KROLL

Industry Multiples in Latin America—Q4 2022

Third Edition

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Foreword

Dear readers,

We are pleased to launch the third edition of our Industry Multiples in Latin America (LATAM) quarterly report. This report provides valuable insights into trading multiples for various key industries in LATAM as of December 31, 2022. Our analysis uses publicly traded companies in Latin American countries, distributed among several different industries and sectors, following the definitions by the Global Industry Classification Standard (GICS).

According to the International Monetary Fund (IMF) in its *World Economic Outlook Update* report released in January 2023, real economic growth in LATAM and the Caribbean is forecasted to moderate to 1.8% in 2023, declining from 3.9% in 2022.[1] Expected growth in 2023 is now 0.1 percentage points above the IMF's forecast in October, reflecting Mexico's domestic demand resilience and higher-than-expected growth in its trading partners' economies, and Brazil's greater-than-expected fiscal support. Nevertheless, this still represents a significant decrease in real growth compared to 2022. Similarly, S&P Global Ratings (S&P) also expects growth in the region to slow in 2023, due to weakened external demand, tighter financial conditions and the softening of domestic demand.[2]

According to S&P's report, the manufacturing sector will likely have a negative effect on GDP growth in 2023. The sector, which performed well in LATAM during 2022 largely due to robust demand from its main trading partners, and particularly the United States, will likely weaken as growth in the global economy deteriorates. Although service sectors have recovered to pre-pandemic levels during 2022 (as a share of GDP), strongly in in the case of Chile and Colombia, an expected slowdown in 2023 will also impact GDP growth negatively. Services sector activity may suffer with the deterioration in confidence indicators and expected slower global growth. Overall, the scenario for real GDP growth is adverse, with possible recessions in the United States and Europe (leading to lower external demand), softer commodity prices, and tighter financial conditions.

Inflation, according to S&P, has likely reached an inflection point and is forecasted to fall below 10% for major countries in the region, with the exception of Argentina, which continues to suffer from hyperinflation. As inflation keeps declining or stabilizing, central banks in the region are expected to cut interest rates in the near future.

Stock markets struggled in 2022. Both the S&P 500 and the STOXX® Europe 600 (STOXX Europe 600) indices decreased by approximately 20% and 13% respectively in 2022, while the STOXX® Latin America Total Market Index (STOXX LATAM TMI) increased by 0.5%.[3] In terms of EV/EBITDA, multiples have generally decreased in 2022 because of the more pessimistic outlook and deteriorating market conditions that were present during most of the year. All industries, with exception of energy and utilities, finished 2022 with lower EV/EBITDA multiples when compared to December 2021. Financials and insurance also saw their P/E multiple improve markedly relative to year-end 2021.

Our report provides a detailed overview of the EV/revenues, EV/EBITDA, P/E and P/B multiples of publicly traded companies in LATAM covering nonfinancial industries and market capitalization/revenues, P/TBV, P/E and P/B multiples covering financial industries for which such data is available. We also provide an eight-quarter lookback at the trends of these multiples for the industries covered.

We hope you find this report helpful in understanding the range of trading multiples for major industries in LATAM. If you would like to receive further information or discuss any of the findings, please contact us.

Javier Zoido

Managing Director

Latin America and Iberia Valuation Advisory Services Leader

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[1] IMF—*World Economic Outlook Update–Inflation Peaking Amid Low Growth* (January 2023). The IMF's report provides aggregated forecasts for LATAM and the Caribbean.
[2] S&P Global Ratings— "Economic Outlook Latin America Q1 2023: A Shift to Lower Growth" (November 2022).
[3] The STOXX LATAM TMI covers approximately 95% of the free-float market capitalization of LATAM companies.

Summary: Median Multiples by Sector/Industry Groups

As of December 31, 2022

Sector/Industry Group	EV/Revenues	EV/EBITDA	P/E	P/B
Communication Services	**1.3x**	**4.3x**	**14.4x**	**1.2x**
Consumer Discretionary	**1.1x**	**7.7x**	**11.1x**	**0.7x**
Consumer Durables and Apparel	1.3x	8.3x	8.0x	0.6x
Consumer Services	1.6x	7.8x	29.0x	1.0x
Retailing	0.8x	7.8x	8.1x	0.7x
Consumer Staples	**0.9x**	**7.2x**	**13.0x**	**1.5x**
Food and Staples Retailing	**0.6x**	**7.4x**	**15.4x**	**1.5x**
Food. Beverage and Tobacco	**1.0x**	**6.6x**	**9.8x**	**1.6x**
Energy	**1.8x**	**6.0x**	**7.2x**	**1.4x**
Health Care	**1.9x**	**9.5x**	**15.5x**	**2.0x**
Industrials	**1.2x**	**6.1x**	**10.8x**	**1.4x**
Capital Goods	0.8x	5.1x	6.4x	1.0x
Transportation	2.3x	6.5x	14.5x	1.8x
Information Technology	**1.2x**	**6.3x**	**10.3x**	**1.3x**
Software and Services	1.6x	8.6x	22.8x	1.4x
Materials	**1.1x**	**4.2x**	**6.0x**	**1.3x**
Real Estate	**6.1x**	**10.7x**	**11.0x**	**0.6x**
Utilities	**2.3x**	**6.7x**	**11.4x**	**1.0x**
Electric. Gas and Water Utilities[1]	2.0x	6.3x	11.0x	1.0x

Financials Sector/Industry Group	Market Capitalization /Revenues	P/TBV	P/E	P/B
Financials	**1.9x**	**1.2x**	**8.8x**	**1.1x**
Banks	1.8x	1.0x	6.3x	0.9x

[1] According to GICS nomenclature. this is classified as "Industry," which is one level below "Industry Group."

Country Snapshot: Argentina

The MERVAL index is a price-weighted index, calculated as the market value of a portfolio of stocks selected based on their market share, number of transactions and quotation price. It is typically used as the benchmark stock market index in Argentina.

In 2022, MERVAL increased by 36% (in price terms, converted to USD),[1] compared to a 0.5% increase in the STOXX LATAM TMI, 19.4% decrease in the S&P 500 and 12.9% decrease in the STOXX Europe 600. Argentinian real GDP is expected to have grown 4.6% in 2022 and to grow 2.0% in 2023, according to the IMF's *World Economic Outlook Update* report (January 2023). The Argentinean peso has depreciated against the U.S. dollar by 42% since the beginning of 2022.

MERVAL Spotlight

Historical Evolution: MERVAL, S&P 500, STOXX Europe 600, and STOXX LATAM TMI[2]
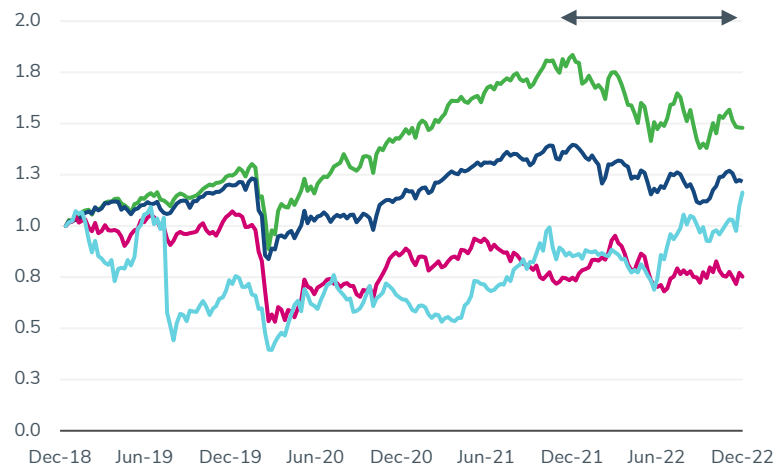
Legend:
- S&P500
- STOXX Europe 600
- STOXX LATAM TMI
- MERVAL

Stock market performance in 2022:
- 🇦🇷 +36.4% ⬆
- 🇺🇸 -19.4% ⬇
- +0.5% ⬆
- 🇪🇺 -12.9% ⬇
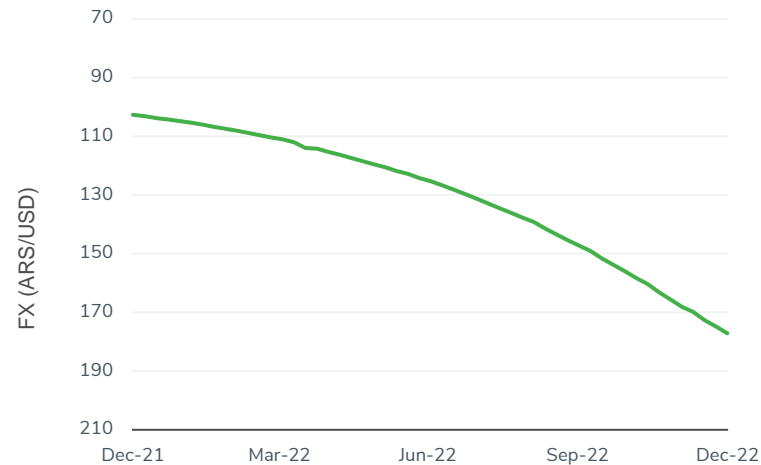
FX evolution in 2022

FX (ARS/USD)

[1] Based on a translation of the local stock market index level into USD. The resulting translated index is then used to calculate price returns in USD. Official index providers may use a different method to compute index returns in different currencies.

[2] Current MERVAL methodology started in January 2019. MERVAL, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR.

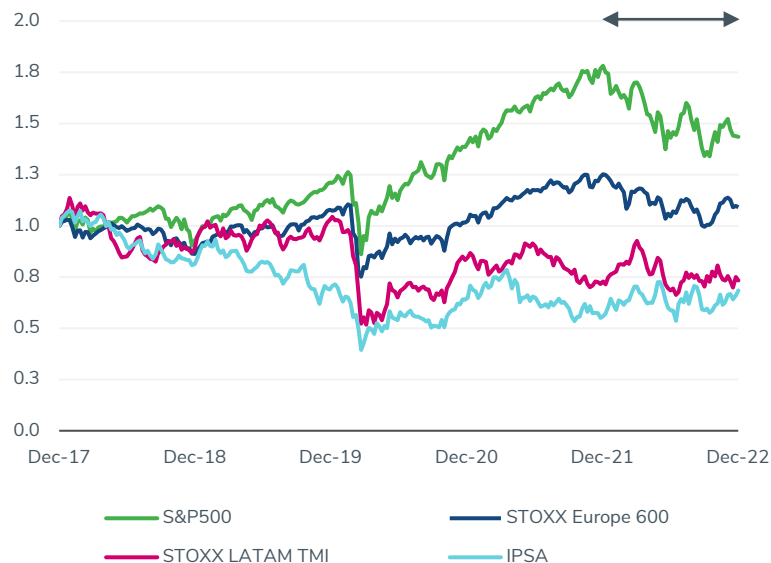Sources: Capital IQ; IMF—*World Economic Outlook Update* (January 2023); Kroll analysis

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Country Snapshot: Brazil

The IBOVESPA is the main performance indicator of the stocks traded in the Brazilian stock market and lists major companies in the Brazilian capital market. It is typically used as the benchmark stock market index in Brazil.

In 2022, IBOVESPA increased by 10% (in price terms, converted to USD).[1] Brazilian real GDP is expected to have grown 3.1% in 2022 and to grow 1.2% in 2023, according to the IMF's *World Economic Outlook Update* report (January 2023). The Brazilian real has appreciated against the U.S. dollar by 5% since the beginning of 2022.

IBOVESPA Spotlight

5Y Evolution: IBOVESPA, S&P 500, STOXX Europe 600, and STOXX LATAM TMI[2]

- S&P500
- STOXX Europe 600
- STOXX LATAM TMI
- IBOVESPA

Stock market performance in 2022: +10.3% ↑ -19.4% ↓ +0.5% ↑ -12.9% ↓

FX evolution in 2022

FX (BRL/USD)

[1] Based on a translation of the local stock market index level into USD. The resulting translated index is then used to calculate price returns in USD. Official index providers may use a different method to compute index returns in different currencies.
[2] IBOVESPA, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR.
Sources: Capital IQ; IMF—*World Economic Outlook Update* (January 2023); Kroll analysis

Country Snapshot: Chile

The IPSA measures the price variations of the largest and most liquid Chilean issuers listed on the Santiago Stock Exchange. It is typically used as the benchmark stock market index in Chile.

In 2022, IPSA increased by 22% (in price terms, converted to USD).[1] Chilean real GDP was expected to have grown by 2.0% in 2022 and to decrease 1.0% in 2023, according to the IMF's *World Economic Outlook* report (October 2022). The Chilean peso has appreciated against the U.S. dollar by 0.3% since the beginning of 2022.

IPSA Spotlight

5Y Evolution: IPSA, S&P 500, STOXX Europe 600, and STOXX LATAM TMI[2]

- S&P500
- STOXX Europe 600
- STOXX LATAM TMI
- IPSA

Stock market performance in 2022

+22.5% ↑   -19.4% ↓

+0.5% ↑   -12.9% ↓

FX evolution in 2022

FX (CLP/USD)

[1] Based on a translation of the local stock market index level into USD. The resulting translated index is then used to calculate price returns in USD. Official index providers may use a different method to compute index returns in different currencies.
[2] IPSA, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR.
Sources: Capital IQ; IMF—*World Economic Outlook* (October 2022. The January 2023 update does not disclose expectations for Chile); Kroll analysis

Country Snapshot: Colombia

The MSCI COLCAP index is the main reference of the Colombian stock market and is made up of 20 issuers and the 25 most liquid stocks in the market, weighting the stocks by adjusted market capitalization with no participation limit. It is typically used as the benchmark stock market index in Colombia.

In 2022, MSCI COLCAP decreased by 23% (in price terms, converted to USD).[1] Colombian real GDP was expected to have grown 7.6% in 2022 and to grow 2.2% in 2023, according to the IMF's *World Economic Outlook* report (October 2022). The Colombian peso has depreciated against the U.S. dollar by 16% since the beginning of 2022.

MSCI COLCAP Spotlight

5Y Evolution: MSCI COLCAP, S&P 500, STOXX Europe 600, and STOXX LATAM TMI[2]

Legend:
- S&P500
- STOXX Europe 600
- STOXX LATAM TMI
- COLCAP

Stock market performance in 2022:
- 🇨🇴 -23.5% ▼
- 🇺🇸 -19.4% ▼
- +0.5% ▲
- 🇪🇺 -12.9% ▼

FX evolution in 2022

[1] Based on a translation of the local stock market index level into USD. The resulting translated index is then used to calculate price returns in USD. Official index providers may use a different method to compute index returns in different currencies.
[2] COLCAP, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR.
Sources: Capital IQ; IMF—*World Economic Outlook* (October 2022. The January 2023 update does not disclose expectations for Colombia); Kroll analysis
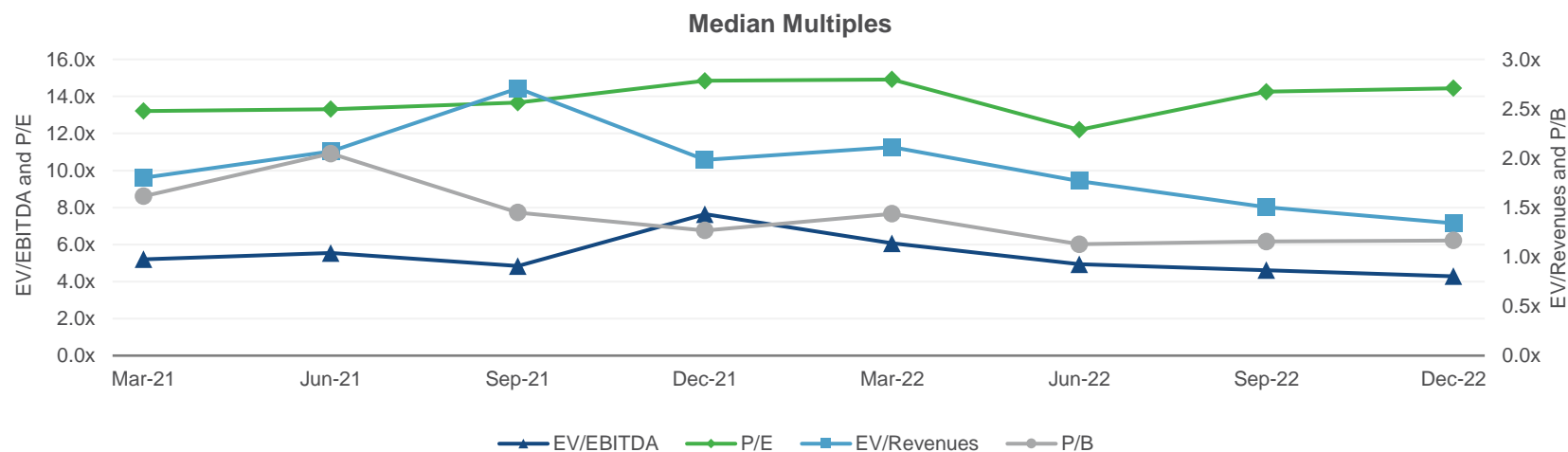
Country Snapshot: Mexico

The S&P BMV IPC index is a modified capitalization-weighted index subject to diversification requirements, traded on the Mexican Stock Exchange. It is typically used as the benchmark stock market index in Mexico.

In 2022, S&P BMV IPC decreased by 4% (in price terms, converted to USD).[1] Mexican real GDP is expected to have grown 3.1% in 2022 and to grow by 1.7% in 2023, according to the IMF's *World Economic Outlook Update* report (January 2023). The Mexican peso has appreciated against the U.S. dollar by 5% since the beginning of 2022.

BMV IPC Spotlight

5Y Evolution: BMV IPC, S&P 500, STOXX Europe 600, and STOXX LATAM TMI[2]
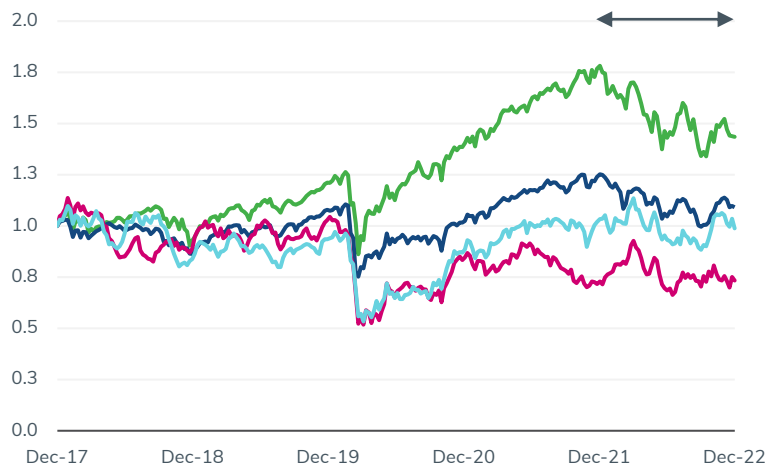
— S&P500 — STOXX Europe 600 — STOXX LATAM TMI — BMV IPC

FX evolution in 2022

Stock market performance in 2022

-4.4% ↓   -19.4% ↓

+0.5% ↑   -12.9% ↓

[1] Based on a translation of the local stock market index level into USD. The resulting translated index is then used to calculate price returns in USD. Official index providers may use a different method to compute index returns in different currencies.
[2] BMV IPC, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR.
Sources: Capital IQ; IMF— *World Economic Outlook Update* (January 2023); Kroll analysis

Country Snapshot: Peru 🇵🇪

The S&P BVL Peru General Index was designed to be the broad benchmark for the BVL. It is a free-float-adjusted capitalization-weighted index that includes additional liquidity and trading frequency requirements for its constituents. It is typically used as the benchmark stock market index in Peru.

In 2022, S&P BVL increased by 2% (in price terms, converted to USD).[1] Peruvian real GDP was expected to have grown by 2.7% in 2022 and to grow by 2.6% in 2023, according to the IMF's *World Economic Outlook* report (October 2022). The Peruvian sol has appreciated against the U.S. dollar by 5% since the beginning of 2022.

BVL Peru Spotlight

5Y Evolution: BVL Peru, S&P 500, STOXX Europe 600, and STOXX LATAM TMI[2]
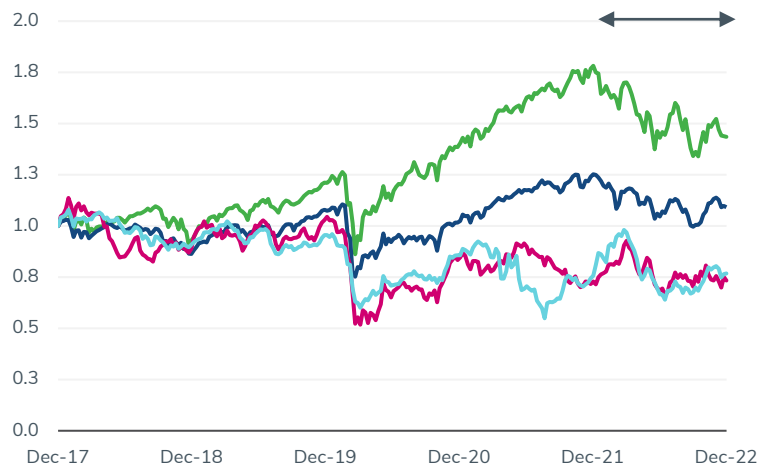
Legend: S&P500 — STOXX Europe 600 — STOXX LATAM TMI — BVL

FX evolution in 2022

Stock market performance in 2022

🇵🇪 +1.5% ⬆	🇺🇸 -19.4% ⬇	
🌐 +0.5% ⬆	🇪🇺 -12.9% ⬇	

[1] Based on a translation of the local stock market index level into USD. The resulting translated index is then used to calculate price returns in USD. Official index providers may use a different method to compute index returns in different currencies.
[2] BVL Peru, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR.
Sources: Capital IQ; IMF— *World Economic Outlook* (October 2022. The January 2023 update does not disclose expectations for Peru); Kroll analysis

Communication Services

Q4 2022

KROLL

Communication Services

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	15	15	15	15
Number of Outliers[1]	4	6	8	4
Number of Observations (final)[2]	11	9	7	11
High	2.2x	5.4x	17.7x	2.1x
Third Quartile	1.9x	4.9x	15.0x	1.3x
Mean	**1.3x**	**4.2x**	**14.1x**	**1.2x**
Median	**1.3x**	**4.3x**	**14.4x**	**1.2x**
First Quartile	0.7x	3.8x	12.7x	1.0x
Low	0.5x	2.3x	11.0x	0.7x

Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.
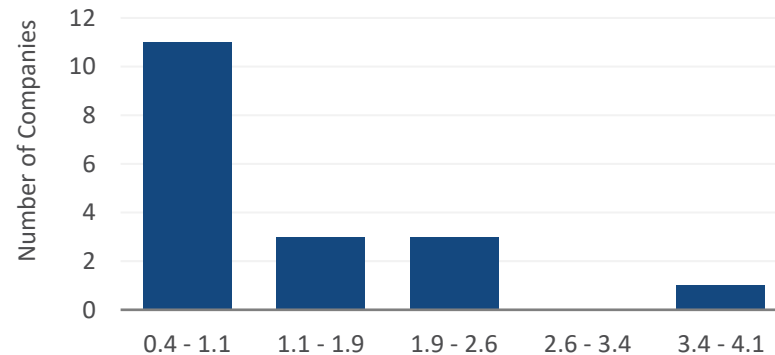
Communication Services
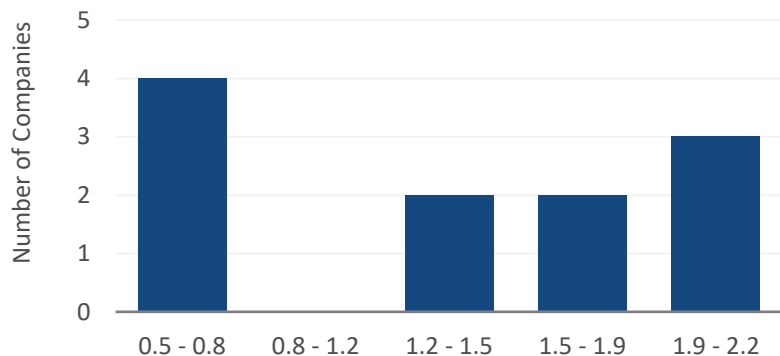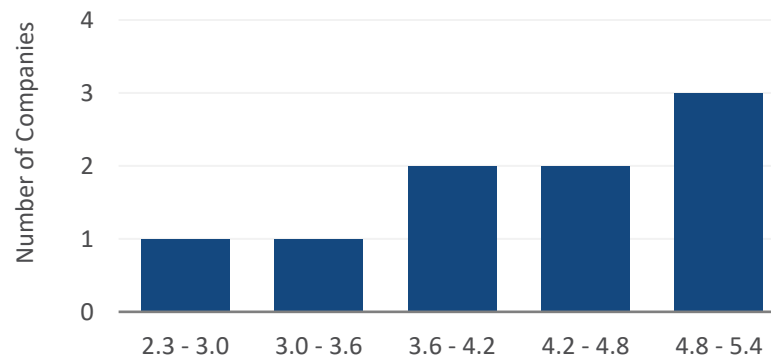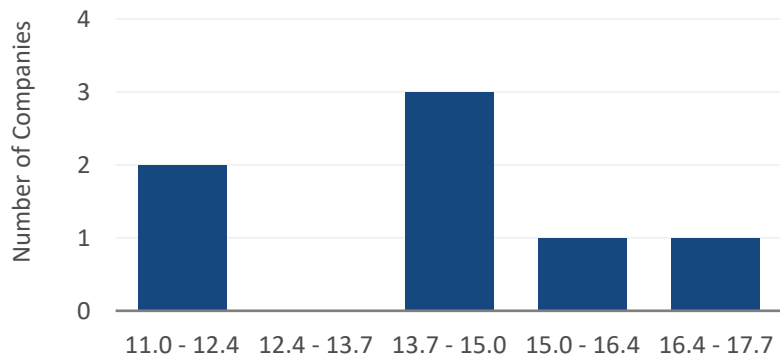
As of December 31, 2022
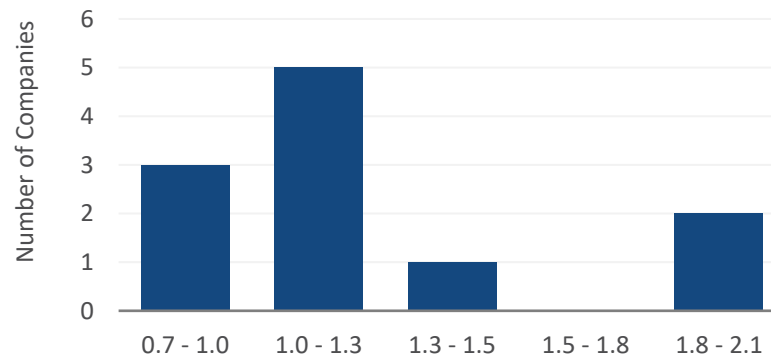
Consumer Durables and Apparel

Q4 2022

KROLL

Consumer Durables and Apparel

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	33	33	33	33
Number of Outliers[1]	5	12	12	8
Number of Observations (final)[2]	28	21	21	25
High	3.6x	21.0x	19.4x	3.3x
Third Quartile	1.9x	12.0x	13.2x	1.5x
Mean	**1.5x**	**9.5x**	**9.6x**	**1.0x**
Median	**1.3x**	**8.3x**	**8.0x**	**0.6x**
First Quartile	0.8x	5.5x	4.9x	0.5x
Low	0.4x	3.4x	2.4x	0.2x
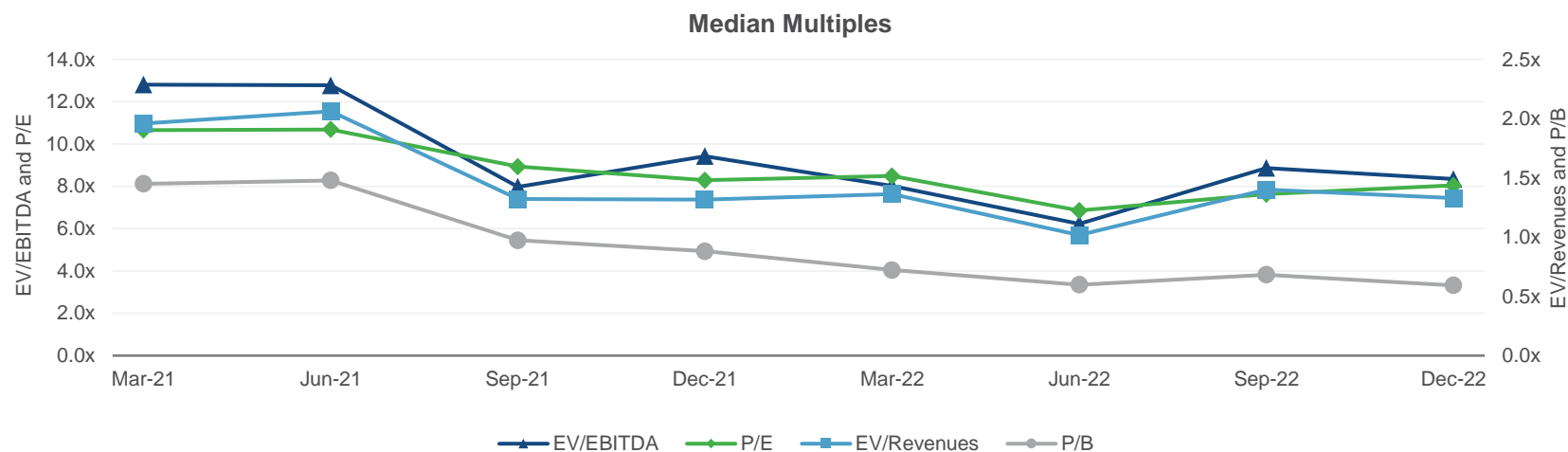
Median Multiples

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[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.

Consumer Durables and Apparel

As of December 31, 2022
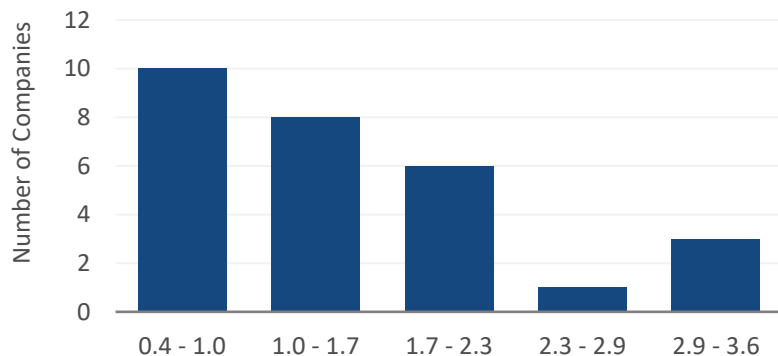
EV/Revenues
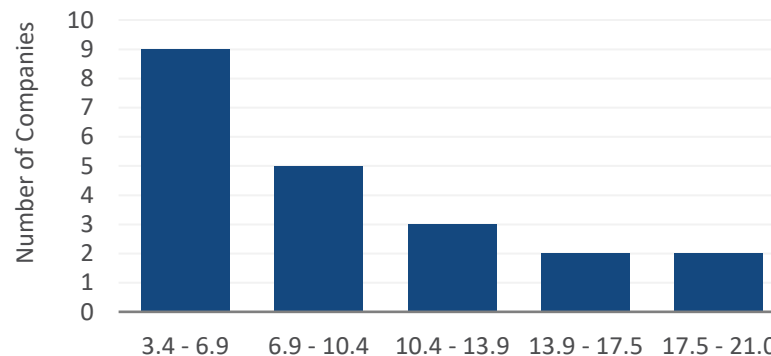
EV/EBITDA

P/E
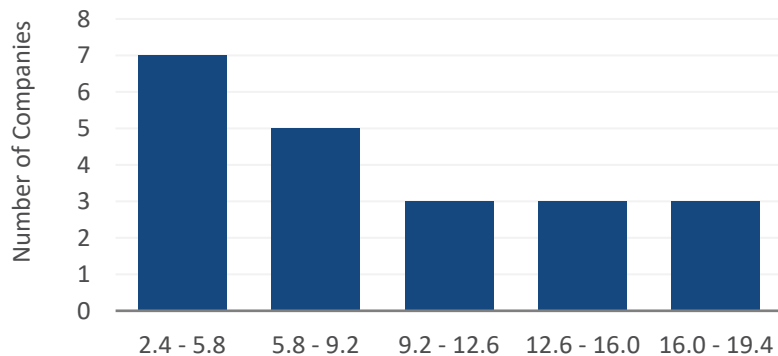
P/B
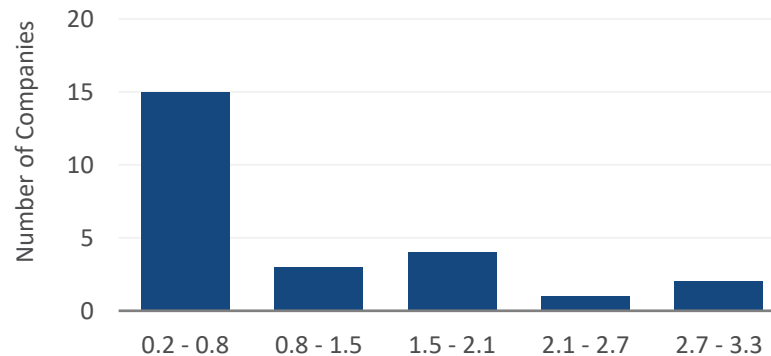
Consumer Services

Q4 2022

KROLL

Consumer Services

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	22	22	22	22
Number of Outliers[1]	3	3	15	4
Number of Observations (final)[2]	19	19	7	18
High	4.3x	24.5x	47.9x	4.1x
Third Quartile	2.5x	11.0x	32.5x	1.9x
Mean	**1.9x**	**9.4x**	**28.9x**	**1.3x**
Median	**1.6x**	**7.8x**	**29.0x**	**1.0x**
First Quartile	1.1x	5.1x	21.9x	0.5x
Low	0.7x	4.6x	16.5x	0.4x
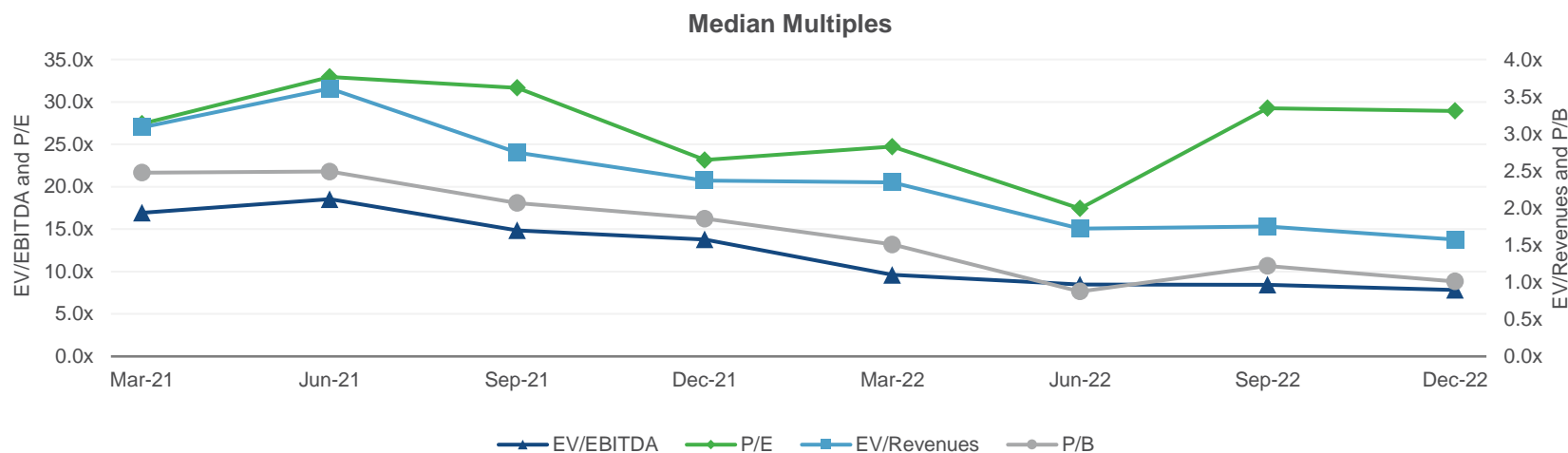
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.
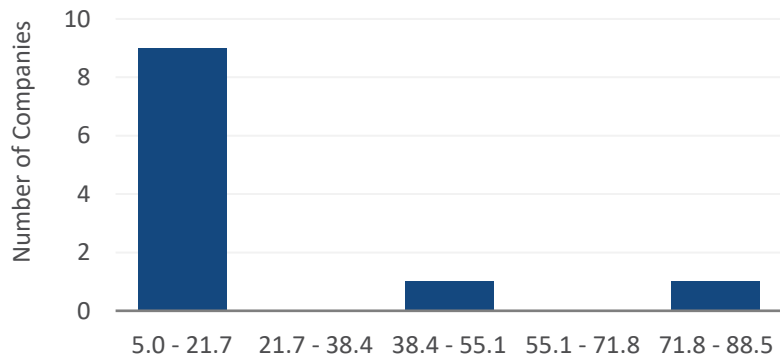
Consumer Services
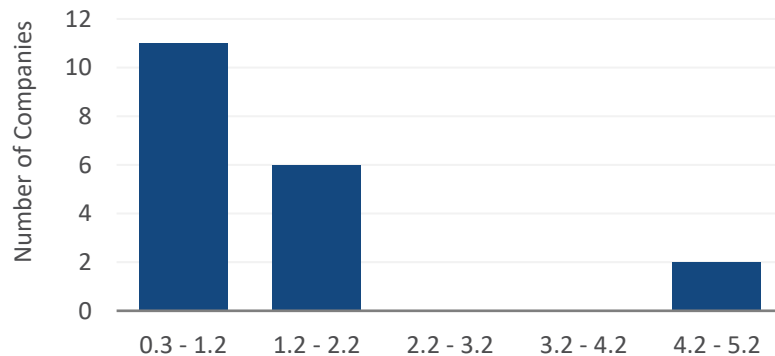
As of December 31, 2022
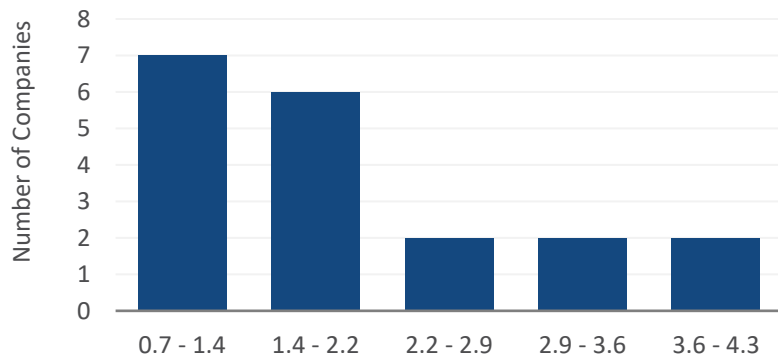
EV/Revenues
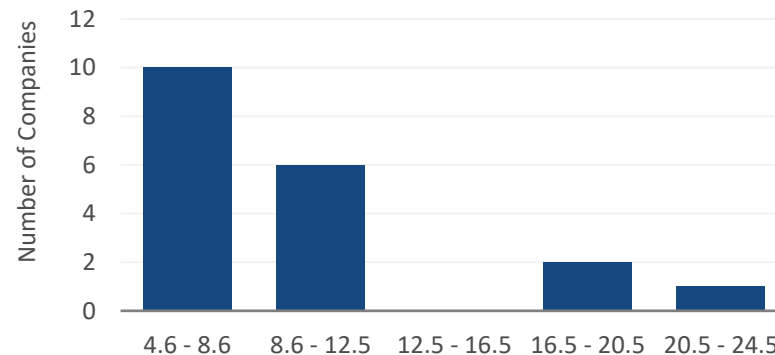
EV/EBITDA

P/E
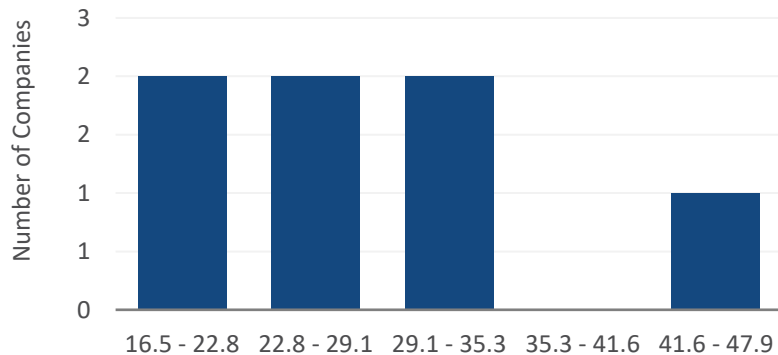
P/B

Retailing

Q4 2022

KROLL

Retailing

## As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	21	21	21	21
Number of Outliers[1]	3	5	10	2
Number of Observations (final)[2]	18	16	11	19
High	3.1x	18.2x	88.5x	5.2x
Third Quartile	1.0x	10.2x	19.2x	1.5x
Mean	**0.9x**	**8.8x**	**20.5x**	**1.3x**
Median	**0.8x**	**7.8x**	**8.1x**	**0.7x**
First Quartile	0.6x	6.3x	7.1x	0.5x
Low	0.2x	4.3x	5.0x	0.3x
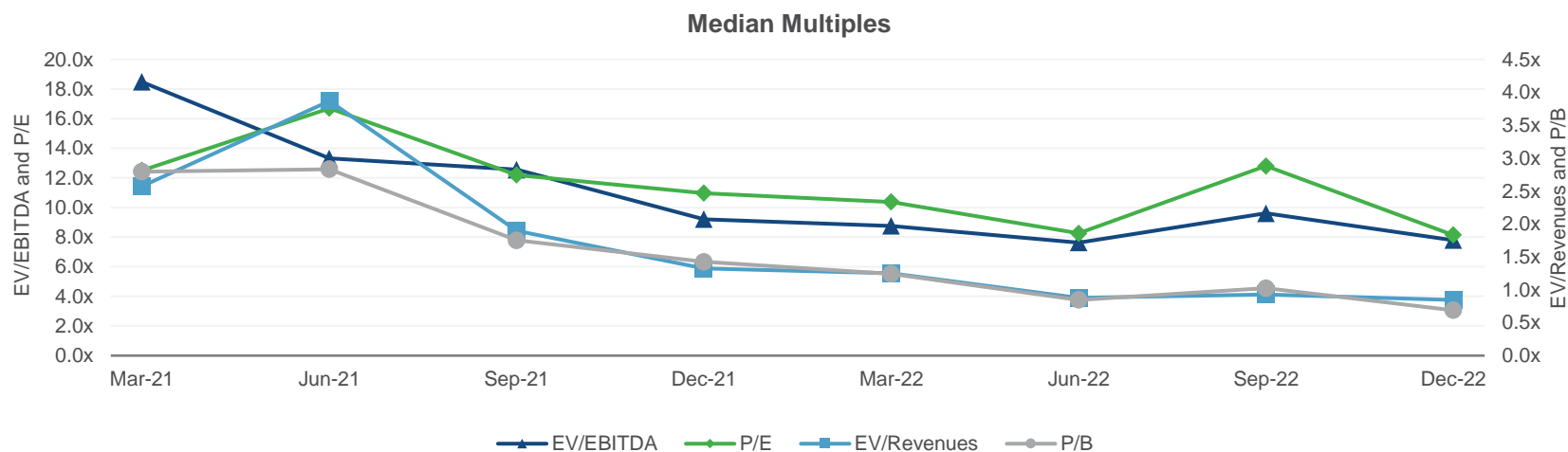
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.

Retailing

As of December 31, 2022
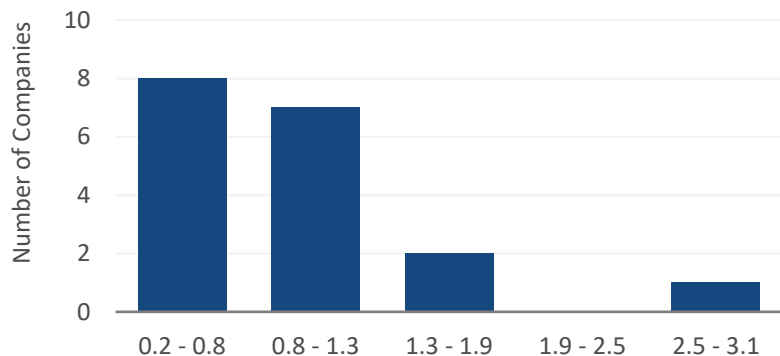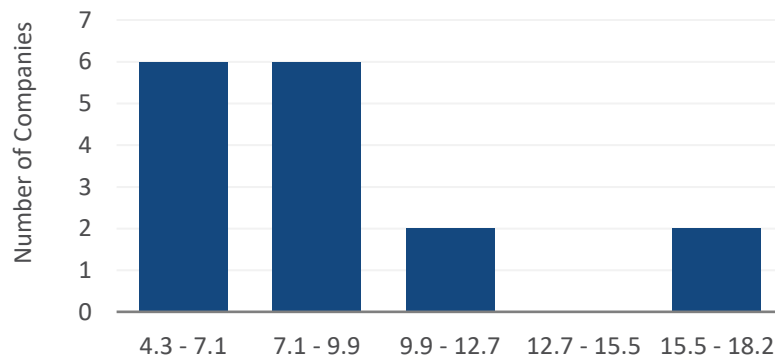
# Food and Staples Retailing

Q4 2022

Food and Staples Retailing

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	13	13	13	13
Number of Outliers[1]	2	2	2	2
Number of Observations (final)[2]	11	11	11	11
High	1.5x	14.3x	45.5x	7.8x
Third Quartile	0.8x	11.0x	24.3x	2.1x
Mean	0.7x	8.6x	19.8x	2.3x
Median	0.6x	7.4x	15.4x	1.5x
First Quartile	0.5x	6.5x	13.0x	0.9x
Low	0.3x	3.3x	8.9x	0.3x
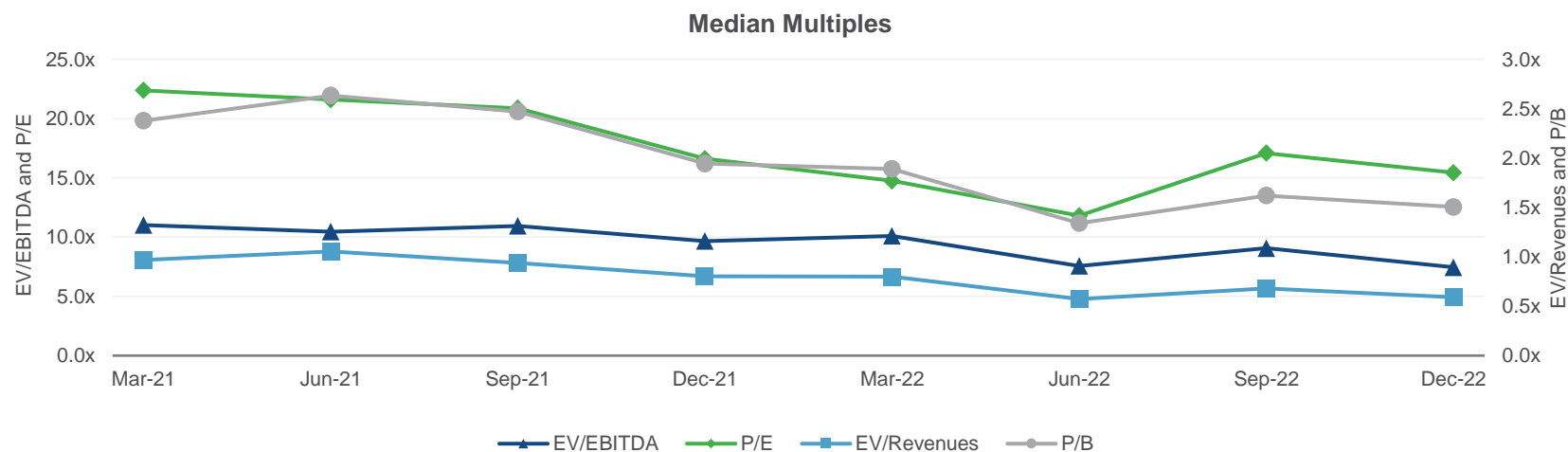
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.
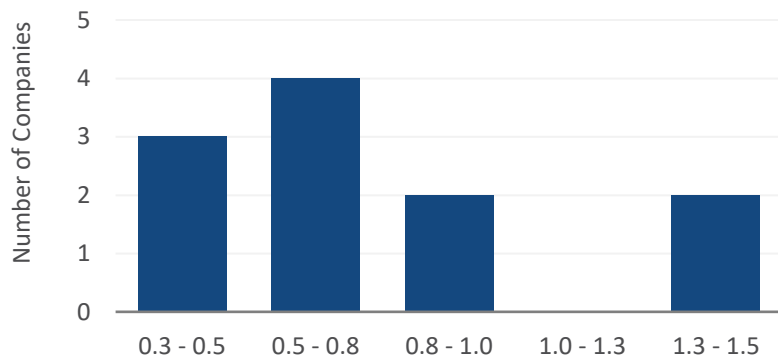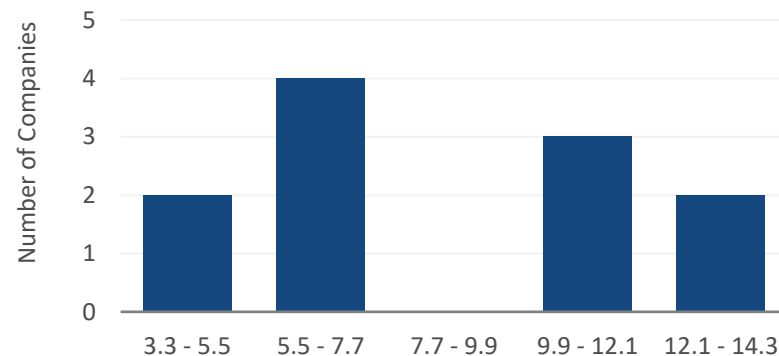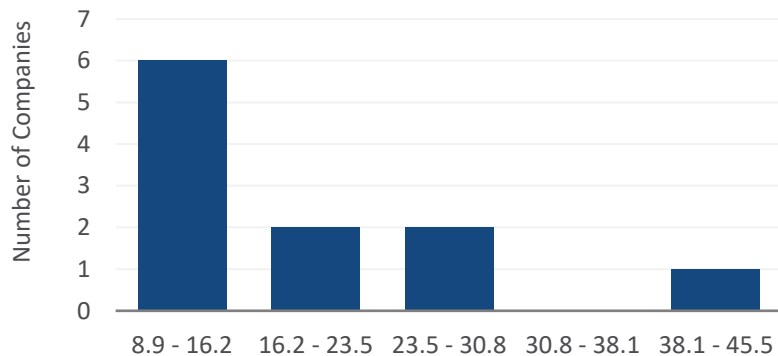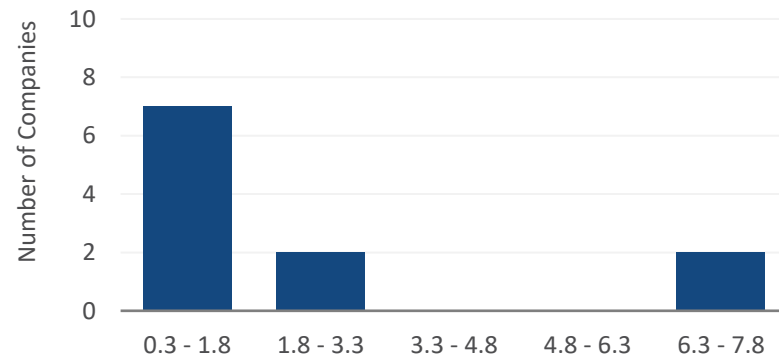
Food, Beverage and Tobacco

Q4 2022

KROLL

Food, Beverage and Tobacco

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	30	30	30	30
Number of Outliers[1]	4	4	8	6
Number of Observations (final)[2]	26	26	22	24
High	2.7x	14.3x	19.2x	2.7x
Third Quartile	1.5x	8.1x	14.4x	2.0x
Mean	**1.2x**	**6.8x**	**10.9x**	**1.6x**
Median	**1.0x**	**6.6x**	**9.8x**	**1.6x**
First Quartile	0.7x	4.3x	7.4x	1.1x
Low	0.4x	3.1x	2.4x	0.7x

Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.

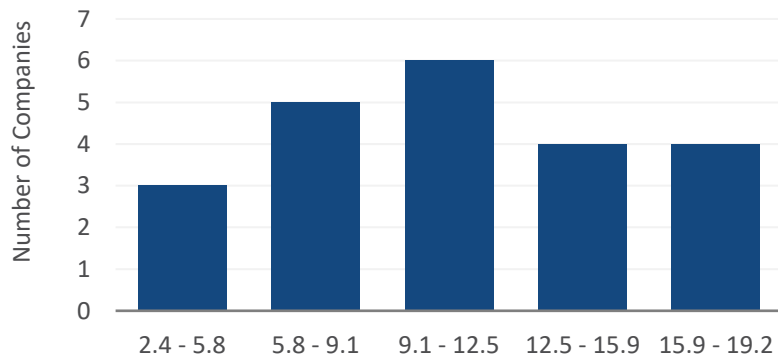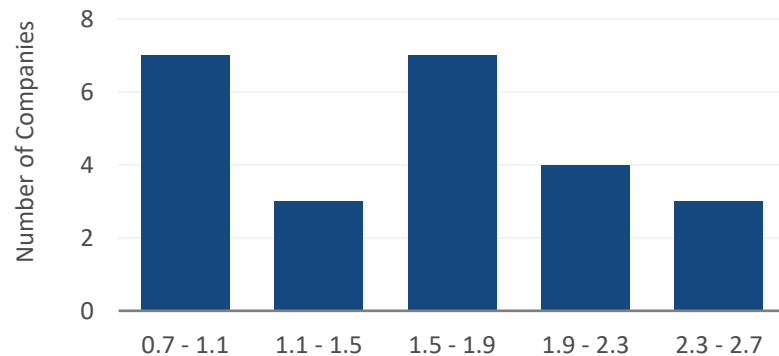# Food, Beverage and Tobacco

As of December 31, 2022

Energy

Q4 2022

KROLL
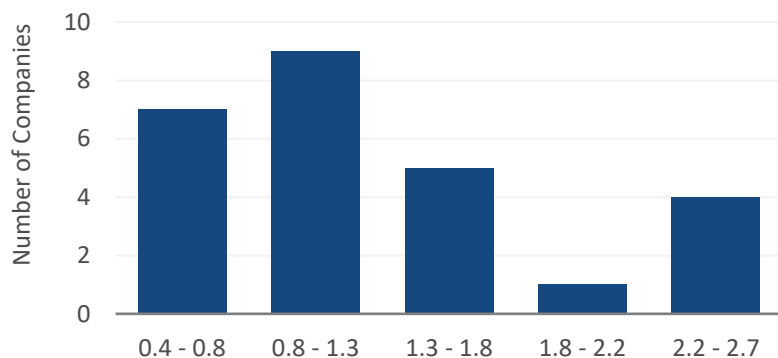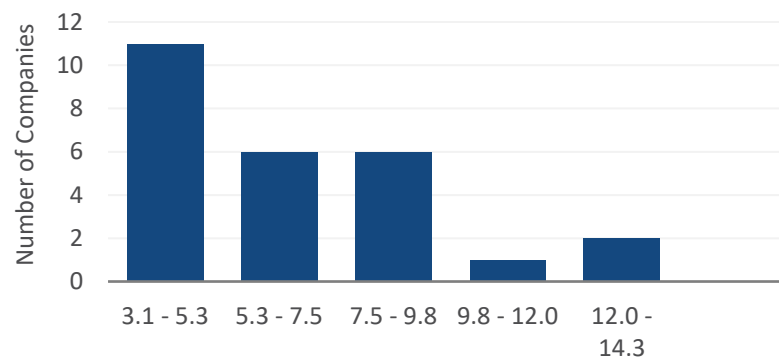
Energy

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	13	13	13	13
Number of Outliers[1]	2	3	5	3
Number of Observations (final)[2]	11	10	8	10
High	4.9x	11.3x	20.1x	3.4x
Third Quartile	3.2x	6.3x	12.8x	2.0x
Mean	**2.2x**	**5.6x**	**9.4x**	**1.6x**
Median	**1.8x**	**6.0x**	**7.2x**	**1.4x**
First Quartile	1.1x	3.4x	4.5x	1.0x
Low	0.5x	1.7x	2.0x	0.8x
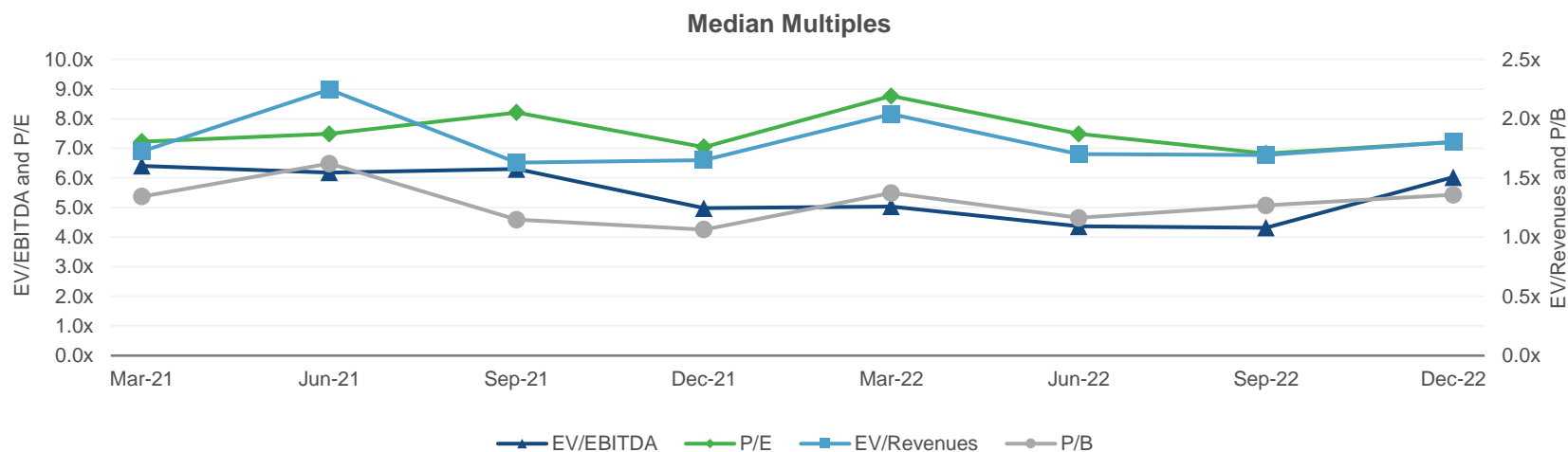
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
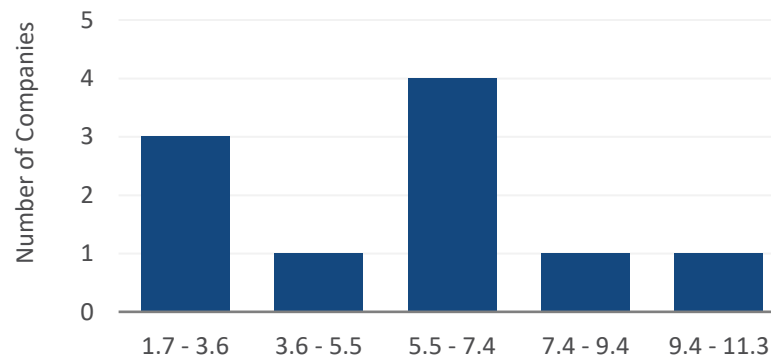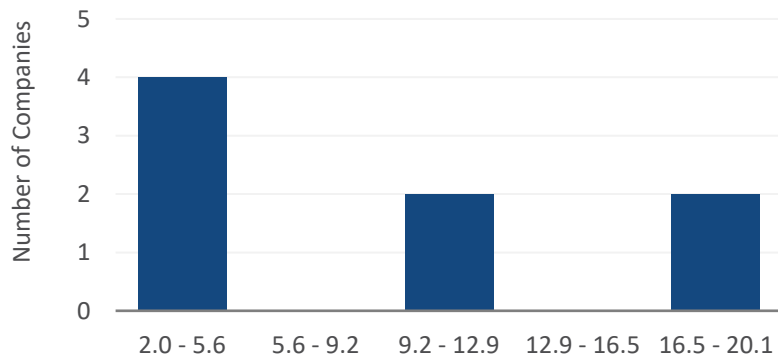Sources: Capital IQ; Bloomberg; Kroll analysis.
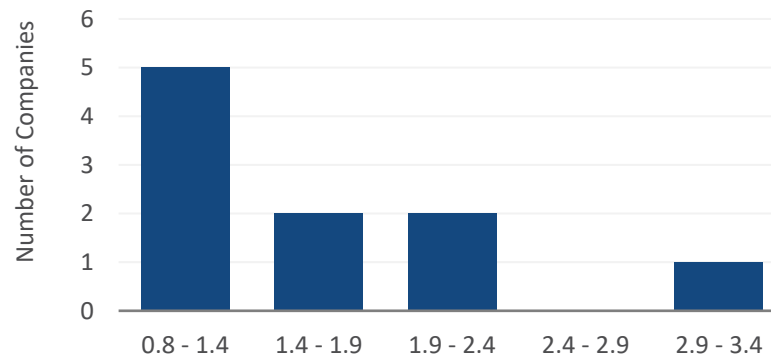
Energy

As of December 31, 2022
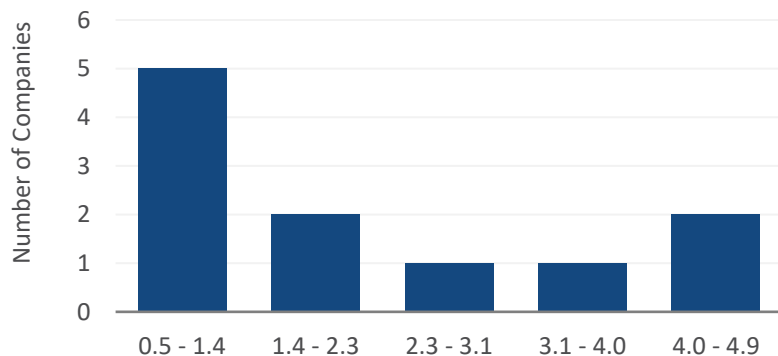
Financials

Q4 2022

KROLL

Financials

As of December 31, 2022

	Market cap/Revenues	P/TBV	P/E	P/B
Number of Companies	46	46	46	46
Number of Outliers[1]	10	14	13	11
Number of Observations (final)[2]	36	32	33	35
High	9.0x	4.4x	18.4x	3.5x
Third Quartile	4.0x	2.1x	11.9x	1.7x
Mean	**2.8x**	**1.6x**	**9.3x**	**1.4x**
Median	**1.9x**	**1.2x**	**8.8x**	**1.1x**
First Quartile	1.3x	0.9x	6.3x	0.8x
Low	0.5x	0.4x	3.1x	0.4x
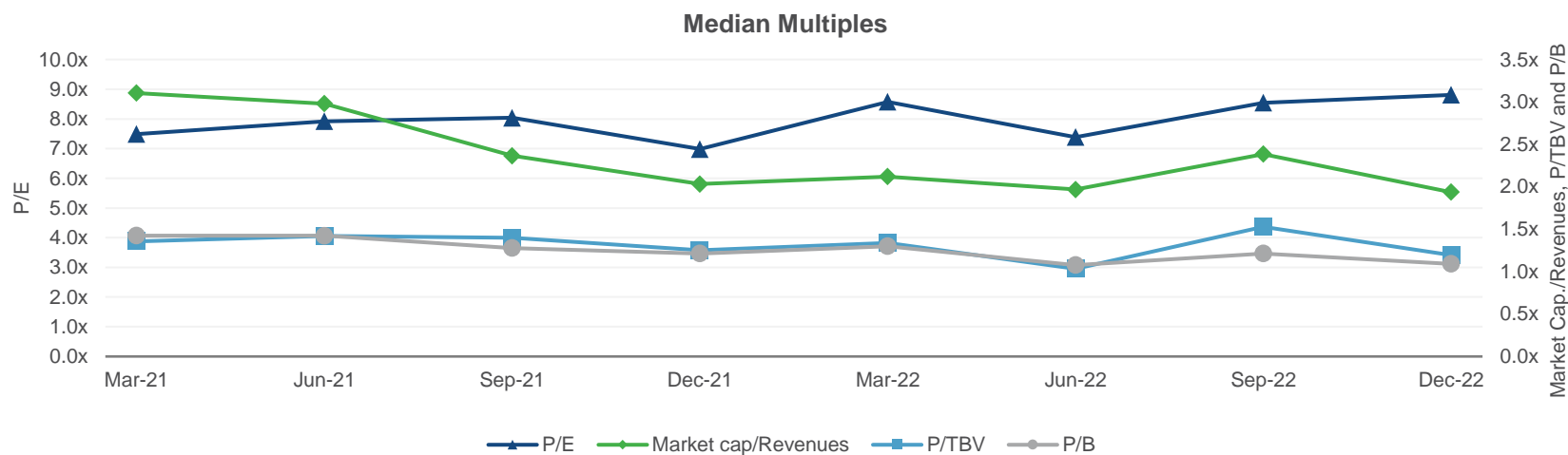
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
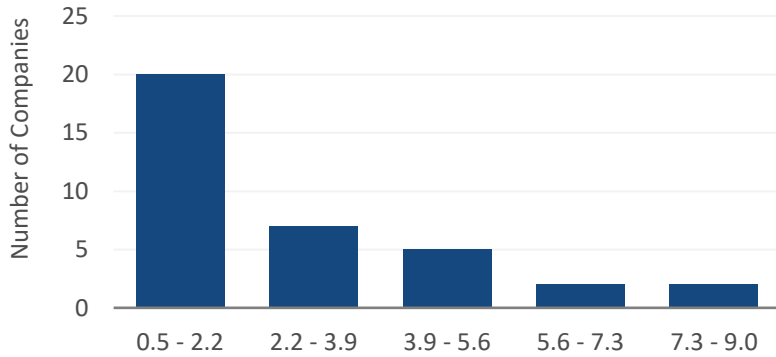[2] A sector/industry group must have a minimum of five company participants to be calculated.
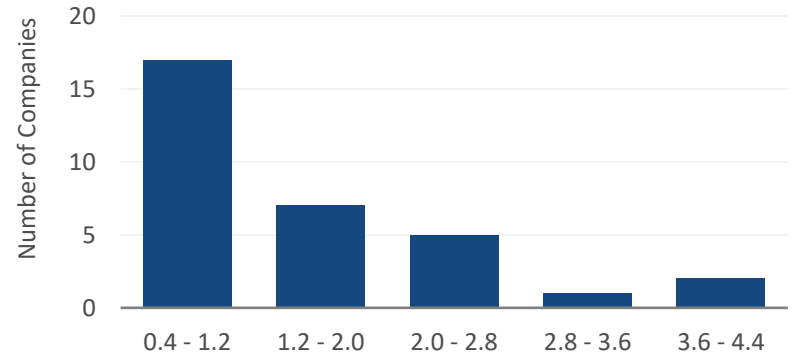Sources: Capital IQ; Bloomberg; Kroll analysis.
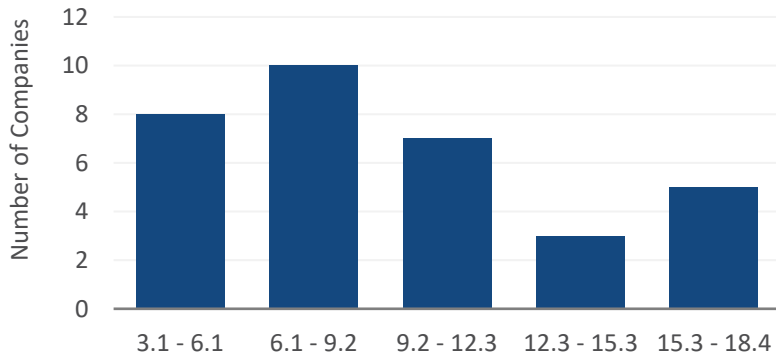
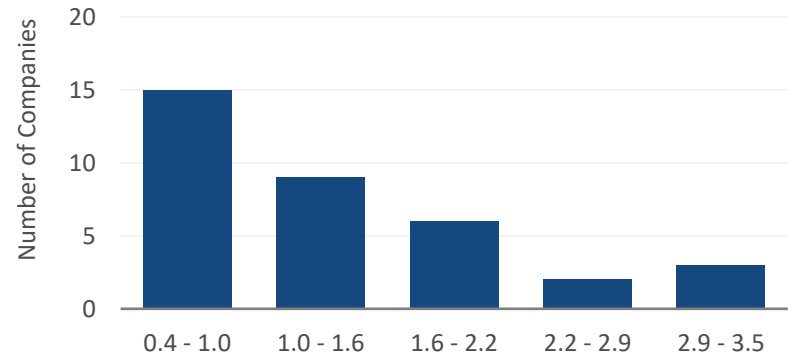# Financials

As of December 31, 2022

Market Cap./Revenues

P/TBV

P/E

P/B

Health Care

Q4 2022

KROLL

Health Care

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	15	15	15	15
Number of Outliers[1]	2	3	7	4
Number of Observations (final)[2]	13	12	8	11
High	5.0x	28.3x	27.3x	4.1x
Third Quartile	2.8x	14.2x	19.9x	2.7x
Mean	**2.2x**	**11.2x**	**17.1x**	**2.2x**
Median	**1.9x**	**9.5x**	**15.5x**	**2.0x**
First Quartile	1.5x	6.0x	12.1x	1.7x
Low	0.8x	4.9x	10.3x	1.1x
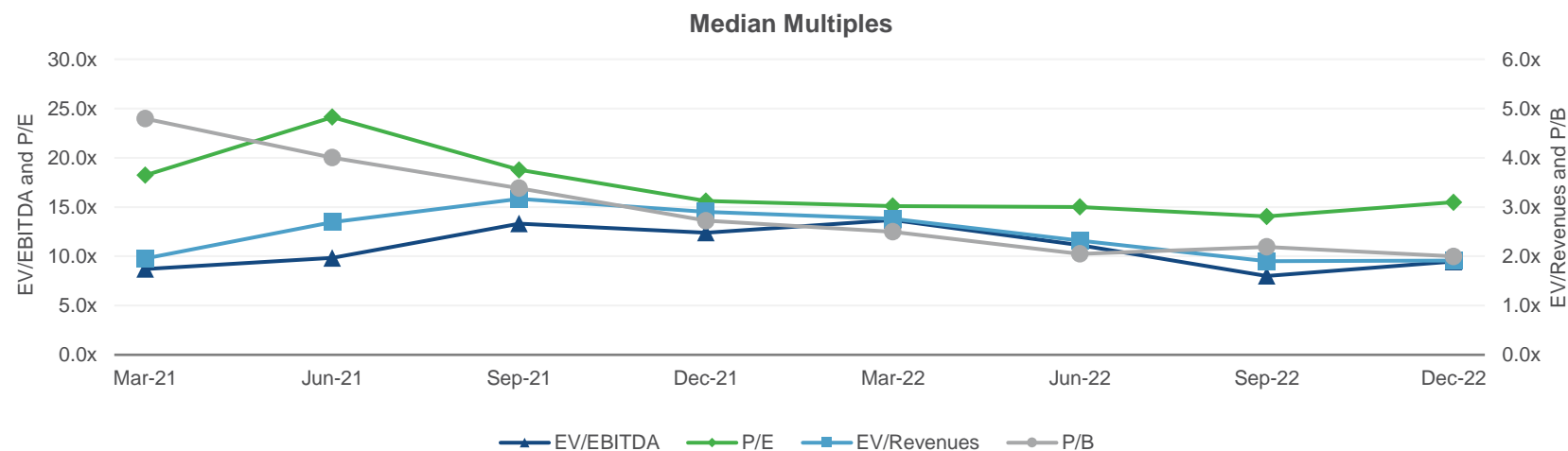
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
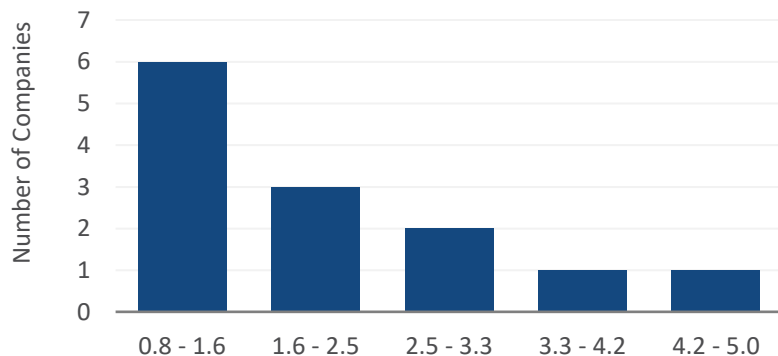[2] A sector/industry group must have a minimum of five company participants to be calculated.
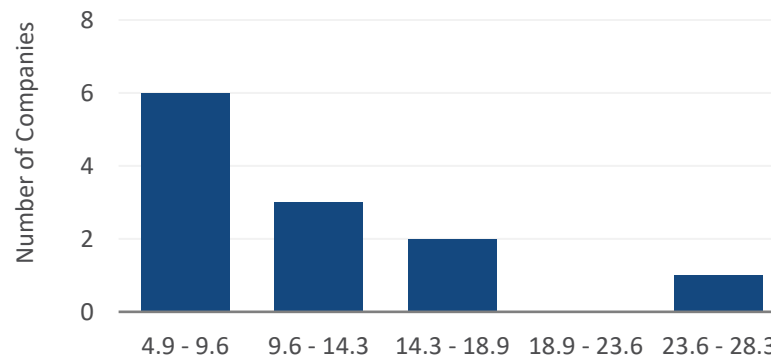Sources: Capital IQ; Bloomberg; Kroll analysis.
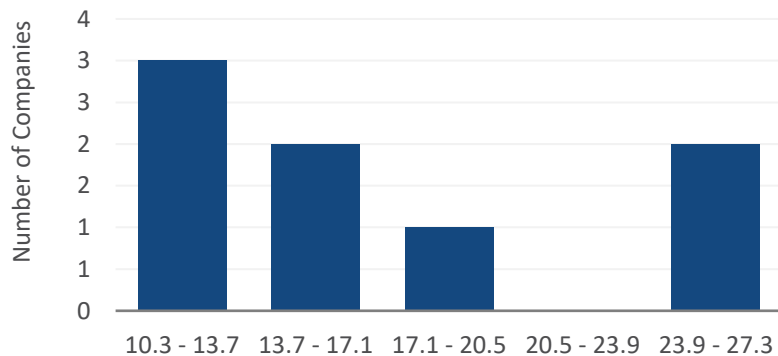
Health Care
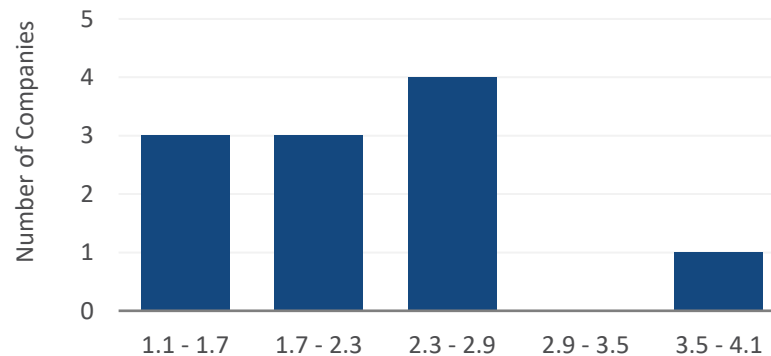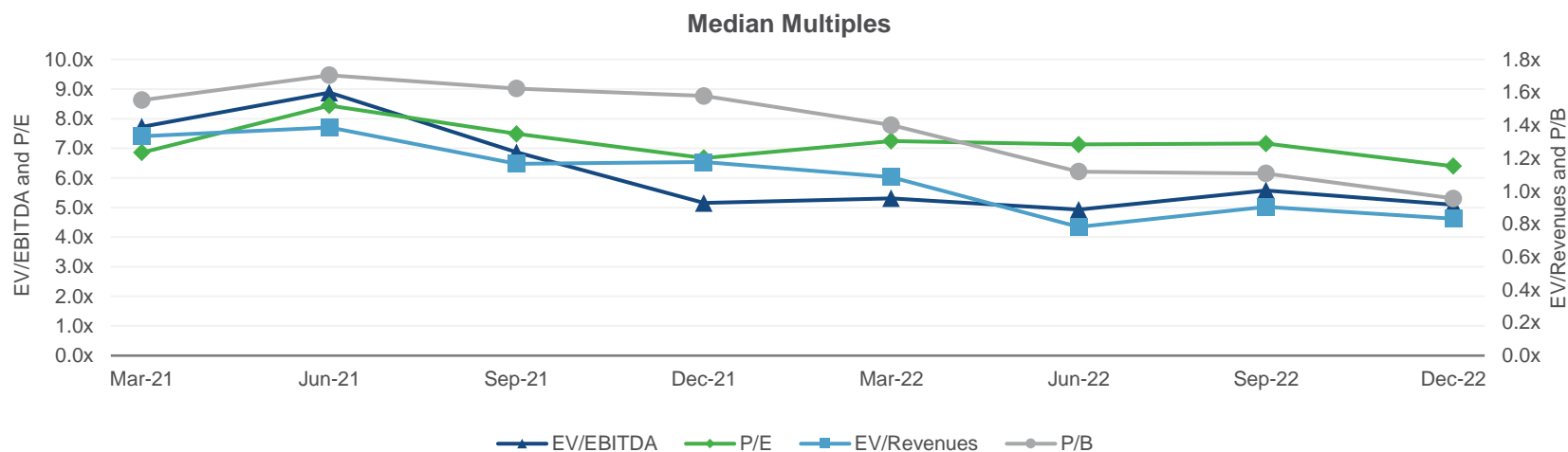
As of December 31, 2022

EV/Revenues

EV/EBITDA

P/E

P/B

Capital Goods

Q4 2022

KROLL

Capital Goods

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	28	28	28	28
Number of Outliers[1]	6	9	9	7
Number of Observations (final)[2]	22	19	19	21
High	5.7x	25.1x	37.7x	3.6x
Third Quartile	1.1x	6.4x	12.3x	1.5x
Mean	**1.3x**	**6.6x**	**11.1x**	**1.3x**
Median	**0.8x**	**5.1x**	**6.4x**	**1.0x**
First Quartile	0.6x	3.7x	5.3x	0.8x
Low	0.4x	2.1x	2.7x	0.3x

Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
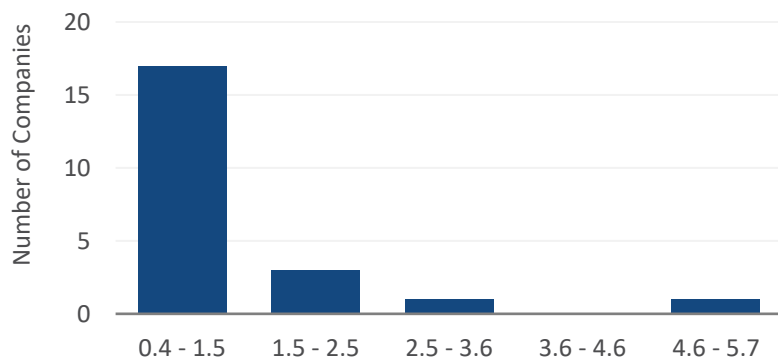[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.

Capital Goods

As of December 31, 2022
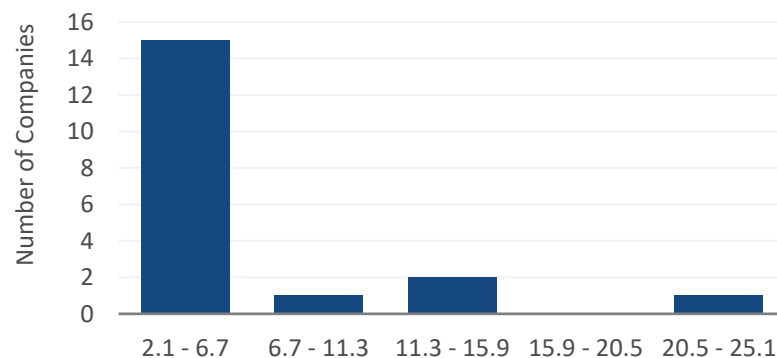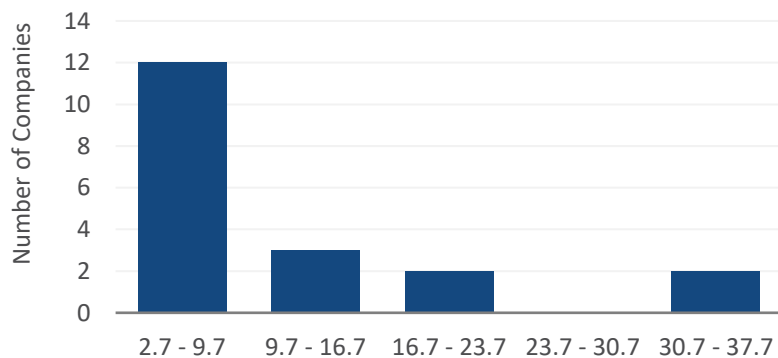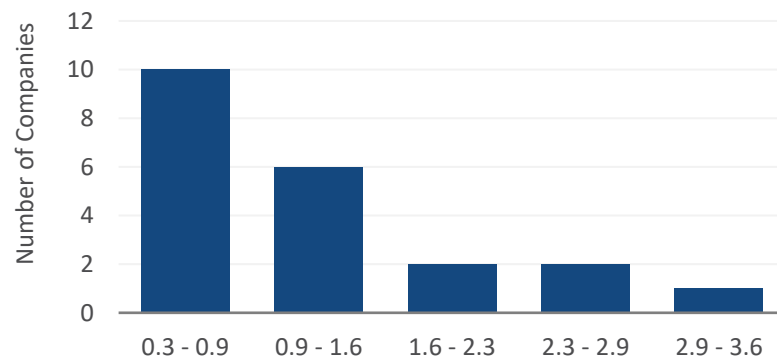
Commercial and Professional Services

Q4 2022

KROLL

Commercial and Professional Services

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	8	8	8	8
Number of Outliers[1]	2	3	5	3
Number of Observations (final)[2]	6	5	3	5
High	3.0x	8.7x	17.5x	3.3x
Third Quartile	1.7x	7.6x	16.0x	2.3x
Mean	**1.4x**	**6.5x**	**13.1x**	**1.8x**
Median	**1.2x**	**6.7x**	**14.6x**	**1.7x**
First Quartile	0.7x	5.8x	11.0x	1.0x
Low	0.5x	3.5x	7.4x	0.8x
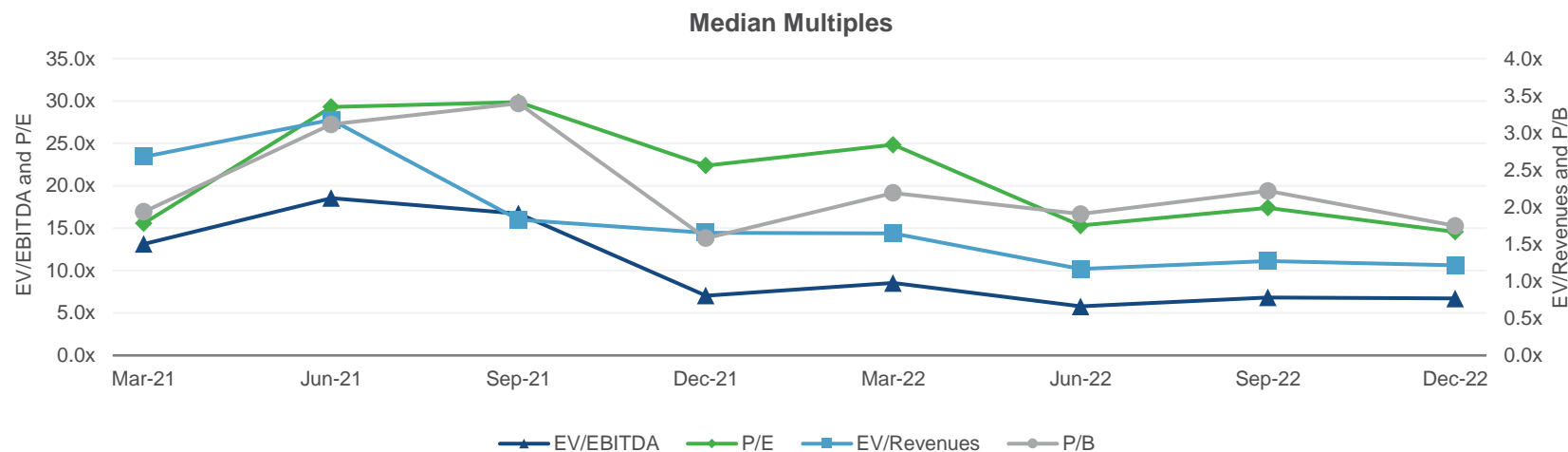
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.

Commercial and Professional Services

As of December 31, 2022
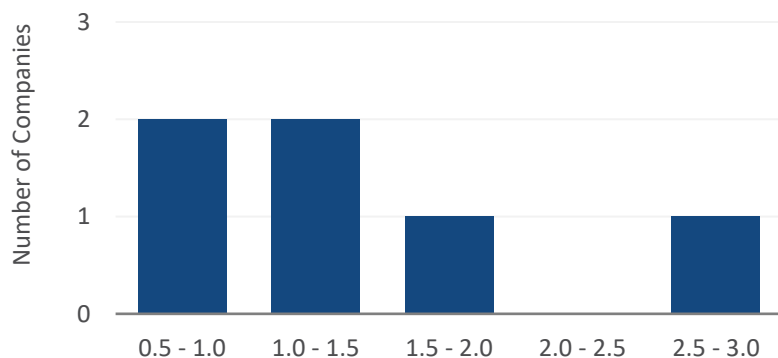
EV/Revenues
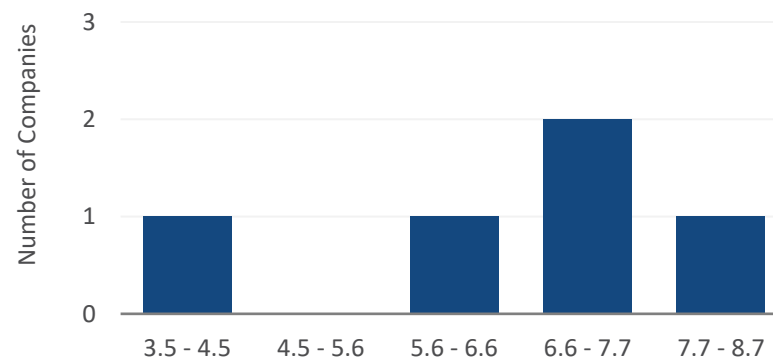
EV/EBITDA

P/E

P/B

Transportation

Q4 2022

KROLL

Transportation

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	26	26	26	26
Number of Outliers[1]	5	6	7	6
Number of Observations (final)[2]	21	20	19	20
High	5.9x	13.9x	79.8x	4.0x
Third Quartile	3.7x	9.8x	22.1x	2.8x
Mean	**2.6x**	**7.7x**	**19.3x**	**2.0x**
Median	**2.3x**	**6.5x**	**14.5x**	**1.8x**
First Quartile	1.5x	5.2x	8.8x	1.1x
Low	0.8x	3.9x	1.3x	0.4x
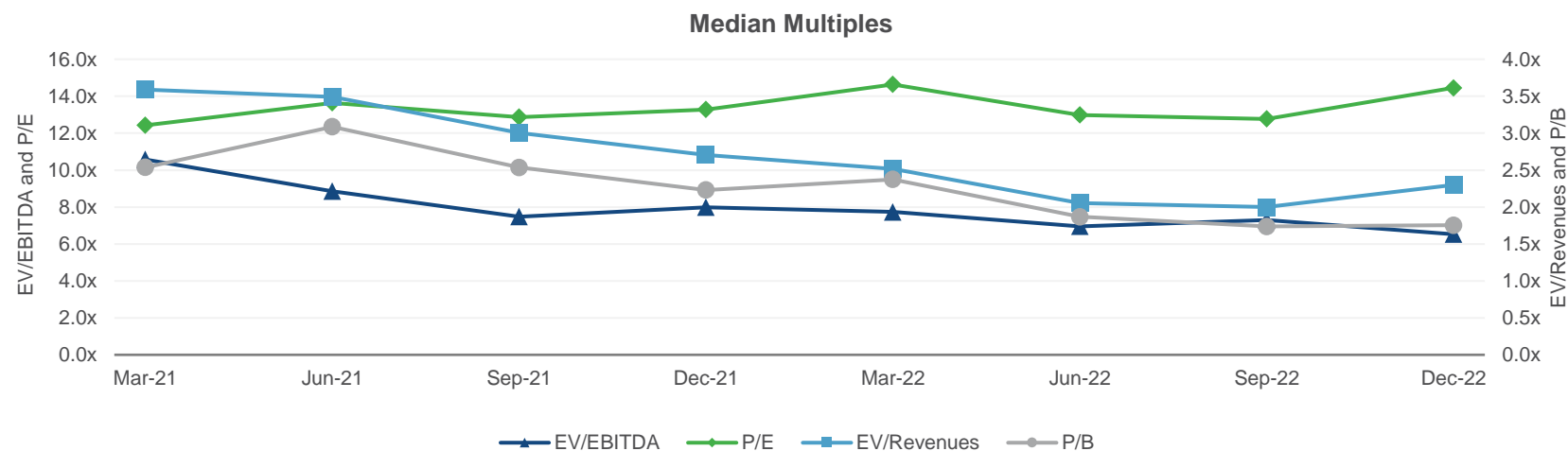
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.
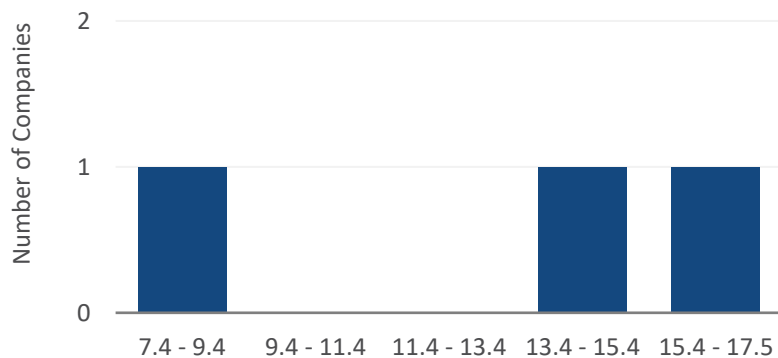
Transportation

As of December 31, 2022
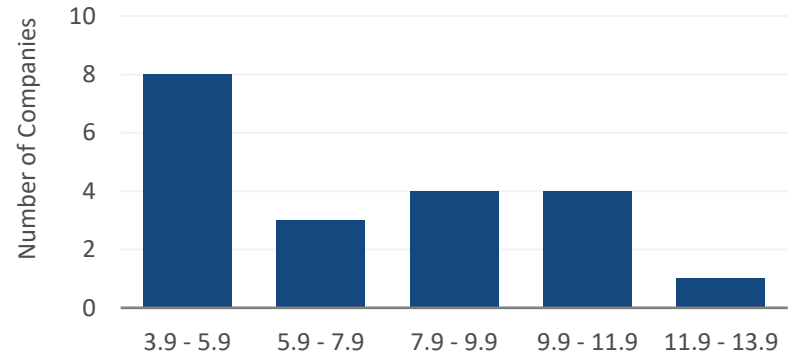
Software and Services

Q4 2022

KROLL

Software and Services

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	12	12	12	12
Number of Outliers[1]	2	4	6	2
Number of Observations (final)[2]	10	8	6	10
High	4.1x	31.7x	52.8x	3.8x
Third Quartile	2.4x	18.0x	42.4x	1.6x
Mean	**1.8x**	**12.1x**	**26.7x**	**1.5x**
Median	**1.6x**	**8.6x**	**22.8x**	**1.4x**
First Quartile	1.0x	4.2x	9.8x	0.9x
Low	0.4x	3.4x	7.3x	0.5x
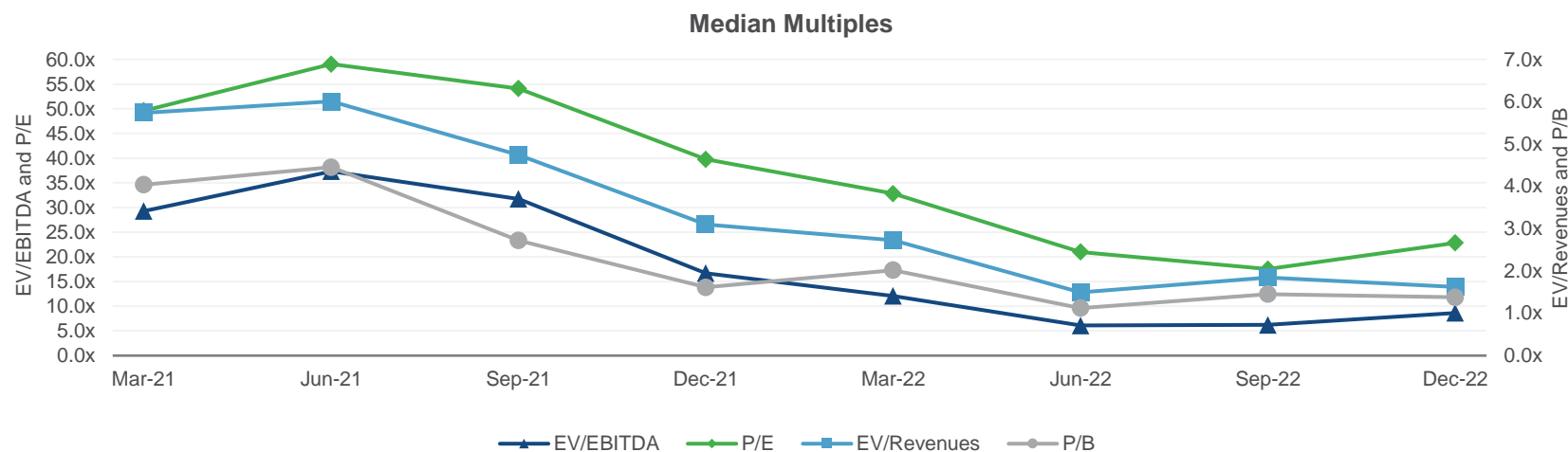
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.

Software and Services

As of December 31, 2022
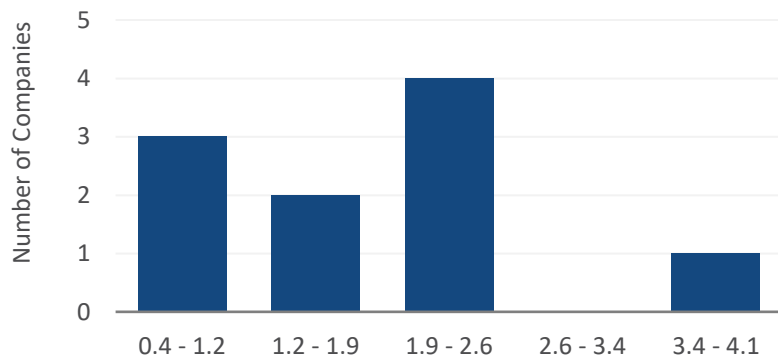
EV/Revenues
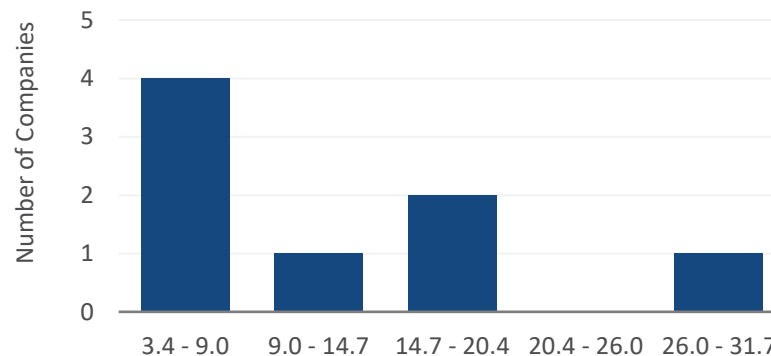
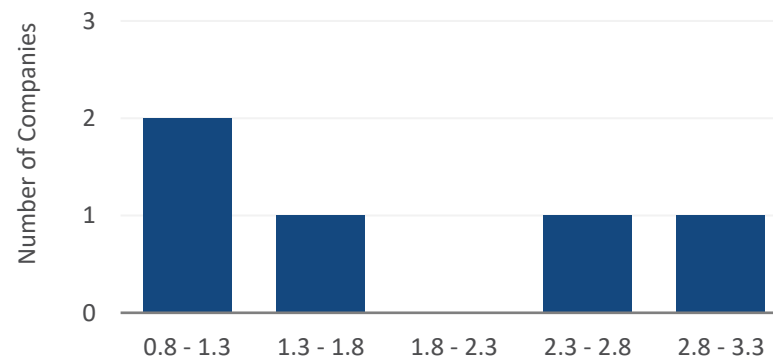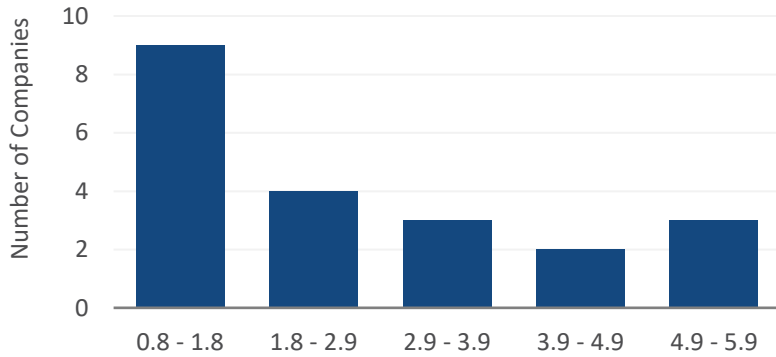**EV/EBITDA**

P/E

P/B

Materials

Q4 2022

KROLL

Materials

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	37	37	37	37
Number of Outliers[1]	6	7	9	5
Number of Observations (final)[2]	31	30	28	32
High	2.7x	10.5x	13.0x	4.9x
Third Quartile	1.6x	5.9x	8.1x	2.0x
Mean	**1.2x**	**4.9x**	**6.6x**	**1.5x**
Median	**1.1x**	**4.2x**	**6.0x**	**1.3x**
First Quartile	0.8x	3.2x	4.1x	0.9x
Low	0.4x	2.2x	2.9x	0.5x
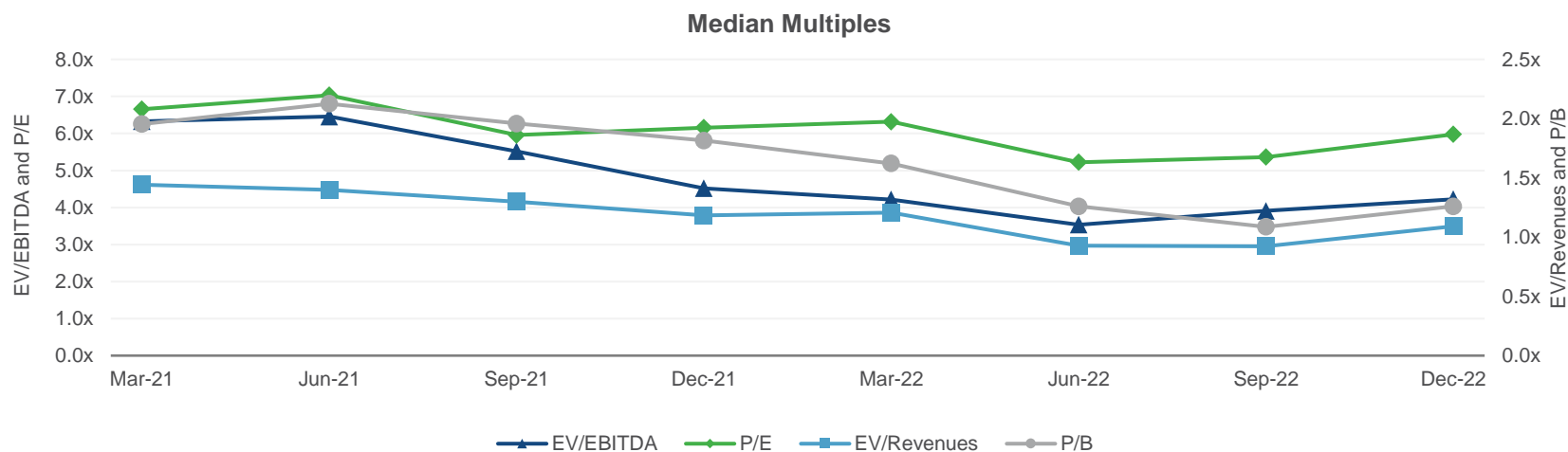
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.
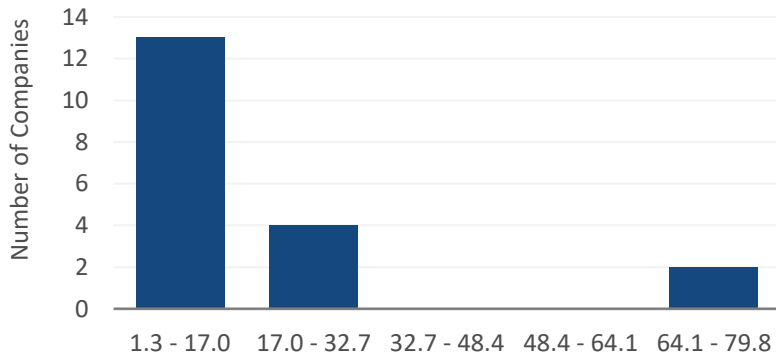
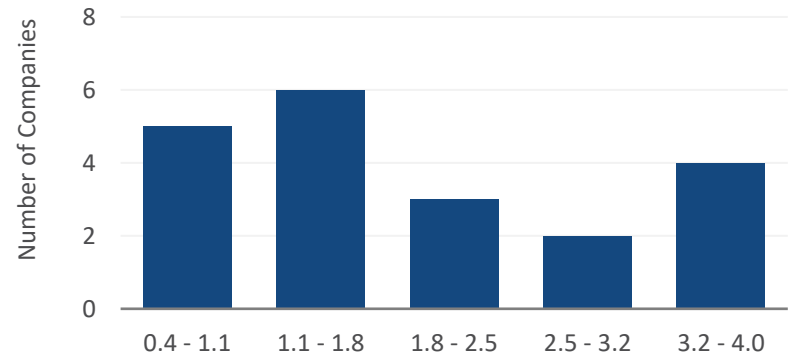# Materials

As of December 31, 2022
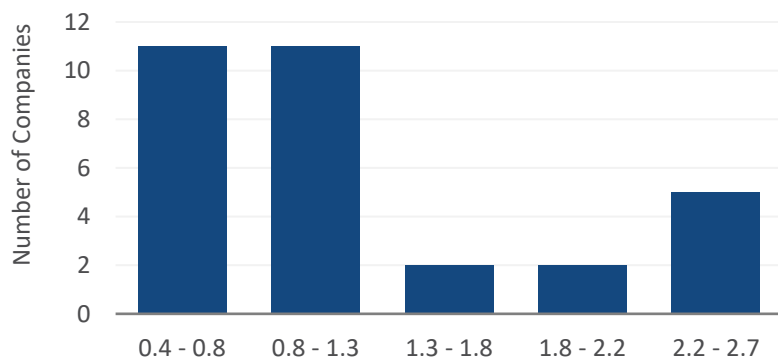
EV/Revenues
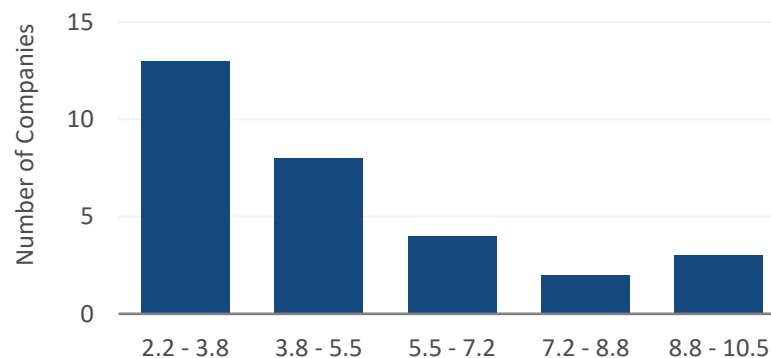
EV/EBITDA

P/E
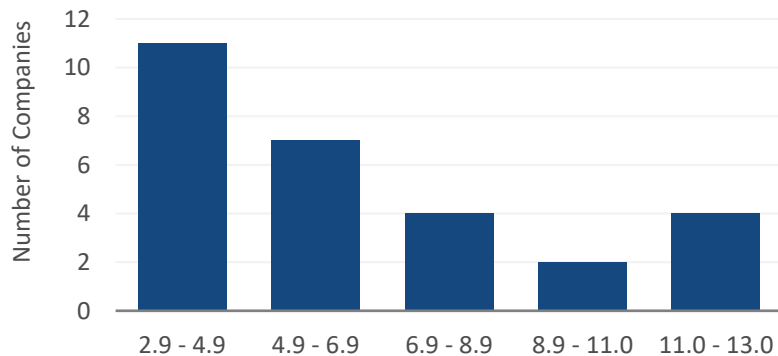
P/B
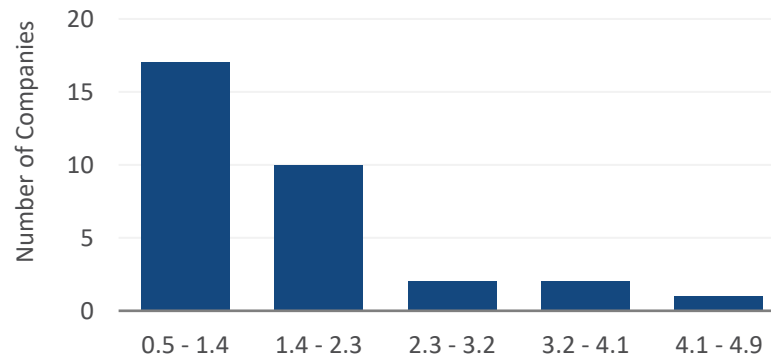
Real Estate

Q4 2022

KROLL

Real Estate

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	20	20	20	20
Number of Outliers[1]	2	6	8	5
Number of Observations (final)[2]	18	14	12	15
High	13.0x	21.6x	26.0x	1.0x
Third Quartile	9.2x	14.7x	14.1x	0.8x
Mean	**5.9x**	**10.4x**	**11.5x**	**0.6x**
Median	**6.1x**	**10.7x**	**11.0x**	**0.6x**
First Quartile	1.4x	5.2x	7.9x	0.4x
Low	0.5x	2.6x	3.8x	0.2x
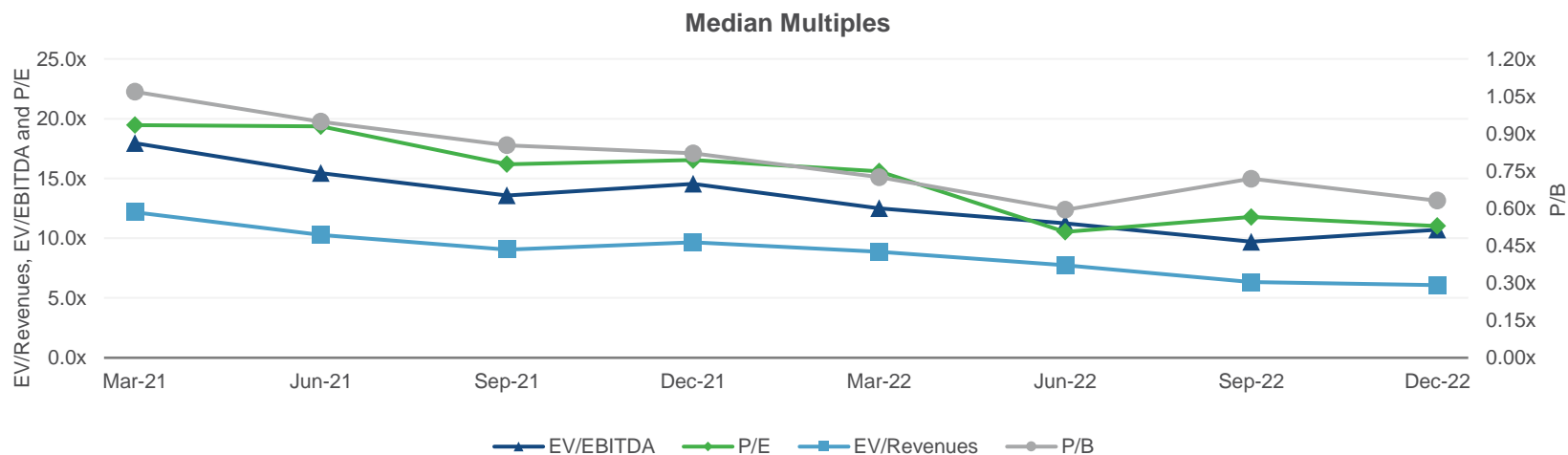
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.

Real Estate

As of December 31, 2022

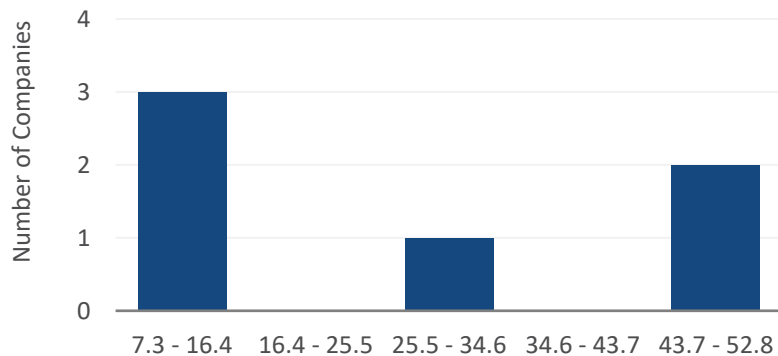EV/Revenues

EV/EBITDA

P/E

P/B
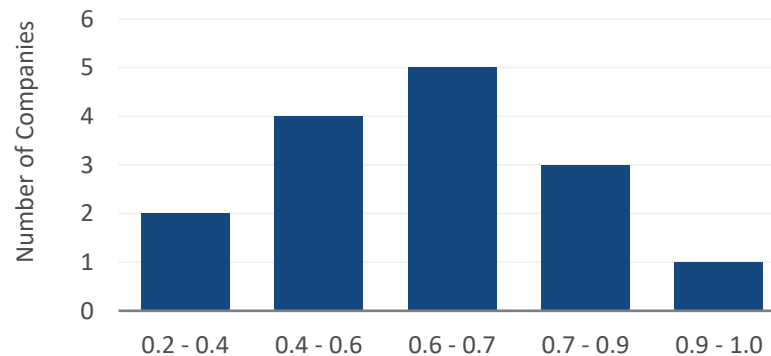
Electric, Gas and Water Utilities

Q4 2022

KROLL

Electric, Gas and Water Utilities

As of December 31, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Companies	18	18	18	18
Number of Outliers[1]	2	3	3	2
Number of Observations (final)[2]	16	15	15	16
High	4.8x	15.0x	35.1x	1.8x
Third Quartile	2.8x	7.9x	12.9x	1.2x
Mean	**2.2x**	**6.8x**	**12.4x**	**1.0x**
Median	**2.0x**	**6.3x**	**11.0x**	**1.0x**
First Quartile	1.2x	4.9x	7.8x	0.7x
Low	0.8x	3.9x	4.4x	0.3x
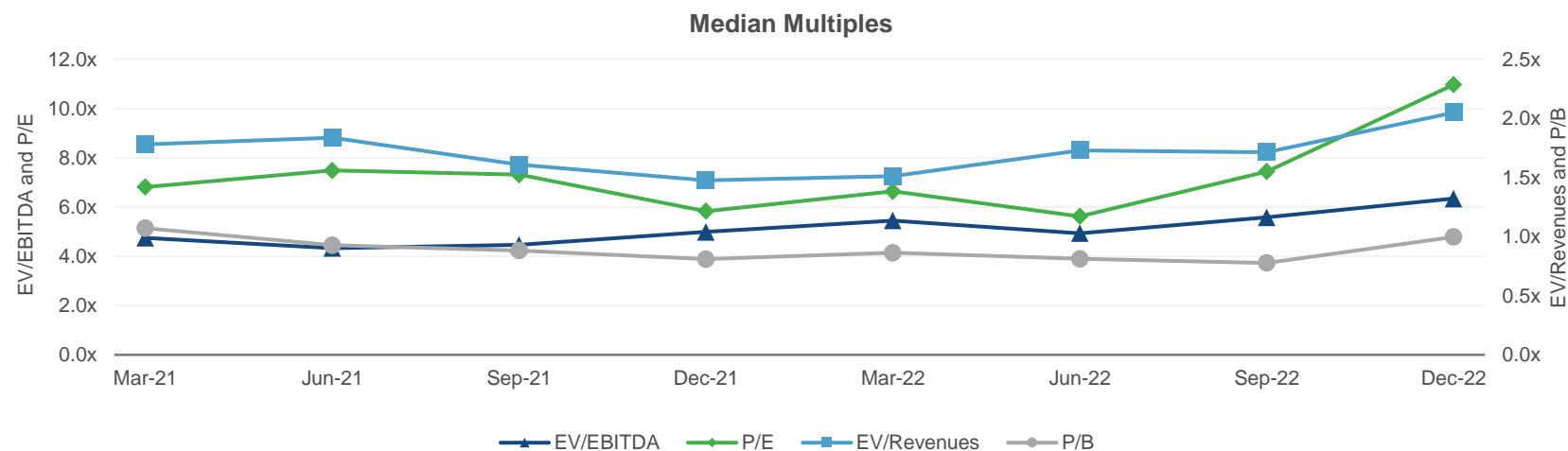
Median Multiples

[1] Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.
[2] A sector/industry group must have a minimum of five company participants to be calculated.
Sources: Capital IQ; Bloomberg; Kroll analysis.

Electric, Gas and Water Utilities

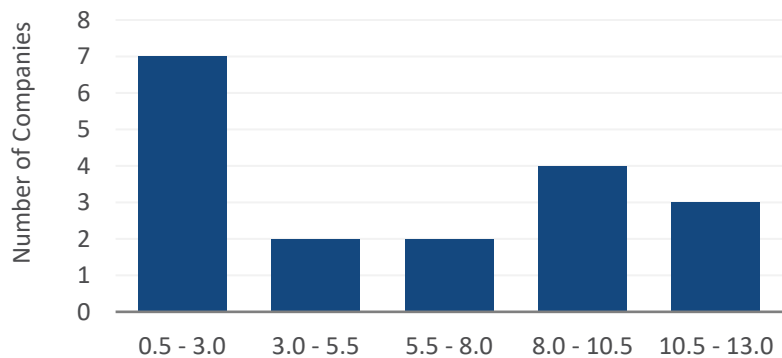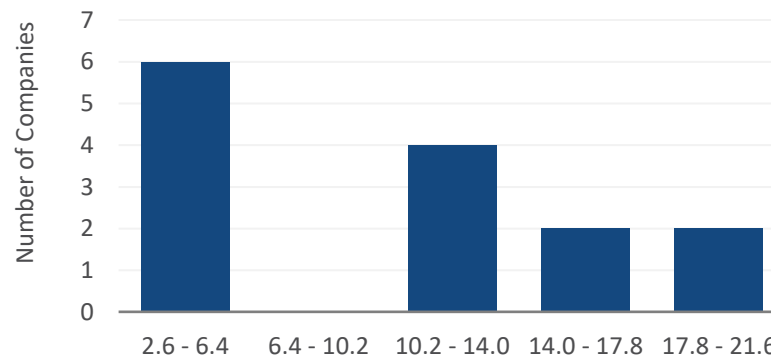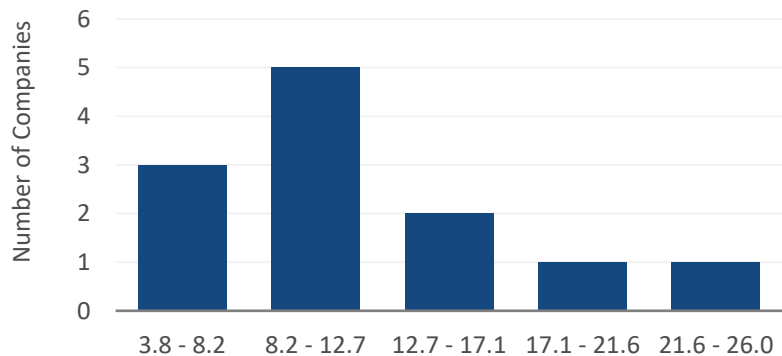As of December 31, 2022

EV/Revenues
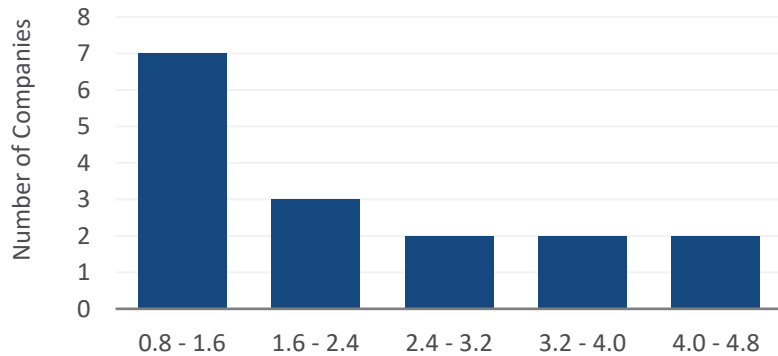
EV/EBITDA
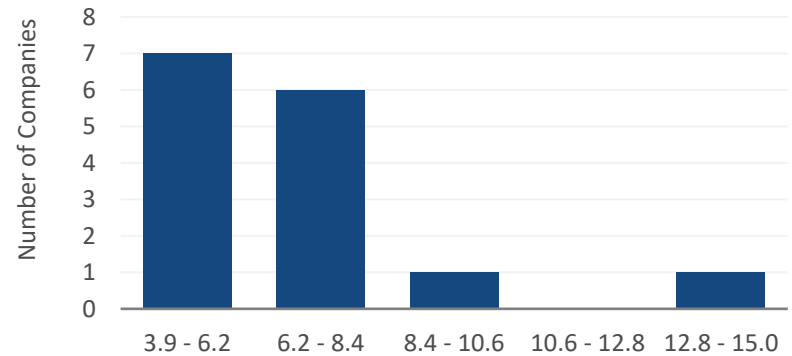
P/E
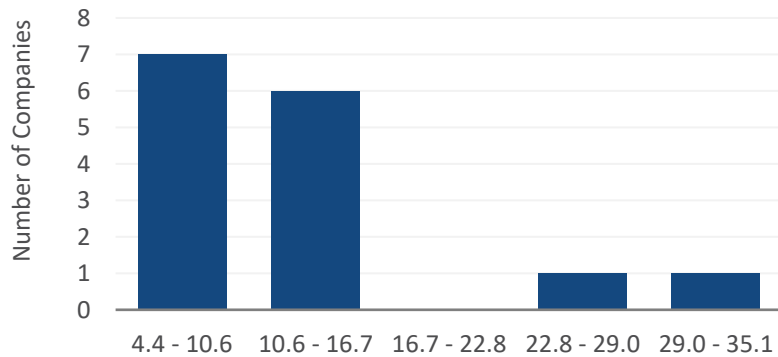
P/B
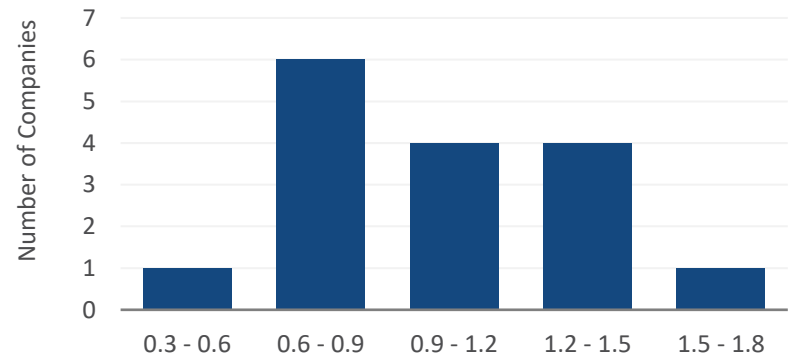
Criteria

- For all reported multiples, we have considered Latin American companies that were publicly traded as of this report's reference date (data sourced from Standard & Poor's Capital IQ). Companies were grouped by sectors, industry groups or industries, as defined by the Global Industry Classification Standard, considering that each grouping would have enough constituents and granularity to attain the objective of this report.[1]

- Companies are only considered in the computation of the different multiples if the following criteria are met: market capitalization is above the 10th percentile, at least 20% free float, and average daily volume is above 0.1% of the float (data derived from Standard & Poor's Capital IQ and Bloomberg databases).

- Observations deemed to be outliers have been excluded from the above analysis. Outlier criteria include: (i) negative multiples, (ii) multiples below the fifth percentile and (iii) multiples above the 95th percentile.

- EV = Enterprise Value = Market value of equity plus book value of debt, minority interests, preferred stock, less cash and cash equivalents, loans and notes receivables, and long- and short-term investments.[2] Revenues = Revenue for latest 12 months. EBITDA = Earnings before interest, taxes, depreciation and amortization for latest 12 months (provided by Capital IQ, adjusted for non-recurring items). P/E = Share price divided by earnings per share on a diluted basis. P/B = Share price/book value per share on a diluted basis where book value per share equals total book value of equity divided by diluted number of shares. P/TBV = Share price/book value minus intangible assets, per share on a diluted basis.

- Multiples have been computed in companies' filing currencies.

[1] The GICS structure is comprised of 11 sectors, 24 industry groups, 69 industries and 158 sub-industries.
[2] Book value of debt includes lease liabilities.

Industry Definitions

The industry classification for the companies represented in this report is based on the GICS. A summary of the sectors, as well as a brief description of those relevant industry groups that are part of a particular sector, according to the GICS guidelines, is found below:

Communication Services	
Media and Entertainment	Companies providing advertising, marketing or public relations services. Owners and operators of television or radio broadcasting systems, including programming and services. Publishers of newspapers, magazines and books in print or electronic formats. Companies that engage in producing and selling entertainment products and services, including gaming products and mobile applications.
Telecommunication Services	Providers of primarily cellular or wireless telecommunication services and operators of primarily fixed-line telecommunications networks.
Consumer Discretionary	
Automobiles and Components	Companies related to the production of passenger automobiles and light trucks, motorcycles, scooters or three-wheelers, as well as companies manufacturing parts and components for those vehicles, including tires and rubber.
Consumer Durables and Apparel	Manufacturers of electric household appliances and related products. Includes manufacturers of durable household products, power and hand tools, including garden improvement tools, but excludes TVs and other audio and video products. Manufacturers of apparel, accessories and luxury goods. Includes companies primarily producing designer handbags, wallets, luggage, jewelry and watches and manufacturers of textile and related products.
Consumer Services	Owners and operators of leisure and accommodation activities such as hotels, bars and restaurants, cruise ships, leisure facilities, casinos and gaming facilities, among others.
Retailing	Companies involved in owning and operating department stores, general merchandise stores and specialty stores. It also includes companies providing retail services primarily through the internet, mail order and TV home shopping retailers.

Industry Definitions

Consumer Staples	
Food and Staples Retailing	Owners and operators of food and drug retail stores, pharmacies, hypermarkets and super centers selling food and a wide-range of consumer staple products. Distributors of food products to other companies and not directly to the consumer.
Food, Beverage and Tobacco	Producers of beer and malt liquors, distillers, vintners, producers of alcoholic and non-alcoholic beverages, including mineral waters. Producers of agricultural products and producers of packaged foods, including dairy products, fruit juices, meats, poultry, fish and pet foods. Manufacturers of cigarettes and other tobacco products
Household and Personal Products	Producers of non-durable household products, including detergents, soaps, diapers and other tissue and household paper products not included elsewhere. Manufacturers of personal and beauty care products, including cosmetics and perfumes.
Energy	
Energy	Companies engaged in exploration and production, refining and marketing, and storage and transportation of oil and gas and coal and consumable fuels. It also includes companies that offer oil and gas equipment and services.
Financials	
Banks	Commercial banks whose revenues are derived primarily from conventional banking operations, have significant business activity in retail banking and small and medium corporate lending, and provide a diverse range of financial services. This also includes regional banks that tend to operate in limited geographic regions and excludes investment banks.
Diversified Financial Services	Financial exchanges for securities, commodities, derivatives and other financial instruments, and providers of financial decision support tools and products including ratings agencies. Providers of a diverse range of financial services and/or with some interest in a wide range of financial services including banking, insurance, and capital markets, but with no dominant business line.
Consumer Finance	Providers of consumer finance services, including personal credit, credit cards, lease financing, travel-related money services and pawn shops.

Industry Definitions

Financials (cont.)	
Capital Markets	Financial institutions primarily engaged in diversified capital markets activities, including a significant presence in at least two of the following areas: large/major corporate lending, investment banking, brokerage and asset management. Includes financial exchanges for securities, commodities, derivatives and other financial instruments.
Insurance	Companies providing insurance and reinsurance services of any kind as well as insurance and reinsurance brokerage firms.
Health Care	
Health Care Equipment and Services	Companies including health care providers and services, companies that manufacture and distribute health care equipment and supplies and health care technology companies.
Pharmaceuticals, Biotechnology and Life Sciences	Companies involved in the research, development, production and marketing of pharmaceuticals and biotechnology products.
Industrials	
Capital Goods	Companies related to the manufacturing or distribution of goods. The sector is diverse, containing companies that manufacture machinery used to create capital goods, electrical equipment, aerospace and defense, engineering, and construction projects.
Commercial and Professional Services	Companies involved in supporting businesses with specialized skills such as human capital management, research and consulting services, office services, security and protection services, environmental and maintenance services.
Transportation	Companies involved in providing mainly goods and passenger transportation through air, sea or land. Companies owning and operating the infrastructures needed for transportation, such as airports, ports, railtracks or roads.

Industry Definitions

Information Technology	
Semiconductors and Semiconductor Equipment	Manufacturers of semiconductors, semiconductor equipment and related products, including manufacturers of solar modules and cells as well as manufacturers of the raw material and equipment used in the solar power industry.
Software and Services	Companies offering software and information technology services as well as infrastructure for the internet, including data centers, cloud networking and storage infrastructure.
Technology Hardware and Equipment	Companies involved in manufacturing communication equipment, cellular phones, personal computers, computer components, peripherals, electronic equipment and components as well as technology distributors.
Materials	
Materials	Companies that manufacture chemicals, construction materials, glass, paper, forest products and related packaging products, and metals, minerals and mining companies, including producers of steel.
Real Estate	
Real Estate	Companies engaged in real estate development and operation. It also includes companies offering real estate-related services and Equity Real Estate Investment Trusts (REITs).
Utilities	
Electric, Gas and Water Utilities	Companies involved in producing or distributing electricity, in the distribution of gas, in redistributing water to the end-consumer, as well as utility companies with significantly diversified activities in addition to core electric utility, gas utility and/or water utility operations.
Independent Power and Renewable Electricity Producers	Independent power producers and energy traders and companies that engage in generation and distribution of electricity using renewable sources.

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For more information, please contact:

Javier Zoido
Latin America and Iberia Valuation Advisory
Services Leader
javier.zoido@kroll.com

Nicolas Ballian
Managing Director
Valuation Advisory Services, Brazil
nicolas.ballian@kroll.com

Miguel Peleteiro
Managing Director
Oil & Gas Corporate Finance, Mexico
miguel.peleteiro@kroll.com

Alexandre Pierantoni
Managing Director
M&A Advisory, Brazil
alexandre.pierantoni@kroll.com

Contributors:

Francisco Micheloto
Director
Valuation Advisory Services, Madrid
francisco.micheloto@kroll.com

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