.



02

Multiple Valuation

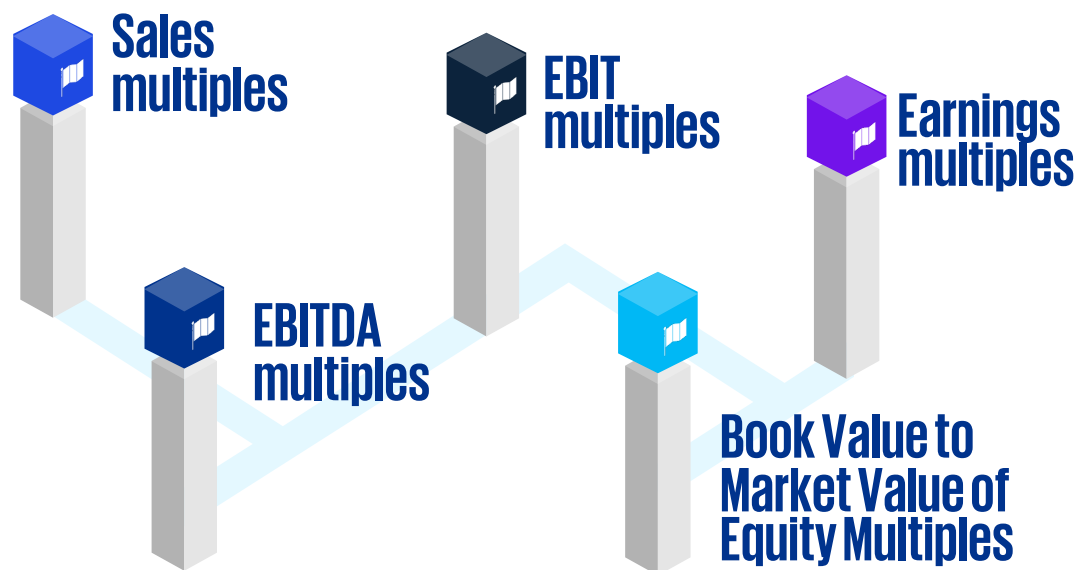
The solution for **company valuation** based on the **multiple method** and evaluation of the result using **quality criteria**.



KPMG Multiples is a solution whose apps enable both quick and in-depth analyses. All data comes from a single source. KPMG experts ensure the corresponding reliability of the data.

# Available multipliers and important functionalities

## Time series analyses and analyst estimates for:



## Configuration of the valuation result

- Selecting and deselecting individual multipliers
- Setting the time horizon
- Choice of value concept:
  - Entity Value
  - Equity value
- Choice of statistical location measure:
  - Average
  - Median
- Selection of adjusted multipliers (profitability or debt ratio adjustment)

In addition to calculating the valuation result, KPMG Multiples offers the opportunity to critically evaluate the valuation result using the Quality Score and to make targeted improvements.

# 5 quick steps to a multiple-based company valuation

**01**

## Deadline

Selection of the valuation date.

**02**

## Financial planning

Input of the key financial figures of the company to be valued and analysis of important KPIs such as sales growth and EBITDA margin.

**03**

## Net debt

Determination of net debt by entering assets and liabilities.

**04**

## Peer group

Selection of your own individual peer group from >17,500 companies or a predefined industry peer group.

**05**

## Multiple analysis

Analysis of the derived multipliers and possibility of adjustment by excluding outliers.



# Sneak peek into the tool



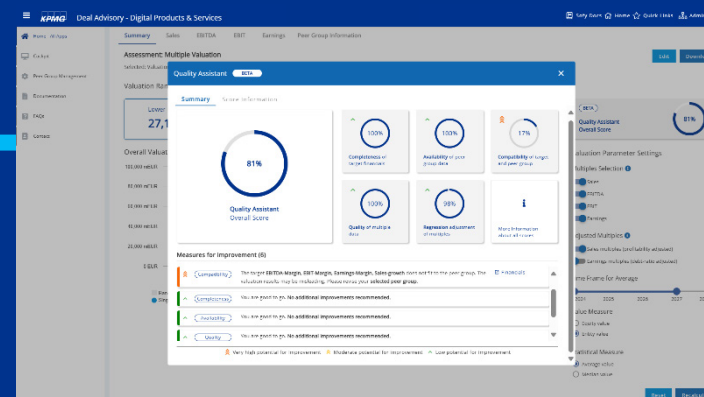
## Clear dashboard

One tab per available multiple including a summary for a quick overview of the overall assessment result.



## Tailor-made

Configuration of multiple selection, time horizon and many other settings for individualized analyses.

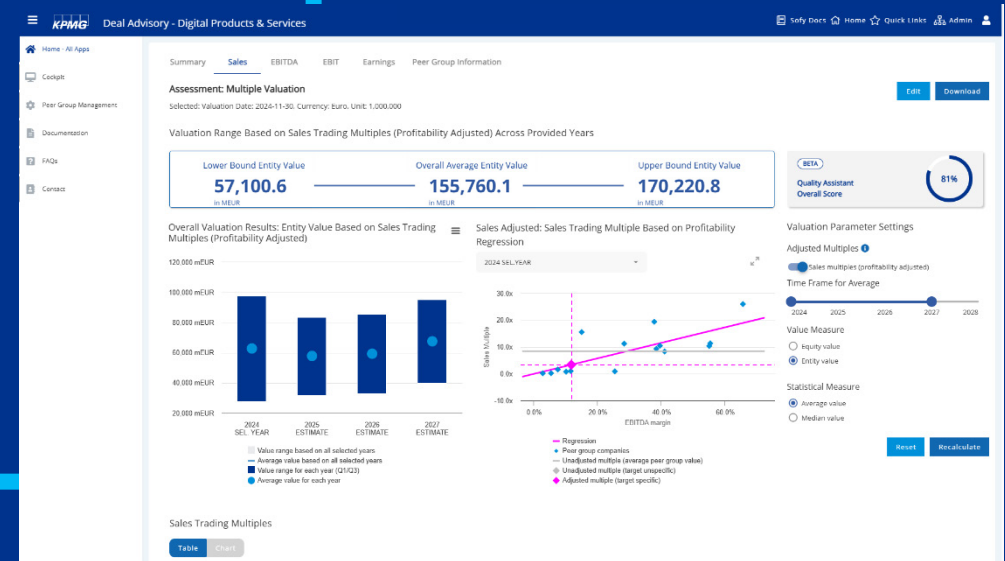


## Quality Assistant

AI-supported assistant to increase the quality of results including suggestions for improvement to optimize the assessment.

# Adjustment of sales and earnings multiples

Option to use regression-adjusted multiples based on the EBITDA margin or debt ratio of the target company.



Overall Valuation Results Based on Trading Multiples

	Entity Value	Sales (profitability adjusted)	EBITDA	EBIT	Earnings
Lower Bound	27,130.1	35,085.2	27,643.1	25,489.5	20,327.7
Average	51,780.3	63,810.8	59,548.6	44,986.2	38,771.5
Upper Bound	66,420.9	92,536.3	75,245.4	51,302.0	46,654.6

Target Information

	2024	2025	2026	2027	2028
Sales	10,432.0	21,234.0	20,061.0	25,002.0	29,424.0
EBITDA	2,168.0	3,108.0	3,668.0	4,302.0	4,801.0
EBIT	924.0	1,967.0	2,534.0	3,023.0	3,537.0
Earnings	481.0	1,492.0	2,488.0	2,197.0	2,689.0
Net debt	-1,896.0	-	-	-	-

Net assets of 2024

Cash and cash equivalents	3004
Other interest-bearing	17059
Liabilities	
Interest-bearing liability	14362
Interest-bearing accrual	4795
Net debt	-1896

Derivation of Equity Values

Equity values derived by Sales Trading Multiples (Profitability Adjusted)

Lower Bound Entity Value	Overall Average Entity Value	Upper Bound Entity Value
35,085.2	63,810.8	92,536.3

Equity values derived by EBITDA Trading Multiples

Lower Bound Entity Value	Overall Average Entity Value	Upper Bound Entity Value
27,643.1	59,548.6	75,245.4

## MS Excel export for further processing

All data can be exported to MS Excel at the touch of a button and used there for further analysis.

# Available product versions

## Self Service

- Independent access to KPMG multiples
- Ability to independently enter data and view results at any time
- Access to documentation

## Managed Service

In addition to access to the tool:

- Personal consultant as contact person for setup
- Support from KPMG expertise in compiling the relevant peer group

→ Only for **non-audit mandates**

## Tailored Service

In addition to Managed Service:

- Access to additional relevant multiples such as transaction multiples
- Outlier analyses to exclude the correct individual values
- Appraisal of statistical data
- Documentation adapted to individual needs

→ Only for **non-audit mandates**

**Note:** Some or all of the services described herein may not be permitted for KPMG audit clients and their affiliates. The ideal display of the tool is via the Chrome browser.



# Security & Certifications



## External certification

SOC3 / SOC2 / ISO27001  
certification External independent  
audit (BDO) Continuous internal  
reviews



## Architecture

Strong encryption  
Isolated environments  
Auto-scaling infrastructure to  
ensure consistent performance  
even with erratic usage patterns  
Choose your data geography to  
minimize latency and optimize  
performance



## Organization

Ring-fenced ops organization  
Documented procedures  
Background verification  
Approvals enforced in workflow  
systems



## Controls

Robust control framework  
in line with SOC2 and  
ISO27001 standards  
Controls tested multiple  
times per year  
Automated monitoring and  
logging

## Microsoft Azure Data Centres

# Your contact persons



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