

CONTROL PREMIUM STUDY

3RD QUARTER 2022

Average Equity Control Premium by Sector



SIC Code Range	Industry Classification	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	YTD Q3 2022
0112-0912	Agriculture and Forestry	N/A	N/A	N/A	35.0%	N/A	N/A	N/A	51.4%	N/A	68.9%	N/A
1011-1499	Mining	42.5%	40.6%	44.9%	46.1%	69.4%	42.2%	48.3%	33.1%	39.1%	41.2%	27.1%
1521-1799	Construction	N/A	65.4%	18.9%	20.4%	30.4%	29.7%	33.6%	40.6%	66.5%	41.8%	N/A
2011-3999	Manufacturing	46.3%	41.5%	37.7%	40.2%	44.3%	36.6%	39.9%	37.3%	54.0%	47.4%	46.1%
4011-4789	Transportation	32.5%	29.5%	28.8%	45.1%	39.2%	27.2%	36.7%	40.0%	35.2%	41.8%	48.1%
5012-5199	Wholesale Trade	50.1%	33.6%	35.3%	52.2%	42.1%	30.6%	44.0%	28.7%	42.3%	40.9%	30.5%
5211-5999	Retail Trade	39.1%	41.7%	34.9%	34.4%	43.2%	28.7%	24.7%	35.6%	39.2%	31.0%	39.5%
6021-6799	Finance, Insurance and Real Estate	46.9%	42.7%	37.6%	40.1%	31.6%	31.2%	33.6%	31.3%	42.7%	40.0%	37.0%
7011-9999	Services and Other	46.7%	43.1%	36.0%	41.1%	40.2%	33.1%	38.6%	44.3%	42.3%	41.8%	54.6%
0112-9999	All Sectors	45.3%	41.4%	36.5%	40.7%	40.8%	33.3%	37.2%	37.4%	46.1%	42.6%	44.9%

Mergerstat Control Premium Study 23

Shannon P. Pratt, Roger J. Grabowski



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Fair Value Measurement Mark L. Zyla, 2020-01-02 Get up to date on the latest FASB SEC and AICPA guidelines and best practices Fair Value Measurement provides hands on guidance and the latest best practices for measuring fair value in financial reporting The Financial Accounting Standards Board FASB the U S Securities and Exchange Commission SEC and the American Institute of CPAs AICPA have all updated their guidelines for practitioners and this book details the changes from a practical perspective This new third edition includes a discussion on Private Company Council accounting alternatives for business combinations and impairment testing with a detailed example of the Market Participant Acquisition Premium MPAP including European and Asian examples and expanded discussion of IFRS Fair value measurement guidelines continue to evolve and this comprehensive reference provides a valuable up to date resource for preparers auditors and valuation specialists Adopt the best practices for implementing the FASB s Topic 820 Learn the latest reporting requirements for fair value measurements Understand accounting alternatives for business combinations Examine the details of MPAP in Europe and Asia Applying fair value measurements to financial statements requires a move away from rules based standards and toward application of professional judgment This controversial shift has led to a reliance on valuation specialists who face their own challenges in applying Topic 820 amidst an economic downturn and recovery leading to an ever evolving set of best practices Practitioners must stay up to date and be aware of the changes as they occur Fair Value Measurement provides the most recent information and a practical approach to this area of financial reporting

Private Capital Markets Robert T. Slee, 2011-04-12 Praise for Private Capital Markets Valuation Capitalization and Transfer of Private Business Interests SECOND EDITION In the years since publication of the first edition of Private Capital Markets the concepts and ideas that it presents have been widely accepted by progressive members of the business valuation community Now with the Second Edition author Rob Slee has included empirical data on capital markets for midsized businesses This book remains a must for everyone involved in appraising buying selling or financing privately owned businesses Raymond C Miles founder The Institute of Business Appraisers The Graziadio School of Business has used the Private Capital Markets book for several years with great success This course along with the Pepperdine Private Capital Markets Survey project has helped our students better prepare for careers in middle market companies Linda Livingstone Dean of the Graziadio School of Business and Management Pepperdine University Our international association of independent M A professionals recommends this text as the most comprehensive foundation for understanding the private capital marketplace This book is essential reading for middle market M A advisors investors and other decision makers in the private capital markets Mike Nall founder Alliance of M A Advisors A practical road map for making sound investment and financing decisions based on real experiences and market needs Now fully revised and in a second edition Private Capital Markets provides lawyers accountants bankers estate planners intermediaries and other professionals with a workable framework for making sound investment and financing

decisions based on their own needs and experiences This landmark resource covers Private business valuation Middle market capital sources The business ownership transfer spectrum And much more Private Capital Markets Second Edition surveys the private capital markets and presents the proven guidance you need to navigate through these uncharted waters

Business Valuation Z. Christopher Mercer, Travis W. Harms, 2007-09-24 Praise for Business Valuation An Integrated Theory 2nd Edition The Second Edition of Business Valuation An Integrated Theory manages to present the theoretical analysis of valuation from the first edition and expand on that discussion by providing additional guidance on implementing the relevant valuation theories notably in its expanded discussion of the Quantitative Marketability Discount Model Dr David Tabak NERA Economic Consulting Your Essential Valuations Reference Whether you are an accountant auditor financial planner or attorney Business Valuation An Integrated Theory 2nd Edition enables you to understand and correctly apply fundamental valuation concepts Thoroughly revised and expanded the Second Edition demystifies modern valuation theory bringing together various valuation concepts to reveal a comprehensive picture of business valuation With the implementation of new accounting pronouncements mandating the recognition of numerous assets and liabilities at fair value it has become critical for CPAs charged with auditing financial statements to understand valuation concepts With thoughtful and balanced treatment of both theory and application this essential guide reveals The GRAPES of Value Growth Risk and Reward Alternative Investments Present Value Expectations and Sanity The relationship between the Gordon Model and the discounted cash flow model of valuation The basis for commonly applied but commonly misunderstood valuation premiums and discounts A practical perspective on the analysis of potential business acquisitions Grounded in the real world of market participants Business Valuation 2nd Edition addresses your need to understand business valuation providing a means of articulating valuation concepts to help you negotiate value enhancing transactions If you want to get back to valuation basics this useful reference will become your guide to defining the various levels of value and developing a better understanding of business appraisal reports

Cost of Capital Shannon P. Pratt, 2003-02-28 An authoritative text on cost of capital for both the nonprofessional and the valuation expert now revised and expanded In endeavoring to practice sound corporate finance there is perhaps nothing so critical nor slippery as cost of capital estimation The second edition of Cost of Capital Estimation and Applications combines a state of the art treatise on cost of capital estimation with an accessible introduction for the nonprofessional This comprehensive yet usable guide begins with an exposition of basic concepts understandable to the lay person and proceeds gradually from simple applications to the more complex procedures commonly found in the marketplace New features of the revised and expanded Second Edition include chapters on Economic Value Added EVA and reconciling cost of capital in the income approach with valuation multiples in the market approach as well as expanded coverage of cost of capital in the courts and handling discounts for marketability Cost of Capital remains an incomparable resource for all parties interested in effective business valuation

Comparative Takeover Regulation Umakanth Varottil, Wai Yee

Wan,2017-10-26 While Western economies generally display dispersed shareholding in listed companies Asian economies commonly have concentrated shareholding also in publicly listed companies The principal analysis in Comparative Takeover Regulation relates to the role of takeover regulation in different economies In the Asian context the nature of takeover regulation may necessitate a different approach with greater emphasis on the mandatory bids and disclosure of substantial shareholding The likelihood of hostile takeovers will be minimal It is these differences among various jurisdictions that strike at the heart of Varottil and Wan s new work Ideal for educational institutions that teach corporate law corporate governance and mergers and acquisitions as well as for law firms corporate counsel and other practitioners Comparative Takeover Regulation provides students and scholars with brand new analysis of this increasingly important field of study **Business Valuation Body of Knowledge** Shannon P. Pratt,2004-03-15 Written by Shannon Pratt one of the leading gurus in the business valuation field Case study approach includes problems solutions and over 100 multiple choice test questions A reference and review of the core body of knowledge for those who need a grasp on business valuation even though they might not be seeking a professional designation Business Valuation Discounts and Premiums Shannon P. Pratt,2009-04-08 Business Valuation Discounts and Premiums SECOND EDITION Discounts and premiums do not just affect the value of a company they play a crucial role in influencing a host of other factors and conditions that can make or break a deal When it comes to business valuations it s the business appraiser s responsibility to be intimately knowledgeable with every aspect of discounts and premiums the different types the situations when they may or may not apply and how to quantify them In this newly updated edition of Business Valuation Discounts and Premiums Shannon Pratt one of the nation s most recognized and respected business valuation consultants brings together the latest collective wisdom and knowledge about all major business discounts and premiums Addressing the three basic approaches to conducting a valuation the income approach the market approach and the asset approach Shannon Pratt deftly and logically details the different discounts or premiums that may be applicable depending on the basic valuation approach used and how the valuation approaches used affect the level Clearly written and thorough Business Valuation Discounts and Premiums Second Edition provides business appraisers accountants attorneys and business owners with an arsenal of information for their professional toolkit that can be applied to every major evaluation case they might face in any deal This updated edition features timely comprehensive coverage on Strategic acquisitions Extensive empirical data Pre IPO marketability discount studies Merger and acquisition negotiations empirical evidence from completed transactions and positions taken by courts in litigations Strategic acquisition premiums Studies on minority discounts Detailed authoritative and complete in its coverage Business Valuation Discounts and Premiums Second Edition gets to the core of one of the more complex challenges faced by business appraisers and arms readers with the understanding and techniques needed to successfully meet and exceed their job expectations Cost of Capital, + Website Shannon P. Pratt,Roger J. Grabowski,2014-04-21 A one stop shop for background

and current thinking on the development and uses of rates of return on capital Completely revised for this highly anticipated fifth edition Cost of Capital contains expanded materials on estimating the basic building blocks of the cost of equity capital the risk free rate and equity risk premium There is also discussion of the volatility created by the financial crisis in 2008 the subsequent recession and uncertain recovery and how those events have fundamentally changed how we need to interpret the inputs to the models we use to develop these estimates The book includes new case studies providing comprehensive discussion of cost of capital estimates for valuing a business and damages calculations for small and medium sized businesses cross referenced to the chapters covering the theory and data Addresses equity risk premium and the risk free rate including the impact of Federal Reserve actions Explores how to use Morningstar's Ibbotson and Duff Phelps Risk Premium Report data Discusses the global cost of capital estimation including a new size study of European countries Cost of Capital Fifth Edition puts an emphasis on practical application To that end this updated edition provides readers with exclusive access to a companion website filled with supplementary materials allowing you to continue to learn in a hands on fashion long after closing the book

Financial Valuation James R. Hitchner, 2024-12-05 A comprehensive guide to the theory and application of valuation along with useful models tools and tips for analysts Financial Valuation Applications and Models provides authoritative reference and practical guidance on the appropriate defensible way to prepare and present business valuations With contributions by 30 top experts in the field this updated edition provides an essential resource for those seeking the most up to date methods with a strong emphasis on applications and models Coverage includes the latest approaches to the valuation of closely held businesses nonpublic entities intangibles and other assets with comprehensive discussion on valuation theory a consensus view on application and the tools to make it happen This 5th edition has been revised throughout introducing new and extended coverage of essential topics like S Corps discounts for lack of marketability cost of capital resources cash flow methods depositions and trials and more Packed with examples checklists and models to help navigate valuation projects this book is an excellent practical tool for working professionals It also provides hundreds of expert tips and best practices in clear easy to follow language The companion website provides access to extensive appendix materials and the perspectives of valuation thought leaders add critical insight Learn the art and science of estimating the value of businesses including closely held businesses and nonpublic entities Determine the monetary value of intangible assets like goodwill intellectual property and brand recognition Update your knowledge with the latest valuation methods approaches and tools Use checklists templates models and examples to make your valuations easier Business valuation analysts CPAs appraisers and attorneys as well as anyone aspiring to those careers will appreciate the comprehensive theory and thorough practical guidance in Financial Valuation Applications and Models **How to Value, Buy, or Sell a**

Financial Advisory Practice Mark C. Tibergien, Owen Dahl, 2010-05-13 Financial planning is a young industry The International Association of Financial Planning one of the predecessors to the Financial Planning Association was formed less

than forty years ago But as the profession s first tier of advisers reaches maturity the decisions that may be part of transition planning for their firms loom large A sale A partner buyout A merger No matter what the choice its viability hinges on one critical issue the value of the firm Unfortunately many advisers whether veteran or novice simply don t know the worth of their practice or how to influence it That s why *How to Value Buy or Sell a Financial Advisory Practice* is such an important book It takes advisers carefully through the logic and the legwork of coming to a true assessment of one of their most important personal assets their business Renowned for their years of experience helping advisers tackle the daunting challenges related to the valuation sale and purchase of advisory firms Mark C Tibergien and Owen Dahl offer guidance that s essential and solutions that work

Business Valuation and Taxes David Laro, Shannon P. Pratt, 2005-04-08 Disputes over valuation issues fill the court s dockets and for good reason fair market valuations are required frequently by the law The authors believe that approximately 243 sections of the Code and several thousand references in the Regulations explicitly require fair market value determination Consequently taxpayers file an estimated 15 million tax returns each year reporting an event involving a valuation related issue It is no mystery therefore why valuation cases are ubiquitous Today valuation is an important and highly sophisticated process Valuators need legitimate guidance to perform their work The objective of this book is to provide knowledge and guidance to those who do the valuations as well as those who are affected by them This unprecedented text provides Clear guidance and perspective on business valuation from two of the nation s top authorities Hon David Laro and Dr Shannon Pratt Insightful perspective and discussion on critical issues procedures and law pertaining to business valuation An overview of business valuation procedures Law and techniques of Fair Market Value Opinion from the Hon David Laro and Dr Shannon Pratt who express their unique and critical views The business valuer with everything from the basics to the sophisticated From definitions to valuing complex business interests what you need to know about business valuation Everything from empirical market evidence to credible expert business valuation testimony discussed and analyzed by the Hon David Laro and Dr Shannon Pratt

Financial Valuation Workbook James R. Hitchner, Michael J. Mard, 2011-03-10 The resource that cuts the learning curve in half for valuation professionals Now valuation professionals can master almost every function for most valuation situations The Financial Valuation Workbook Third Edition guides readers through a complete business valuation with essential tools for quick reference Updated and expanded chapter on The Process of Preparing a Valuation Client Workflow Procedures from initial phone call to delivery of the report Expanded case study and exercises with solutions and explanations Over 300 exercises organized by major areas to increase the learning process This Workbook is organized by standard easily identifiable sections that allow for easy reference by all professionals

Understanding Business Valuation Gary R. Trugman, 2008

Valutazione Mario Massari, Marco Villani, Laura Zanetti, 2022-09-08 T00:00:00+02:00 Il libro illustra i principi che ispirano le valutazioni aziendali e le best practice che nel tempo si sono affermate in questo ambito a livello internazionale Il volume si compone di

due parti Nella prima sono approfondite sia da un punto di vista teorico che applicativo le tecniche valutative di base Pi precisamente sono descritte le configurazioni di valore le logiche da seguire per riclassificare i dati aziendali storici e prospettici le modalit di stima del costo del capitale le diverse metodologie di valutazione tra le quali in particolare il metodo finanziario e il metodo dei multipli Nella seconda parte del libro invece sono illustrate le principali questioni da affrontare in funzione dell ambito in cui si colloca la valutazione A questo proposito gli autori esaminano tra le altre cose le valutazioni nell ambito delle operazioni di aggregazione le valutazioni finalizzate allo svolgimento dell impairment test la valutazione delle banche delle imprese in crisi e delle iniziative in ambito ESG approfondendo altres le logiche da seguire nella valutazione degli intangibili e dei danni **Valuation, Taxation & Planning Techniques for Sophisticated Estates** ,2001

Mergerstat Control Premium Study Mergerstat Review, *Estate Planning for the Family Business Owner* ,1999

Quantitative Business Valuation Jay B. Abrams,2010-02-25 Quantitative Business Valuation A Mathematical Approach for Today s Professionals Essential reading for the serious business appraiser Quantitative Business Valuation Second Edition is the definitive guide to quantitative measurements in the valuation process No other book written on business valuation is as well researched innovative and bottom line beneficial to you as a practitioner Written by leading valuation and litigation economist Jay B Abrams this text is a rigorous and eye opening treatment filled with applications for a wide variety of scenarios in the valuation of your privately held business Substantially revised for greater clarity and logical flow the Second Edition includes new coverage of Converting forecast net income to forecast cash flow Damages in manufacturing firms Regressing scaled y variables as a way to control for heteroscedasticity Mathematical derivation of the Price to Sales PS ratio Monte Carlo Simulation MCS and Real Options RO Analysis Venture capital and angel investor rates of return Lost inventory and lost profits damage formulas in litigation Organized into seven sections the first three parts of this book follow the chronological sequence of performing a discounted cash flow The fourth part puts it all together covering empirical testing of Abrams valuation theory and measuring valuation uncertainty and error Parts five to seven round it all out with discussion of litigation valuing ESOPs and partnership buyouts and probabilistic methods including valuing start ups The resulting work solidly grounded in economic theory and including all necessary mathematics integrates existing science into the valuation profession and develops valuation formulas and models that you will find useful on a daily basis La stima del valore economico delle partecipazioni. Il ruolo dei premi e degli sconti Olga Ferraro,2016-08-30T00:00:00+02:00 365 1087

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