

KPMG Multiples

Pricing with foresight

A KPMG Deal Advisory product



KPMG Multiples Pricing with foresight

KPMG Multiples offers companies access to the most important trading multiples with just a few clicks. This benchmark data supports the determination of the right price in the transaction process for buyers and sellers.

The features at a glance

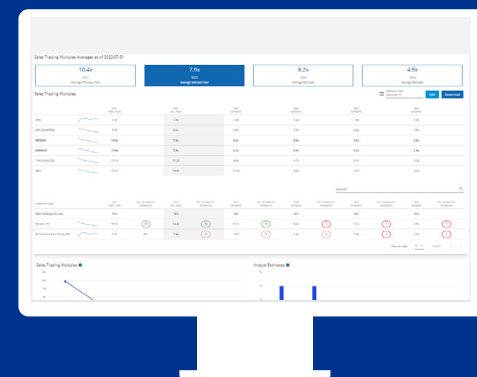


Peer group-specific and industry-specific trading multiples at the desired reporting date at the push of a button.

Individual Analysis & Adjustment options.

Derivation of data based on consistent KPMG valuation standards.

Access to a monthly updated database of >13,500 companies worldwide.

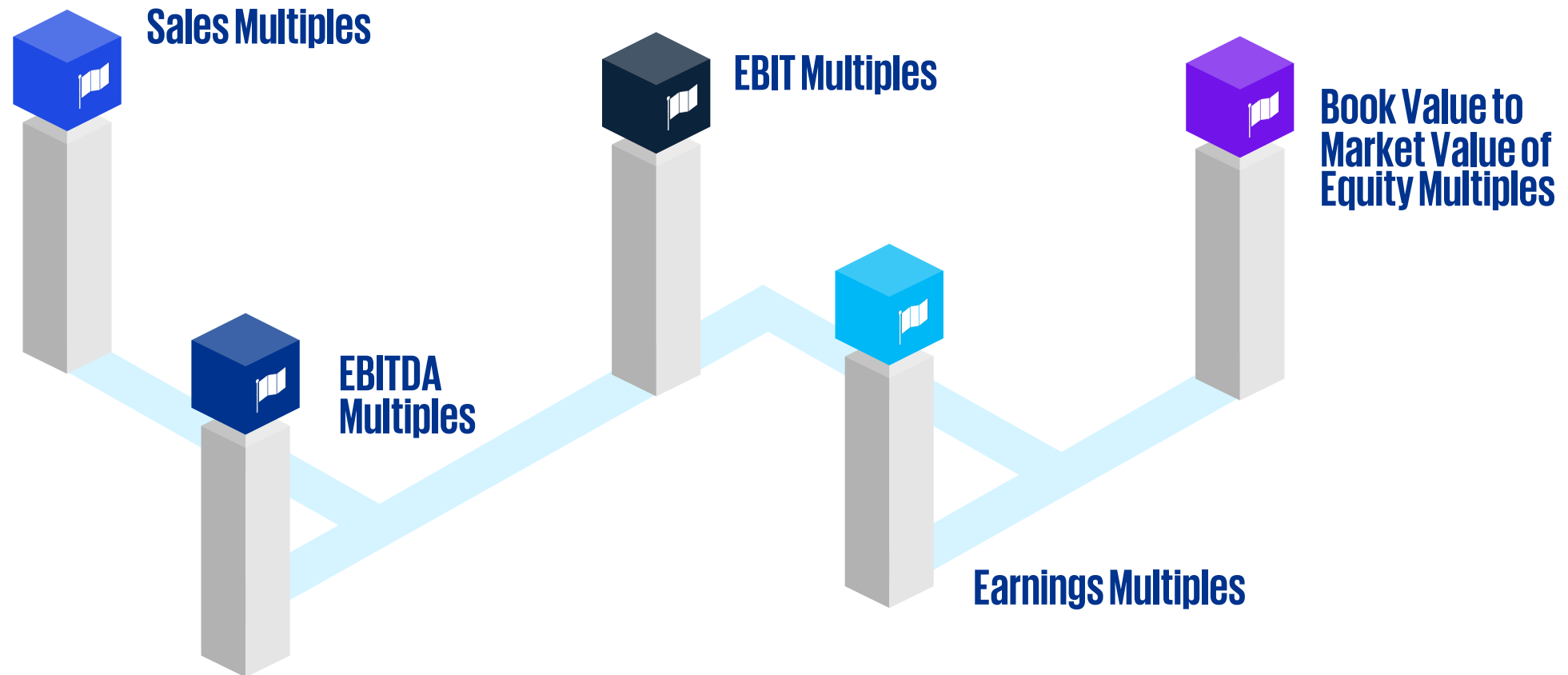


Request a demo now!

- ✓ Unlimited amount of assessments
- ✓ Trading Multiples from one single source
- ✓ Available at any time & updated monthly
- ✓ MS Excel export for further processing

Available Data

KPMG Multiples provides time series analysis including the number of analyst estimates for:



Only four quick steps to export the most relevant trading multiples

01

Reference Date

Select preferred reference date

02

Peergroup

Select your own individual peer group from >13,500 companies or filter from predefined industries.

03

Check the results

If necessary, result outliers can be filtered out

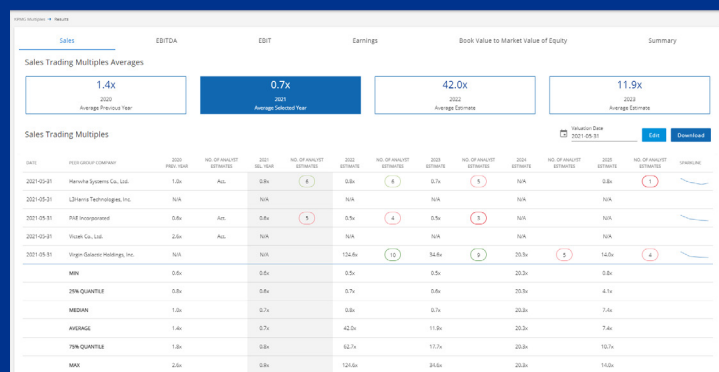
04

Download

Done! With the push of a button, the results can be exported to MS Excel for further processing.

With KPMG Multiples, companies can obtain tailored trading multiples with just a few clicks.

Sneak peek into the tool



Clear Dashboard

One tab per available multiple including a sparkline to quickly capture the trend per company

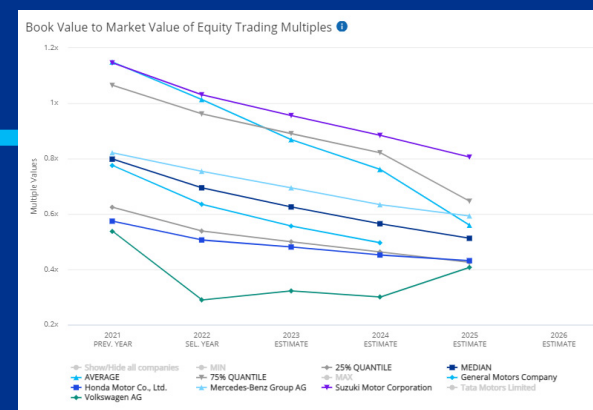
Transparent

For each value, the number of analysts' estimates behind it is indicated.



Customized

Individual peer group. If this is not known, industry multiples can be used as an approximation.



Further Visualization

Further graphical presentations of the data facilitate the analyses

Exclude Outliers



Exclusion of outliers

So that the multiples are not distorted by outliers, there is the possibility to exclude individual outliers

The screenshot shows the KPMG Deal Advisory software interface. The main window displays 'Sales Trading Multiples Averages' for the years 2020, 2021, 2022, 2023, 2024, and 2025. The values are: 1.4x (2020), 0.7x (2021), 42.0x (2022), and 11.9x (2023). A dialog box titled 'Exclude Sales Multiple Outliers' is open, showing a table of companies with their respective multiples and checkboxes to mark them as outliers. Below the table is a 'Define multiple range' slider set between 25.4 and 87, with an 'Exclude outliers' button.

| DATE | PEER GROUP COMPANY | 2020 | OUTLIER | 2021 | OUTLIER | 2022 | OUTLIER | 2023 | OUTLIER | 2024 | OUTLIER | 2025 | OUTLIER |
|------------|--------------------------------|------|-------------------------------------|------|-------------------------------------|--------|-------------------------------------|-------|-------------------------------------|-------|-------------------------------------|-------|-------------------------------------|
| 2021-05-31 | Hanuha Systems Co., Ltd. | 1.0x | <input checked="" type="checkbox"/> | 0.9x | <input checked="" type="checkbox"/> | 0.8x | <input checked="" type="checkbox"/> | 0.7x | <input checked="" type="checkbox"/> | N/A | <input type="checkbox"/> | 0.8x | <input checked="" type="checkbox"/> |
| 2021-05-31 | L3Harris Technologies, Inc. | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> |
| 2021-05-31 | PAE Incorporated | 0.6x | <input checked="" type="checkbox"/> | 0.6x | <input checked="" type="checkbox"/> | 0.5x | <input checked="" type="checkbox"/> | 0.5x | <input checked="" type="checkbox"/> | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> |
| 2021-05-31 | Vicsek Co., Ltd. | 2.6x | <input checked="" type="checkbox"/> | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> |
| 2021-05-31 | Virgin Galactic Holdings, Inc. | N/A | <input type="checkbox"/> | N/A | <input type="checkbox"/> | 124.6x | <input checked="" type="checkbox"/> | 34.6x | <input type="checkbox"/> | 20.3x | <input checked="" type="checkbox"/> | 14.0x | <input checked="" type="checkbox"/> |

Define multiple range: 25.4 ————— 87

Buttons: Reset to default, Exclude outliers

Multiple ranges



For faster results and larger peer groups there is also the possibility to set ranges.

Download

Excel export available for further processing

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

| Date | Name | 2020 | Marked as Outlier | Analyst Estimates | 2021 | Marked as Outlier | Analyst Estimates | 2022 | Marked as Outlier | Analyst Estimates | 2023 | Marked as Outlier | Analyst Estimates | 2024 | Marked as Outlier | Analyst Estimates | 2025 | Marked as Outlier | Analyst Estimates |
|------------|--------------------------------|------|-------------------|-------------------|------|-------------------|-------------------|------|-------------------|-------------------|------|-------------------|-------------------|-------|-------------------|-------------------|------|-------------------|-------------------|
| 31.05.2021 | Hanwha Systems Co., Ltd. | 20,0 | n/a | Actual | 22,7 | n/a | 5 | 20,7 | n/a | 5 | 17,2 | n/a | 4 | n/a | n/a | n/a | 25,0 | n/a | n/a |
| 31.05.2021 | L3Harris Technologies, Inc. | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 31.05.2021 | PAE Incorporated | 26,3 | n/a | Actual | 10,1 | n/a | 1 | 9,3 | n/a | 2 | 8,0 | n/a | 2 | n/a | n/a | n/a | n/a | n/a | n/a |
| 31.05.2021 | Victek Co., Ltd. | 68,7 | n/a | Actual | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 31.05.2021 | Virgin Galactic Holdings, Inc. | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | 131,2 | n/a | 4 | 52,5 | n/a | n/a |
| | MIN | 20,0 | | | 10,1 | | | 9,3 | | | 8,0 | | | 131,2 | | | 25,0 | | |
| | 25% QUANTILE | 23,2 | | | 13,2 | | | 12,1 | | | 10,3 | | | 131,2 | | | 31,9 | | |
| | MEDIAN | 26,3 | | | 16,4 | | | 15,0 | | | 12,6 | | | 131,2 | | | 38,7 | | |
| | AVERAGE | 38,4 | | | 16,4 | | | 15,0 | | | 12,6 | | | 131,2 | | | 38,7 | | |
| | 75% QUANTILE | 47,5 | | | 19,5 | | | 17,9 | | | 14,9 | | | 131,2 | | | 45,6 | | |
| | MAX | 68,7 | | | 22,7 | | | 20,7 | | | 17,2 | | | 131,2 | | | 62,5 | | |



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



Dr. Andreas Tschöpel

Partner, Deal Advisory

Valuation

KPMG AG, Berlin

+49 30 2068-1488

atschoepel@kpmg.com



Ken Arminger

Director, Deal Advisory

Digital Products & Services

KPMG AG, Hamburg

+49 40 32015-5898

karminger@kpmg.com



Christina Peuker

Manager, Deal Advisory

Valuation

KPMG AG, Berlin

+49 40 32015-4713

cpeuker@kpmg.com



Simon Sönksen-Arsenidis

Senior Manager, Deal Advisory

Digital Products & Services

KPMG AG, Hamburg

+49 40 32015-4294

ssoenksenarsenidis@kpmg.com



kpmg.de/socialmedia

kpmg.de

The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

© 2023 KPMG AG Wirtschaftsprüfungsgesellschaft, a corporation under German law and a member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved. The KPMG name and logo are trademarks used under license by the independent member firms of the KPMG global organization.

Document Classification: KPMG Public