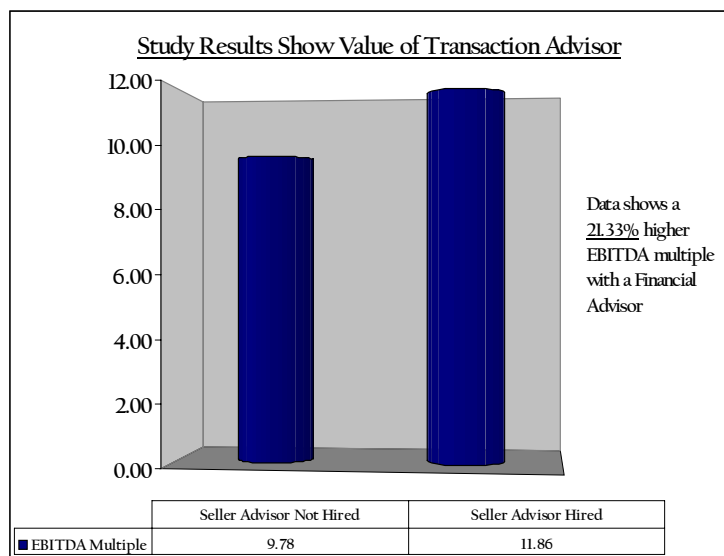


# TRANSACTION TRANSLATOR

## STUDY SHOWS IMPORTANCE OF FINANCIAL ADVISORS

A recent study of over 1,400 transactions has revealed the importance of hiring a financial advisor when selling a business. Results indicate a 21% higher EBITDA (Earnings Before Interest, Taxes, Depreciation & Amortization) multiple when a financial advisor is utilized to facilitate and negotiate transactions on behalf of the seller.

Chaffe & Associates, Inc. reviewed publicly available information regarding transactions taking place within the past three years. A comparison of transactions with a stated financial advisor to those without a stated financial advisor revealed the value derived from the assistance of experienced professionals. Median EBITDA/Enterprise Value multiples equaled 11.86x with an advisor compared to 9.78x without. The analysis clearly identifies the value of a professional advisor to add value to a transaction when selling a business.



### Details of the Study

Chaffe utilized a comprehensive database of mergers & acquisitions to conduct this study. Selection criteria included transactions announced or closed in the past three years taking place within the United States. The resulting transactions were filtered for disclosure of financial information and further separated into categories of those with and without a stated financial advisor for the seller. As shown in the chart above, the results of the study confirm that financial advisors add significant value to merger and acquisition transactions.

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