



MARKET SUMMARY

- Deal volume and average pricing rose in tandem for the first time in five quarters, with 80 completed transactions clearing 7.3x TTM adjusted EBITDA, both above full-year 2025 levels.
- Multiples expanded in all size buckets from Q4 2025 to Q1 2026: 5.7x to 6.0x in the \$10–25M TEV range, 7.1x to 7.5x in \$25–50M, 7.4x to 7.7x in \$50–100M, and 8.4x to 9.0x in \$100–250M, respectively. Larger transactions continued to command premium multiples.
- The industries posting the highest EBITDA multiples to start 2026 are once again healthcare services, at 8.5x, holding its 2025 average, and retail, at 7.6x, up slightly from a 7.5x average in 2025. Beneath the leaders, the sector mix rotated: manufacturing led the major categories, increasing to 7.2x from 6.6x in 2025, while business services cooled to 7.0x from 7.3x, its first decline in three years.
- Conventional buyouts rebounded to roughly 86% of activity, winning back the share that had drifted into leveraged recaps and growth financings through 2025.
- Add-ons rose to about 38% of completed buyouts, up from 31% in Q4 2025, with pricing easing slightly to 6.5x from 6.9x in 2025. Deals sold by PE or corporate owners went for 6.7x, a discount to the 7.2x buyout average.
- Total debt utilization rose to 3.9x TTM EBITDA on a 2026 YTD basis, up from 3.6x in 2025 and the highest reading since 2022, with senior debt at 3.3x versus 2.9x. Platform buyouts carried 3.5x total debt versus 3.2x for full-year 2025.

WHAT'S NEW AT TAUREAU GROUP

- April** – Taureau Group was named to the 2026 Axial Advisor 100.
- April** – Taureau Group published its 2026 Volume I Industrials & Manufacturing Industry Report.
- April** – Engaged by manufacturer of educational STEM products for consideration of sale.
- April** – Engaged by industrial waste management company for consideration of sale.
- April** – Engaged by manufacturer of precision machined components for consideration of sale.
- May** – Taureau Group published its 2026 Volume I Packaging & Printing Industry Report.
- May** – Ann Hanna was named a 2026 Women of Influence by the Milwaukee Business Journal.
- May** – Grant Tilkens rejoined the team as an Analyst Intern for another summer.
- June** – Michael Schroeder attended the Wisconsin Drives Manufacturing Summit.
- June** – Elise Raymond joined the team as a Marketing Intern for the summer.
- June** – Taureau Group published its 2026 Volume I Technology & IT Services Industry Report.
- June** – Engaged by e-commerce supplier for consideration of sale.
- June** – Peter Braun joined the team as an Analyst.
- June** – Completed the acquisition of a robotic systems integrator for a client.

FEATURED INSIGHTS

- “M&A Demand Continues to Heat Up” - View the article [here](#).
- “Inside the Sell-Side M&A Process at Taureau Group” - View 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	Aerospace & Defense avionics, embedded electronics, engineering services	\$1 - \$10M EBITDA
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
PE Platform	Residential and commercial lighting manufacturers	\$5M+ revenue
Private	Specialty electrical contracting focused on transmission and distribution	\$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 Q1 2026 upswing in deal volume and valuations underscores a strengthening lower middle-market with renewed buyer confidence, broad-based pricing gains, and a return to traditional buyouts.

MARKET STATISTICS

Total Enterprise Value (TEV)/EBITDA

TEV	'03-21	'22	'23	'24	'25	YTD'26	Total
10-25	5.8	6.4	5.9	6.4	6.2	6.0	5.9
25-50	6.6	7.1	6.9	6.8	6.8	7.5	6.7
50-100	7.6	8.5	8.1	8.1	8.0	7.7	7.7
100-250	8.4	9.2	9.5	8.5	9.7	9.0	8.6
Total	6.8	7.6	7.2	7.2	7.1	7.3	6.9

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

Industry	'03-21	'22	'23	'24	'25	YTD'26	Total
Manufacturing	6.3	7.4	6.5	7.0	6.6	7.2	6.5
Business Services	6.8	7.4	7.2	7.2	7.3	7.0	7.0
Healthcare Services	7.5	8.4	9.2	7.7	8.5	8.5	7.7
Retail	7.1	8.0	6.0	7.4	7.5	7.6	7.1
Distribution	6.7	7.1	7.1	6.9	6.9	6.7	6.8
Media & Telecom	7.6	8.3	7.8	6.7	6.9	NA	7.5
Technology	8.6	8.1	10.2	7.9	6.4	5.2	8.5
Other	6.4	7.0	6.9	7.0	6.8	6.9	6.5

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

TEV	2024	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25	1Q26
10-25	1.7	1.8	1.6	2.0	1.3	1.2	1.4	1.3
25-50	2.0	2.4	2.4	2.6	1.8	1.3	2.5	1.7
50-100	2.6	3.1	2.7	2.7	2.2	2.3	2.2	2.9
100-250	2.8	2.8	3.8	3.8	3.9	2.6	3.5	2.9
Total	2.3	2.7	2.8	2.7	2.0	2.0	2.2	2.5

Source: GF Data®

