



MARKET SUMMARY

- Average purchase price multiples declined in 4Q 2025 to 6.9x TTM adjusted EBITDA, compared to 7.5x in 3Q 2025. However, on a full-year basis, valuations held steady at 7.2x, underscoring that pricing stability was largely maintained despite materially lower deal volume.
- Valuations on companies with TEV between \$10 million and \$25 million averaged 5.7x in 4Q 2025, down from 6.4x in 3Q 2025.
- The industries showing the highest EBITDA multiples in 4Q 2025 were healthcare services at 8.5x and retail at 7.5x.
- EBITDA multiples for all manufacturing companies averaged 6.6x for full-year 2025, decreasing from 7.0x in 2024.
- Add-ons accounted for 31% of buyouts through 4Q, down from approximately 41% through the first half of 2025, reflecting a moderation in competition rather than a loss of sponsor interest.
- On a rolling four-quarter basis, average total debt declined to 3.6x TTM EBITDA, reinforcing that leverage expansion in 4Q was insufficient to offset cumulative tightening earlier in the year.
- Manufacturing platforms maintained relatively stable total debt at 3.2x EBITDA, though leverage remained below the historical average of 3.4x.

WHAT'S NEW AT TAUREAU GROUP

- **January** – Completed the sale of Performance Stamping, LLC, an affiliate of Willis & Smith Capital, to Colfax Creek.
- **January** – Completed the recapitalization of Page Per Page to Chicago Capital Partners.
- **January** – Taureau Group published its 2025 Healthcare & Medical Device Industry Report. Download the report [here](#).
- **January** – Completed the acquisition of key assets of Forest City Erectors for Red Cedar Steel.
- **January** – Completed the acquisition of key assets of Seaside Casual Furniture for Sister Bay Furniture Company, a subsidiary of The Preswick Group.
- **February** – Ann Hanna was a guest bartender at Blu at the Pfister to raise funds for BizStarts.
- **February** – Taureau Group announced the promotions of Tyler Carlson to Managing Director and Zach Zarr to Associate.
- **February** – Engaged by lifting equipment manufacturer for consideration of potential sale.
- **March** – Engaged by custom installation services provider for consideration of potential sale.
- **March** – Taureau Group returned as a sponsor of BizTimes Media's 19th Annual M&A Forum, with Ann Hanna guiding a panel discussion as moderator and Michael Schroeder and Nick Mydlach providing technical insight into the current deal-making environment.
- **March** – Jake Mende joined the shareholder group at Taureau Group.

FEATURED INSIGHTS

- *Why the Specialty Contracting Market is Moving: The Structural Shift* - Read the article [here](#).
- *2026 Industrials Outlook: Navigating the "Divided Economy"* - Read the article [here](#).

ACTIVE BROAD ACQUISITION SEARCHES

Client Type	Search Description	Revenue/EBITDA
PE Platform	Commercial door and other warehouse equipment manufacturing	\$1 - \$30M 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
Private	Providers of technical advisory and professional services	\$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



The 2025 year-end rebound in lower middle-market deal volume highlights a resilient market where pricing discipline and stability remain the hallmarks of high-quality transactions.

MARKET STATISTICS

Total Enterprise Value (TEV)/EBITDA

TEV	'03-20	'21	'22	'23	'24	'25	Total
10-25	5.8	6.1	6.4	5.9	6.4	6.2	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	8.0	7.7
100-250	8.3	9.3	9.2	9.5	8.5	9.7	8.6
Total	6.7	7.6	7.6	7.2	7.2	7.2	6.9

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

Industry	'03-20	'21	'22	'23	'24	'25	Total
Manufacturing	6.2	7.2	7.4	6.5	7.0	6.6	6.4
Business services	6.7	7.3	7.4	7.2	7.2	7.4	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	7.5	7.1
Distribution	6.7	7.2	7.1	7.1	6.9	6.9	6.8
Media & Telecom	7.6	7.0	8.3	7.8	6.7	6.9	7.5
Technology	8.4	10.3	8.1	10.2	7.9	6.4	8.5
Other	6.3	7.3	7.0	6.9	7.0	6.8	6.5

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

TEV	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25
10-25	2.3	1.7	1.8	1.6	2.0	1.3	1.2	1.4
25-50	1.9	2.0	2.4	2.4	2.6	1.8	1.3	2.5
50-100	2.5	2.6	3.1	2.7	2.7	2.2	2.3	2.2
100-250	3.0	2.8	2.8	3.8	3.8	3.9	2.6	3.5
Total	2.2	2.3	2.7	2.8	2.7	2.0	2.0	2.2

Source: GF Data®

