



MARKET SUMMARY

- Average purchase price multiples rebounded to 7.5x TTM adjusted EBITDA in 3Q 2025, up from 6.9x in 2Q 2025, reversing the sharp decline seen earlier in the year.
- Valuations on companies with TEV between \$10 million and \$25 million averaged 6.4x in 3Q 2025, up from 6.1x in 2Q 2025.
- The industries showing the highest EBITDA multiples in 3Q 2025 were media & telecom at 8.6x and healthcare services at 8.5x.
- Notable, EBITDA multiples for all manufacturing companies averaged 6.7x in 3Q 2025, compared to the 6.6x average in the first half of 2025, the slight uptick in part driven by renewed buyer interest in discretionary assets.
- Add-ons accounted for 39% of buyouts through 3Q, down slightly from 41% through the first half of 2025, as sponsors remained focused on executing roll-up strategies within existing portfolios.
- On a rolling four-quarter basis, average total debt was 3.8x in 3Q 2025, down slightly from 3.9x in 2Q, while senior debt remained stable at 3.2x.
- Average total debt among manufacturing platform deals increased to 3.2x in 3Q 2025, compared to 3.1x in 2Q 2025.

WHAT'S NEW AT TAUREAU GROUP

- **September** – Completed the acquisition of key assets of Strawbees for RW Thrive, through its subsidiary BirdBrain Technologies.
- **September** – Completed the sale of M2M Machining, Inc., a portfolio company of Generation Growth Capital, Inc., to BTS5 Incorporated.
- **September** – Completed the acquisition of EMS Industrial & Service Company for an affiliate of Dielectric Manufacturing and Centerline Machine.
- **September** – Engaged by steel products manufacturer for consideration of potential sale.
- **September** – Nick Mydlach attended PACK EXPO, North America's largest trade show for the packaging and processing industries.
- **November** – Completed the sale of Trutron Corporation to Compass Precision, LLC, a portfolio company of Main Street Capital Holdings, LLC.
- **November** – Taureau Group was featured in Digital Reference's list of top M&A consulting experts.
- **November** – Ann Hanna was presented with The Taureau Group Award by BizStarts, established to annually celebrate a board member or volunteer whose passion, drive, and contributions have strengthened the BizStarts mission. Learn more [here](#).
- **December** – Engaged by specialty contractor for consideration of potential sale.
- **December** – Corey Vanderpoel participated on a panel discussing Wisconsin's data center industry at the WEDA December Academy webinar.

FEATURED INSIGHTS

- *Beyond the Multiple: Deconstructing Earnings in Unique Economic Times* - Read the article [here](#).
- *Unlocking Value Through Strategic Capital Solutions* - Read the article [here](#).

ACTIVE BROAD ACQUISITION SEARCHES

Client Type	Search Description	Revenue/EBITDA
ESOP	Educational services, CTE products and related software firms	\$5 - \$20M revenue
PE Platform	Providers of multi-site facility services in commercial end markets	\$15M+ revenue
PE Platform	Contract manufacturing companies specializing in medical devices	\$5M+ revenue
PE Platform	Aerospace, defense, and space exploration precision machining	\$5 - \$30M revenue
Employee-owned	Advanced fabrication and VDC services; modular systems and data centers	\$25 - \$100M revenue
PE Platform	Work-holding products manufacturers and machine tool accessories	\$1 - \$50M revenue
PE Platform	Manufacturers with plastic injection molding, machining, or fabrication capabilities	\$5 - \$15M revenue
Public	Branded consumer outdoor recreation companies	\$5 - \$100M revenue
Private	Product-based manufacturers in robust end markets	\$1 - \$10M revenue

Full-service investment banking services

- Company Sales
- Corporate Divestitures
- Recapitalizations
- Acquisitions
- Sponsor-Backed Services
- Debt Placement
- Exit Planning
- Business Valuations

An award-winning team



Valuations for high-quality companies held strong in 3Q, demonstrating resilience even as buyers showed increased discipline prioritizing scale and financing capacity.

MARKET STATISTICS

Total Enterprise Value (TEV)/EBITDA

TEV	'03-20	'21	'22	'23	'24	YTD'25	Total
10-25	5.8	6.1	6.4	5.9	6.4	6.4	5.9
25-50	6.5	7.2	7.1	6.9	6.8	6.8	6.7
50-100	7.5	8.3	8.5	8.1	8.1	8.3	7.7
100-250	8.3	9.3	9.2	9.5	8.5	10.3	8.6
Total	6.7	7.6	7.6	7.2	7.2	7.3	6.9

TEV/EBITDA—By Industry (\$10-\$250M TEV)

Industry	'03-20	'21	'22	'23	'24	YTD'25	Total
Manufacturing	6.2	7.2	7.4	6.5	7.0	6.7	6.4
Business services	6.7	7.3	7.4	7.2	7.2	7.5	7.0
Health care services	7.4	8.1	8.4	9.2	7.7	8.5	7.7
Retail	7.0	8.4	8.0	6.0	7.4	7.6	7.1
Distribution	6.7	7.2	7.1	7.1	6.9	7.2	6.8
Media & Telecom	7.6	7.0	8.3	7.8	6.7	8.6	7.6
Technology	8.4	10.3	8.1	10.2	7.9	6.7	8.6
Other	6.3	7.3	7.0	6.9	7.0	6.9	6.5

Senior Debt/EBITDA—Splits by Period (\$10M-\$250M, Platforms Only)

TEV	4Q23	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25
10-25	2.1	2.3	1.7	1.8	1.6	2.0	1.3	1.2
25-50	3.0	1.9	2.0	2.4	2.4	2.6	1.8	1.2
50-100	2.1	2.5	2.6	3.1	2.7	2.7	2.2	2.3
100-250	3.4	3.0	2.8	2.8	3.8	3.8	3.9	2.6
Total	2.7	2.2	2.3	2.7	2.8	2.7	2.0	2.1

Source: GF Data®

