



The *Transaction News Advisor*, published monthly, covers selected M&A, private equity, and credit and capital market transactions of note.

Transaction News Advisor

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WHITEPAPER

Buy-Side Considerations For Middle Market Companies Looking to Enter the Acquisition Market

Mercer Capital

As the saying goes, M&A is easy in spreadsheets and PowerPoint decks. For most middle-market companies, especially those that have not been acquisitive in the past, executing a single acquisition (much less a broader acquisition strategy) can be fraught with risk. In this whitepaper we cover buy-side topics from the perspective of middle-market companies that are contemplating an acquisition.

>> [Click here to download the whitepaper](#)

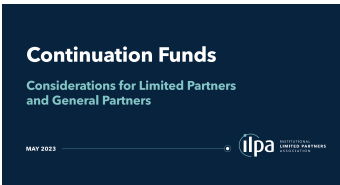


Unicorn Valuations: What's Obvious Isn't Real, and What's Real Isn't Obvious

[Mercer Capital](#)

Nearly ten years ago, colleague Travis Harms wrote that the hype at the time about unicorn private companies was not only wrong (extrapolating billion dollar valuations from small capital raises is silly), but possibly dangerous (setting up down-rounds and negative ROIs at exit). Now the media is talking about unicorns that have become zombies in a withered IPO environment.

[>> Click here to read the article](#)



Continuation Funds | Considerations for Limited Partners and General Partners

[The Institutional Limited Partners Association \(ILPA\)](#)

Given a sluggish M&A environment and weak(ish) IPO market the past few years, continuation funds have proven to be an important liquidity option for PE funds that are nearing the end of their contractual life that hold assets whose value may be maximized in the future. Third party pricing and process validation (e.g., via fairness opinions) are among the corporate governance practices the Institutional Limited Partners Association (ILPA) recommend in its position paper on continuation funds.

[>> Click here to download the PDF](#)



Outlook for Private Markets 2025

[APOLLO](#)

Apollo offers its 2025 outlook for private assets in which GP-led deal volume will remain strong even in (if) a more normalized M&A / IPO environment, as secondary transactions have become a key component of the private market ecosystem.

[>> Click here to download the PDF](#)

Street Talk

S&P Global
Market Intelligence



PODCAST

Takeaways from AOBA: Heavy dose of optimism as the deal window is open

Street Talk Podcast - S&P Global

Mercer Capital Managing Director Jeff Davis joins Nathan Stovall, director of financial institutions research at S&P Global Market Intelligence, for a deep dive into the future of bank M&A activity. In this episode, Davis shares key takeaways from the annual Acquire or Be Acquired Conference, where industry experts expressed optimism about a strong rebound in bank M&A in 2025. He also explores the improving fundamentals in the banking sector, the evolving landscape of bank valuations, and whether institutions should seize current market opportunities for capital raises or acquisitions before the window closes.

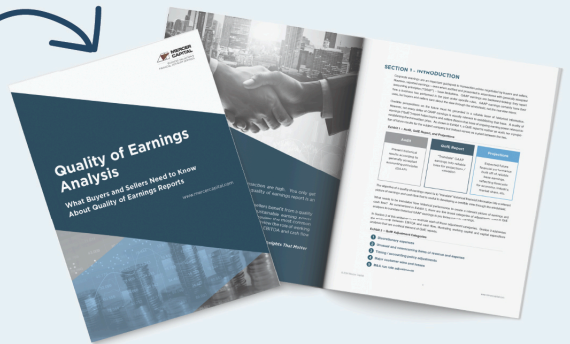
[>> Click here to listen to the podcast](#)

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Quality of Earnings Analysis

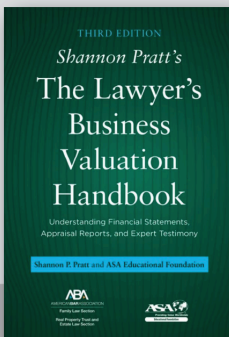
What Buyers and Sellers Need to Know About Quality of Earnings Reports

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Market Snapshot

	2/14/25	11/14/24	2/14/24	90 Day Δ	Y/Y Δ
SOFR	4.33%	4.58%	5.30%	-25 bps	-97 bps
2-Year UST	4.30%	4.22%	4.44%	8 bps	-14 bps
10-Year UST	4.53%	4.32%	4.13%	21 bps	40 bps
BB Corp Bond Yield	5.90%	5.92%	6.38%	-2 bps	-48 bps
B Corp Bond Yield	6.92%	6.95%	7.66%	-3 bps	-74 bps
CCC and Lower Corp Bond Yield	11.26%	11.45%	13.66%	-19 bps	-240 bps
S&P 500	6115	5949	5001	2.8%	22.3%
NASDAQ	20027	19108	15859	4.8%	26.3%
Russell 2000	2280	2337	2012	-2.4%	13.3%
<i>Rolling Four Quarters</i>	<i>4Q24</i>	<i>3Q24</i>	<i>4Q23</i>		
\$10-\$25M PE Deals	6.5x	6.4x	6.0x	0.0x	0.5x
\$25-\$50M PE Deals	6.8x	6.8x	7.0x	0.0x	-0.2x
\$50-\$100M PE Deals	8.3x	8.3x	8.0x	-0.1x	0.3x
\$100-\$250M PE Deals	8.4x	8.6x	9.6x	-0.2x	-1.2x
\$250-\$500M PE Deals	10.1x	9.5x	10.7x	0.6x	-0.6x
Number of Transactions	363	344	294	19	69
<i>Quarter Only</i>					
Median Multiple-All Deals	7.3x	7.2x	7.3x	0.1x	0.0x
Number of Transactions	94	70	75	24	19

Source: St. Louis Federal Reserve (FRED), S&P Global Market Intelligence, GF Data® (an ACG Company)

Mercer Capital's Recent Transactions

First Missouri Bancshares, Inc.



Brookfield, Missouri

has agreed to acquire

CCSB Financial Corp.



Liberty, Missouri

Mercer Capital served as financial advisor to First Missouri and rendered a fairness opinion

— January 2025 —



Panama City, FL

has acquired

FIRST NATIONAL BANK NORTHWEST FLORIDA

Panama City, FL

Mercer Capital provided valuation and advisory services to Innovations

— August 2024 —

U.S. Based Manufacturer of Flow Control and Process Equipment

Mercer Capital rendered a solvency opinion for the manufacturer related to payment of a \$200 million dividend following the sale of a business unit

— June 2024 —

[>> Click here to see more transactions <<](#)

For more information or to discuss your needs in confidence, please contact us.



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About Mercer Capital

Mercer Capital provides investment banking, transaction advisory, and restructuring services to a broad range of public and private companies and financial institutions.

We leverage our historical valuation and investment banking experience to help you navigate a critical transaction, providing timely, accurate and reliable results. We have significant experience advising boards of directors, management, trustees, and other fiduciaries of middle-market public and private companies in a wide range of industries.

- M&A Representation Services
- Fairness Opinions
- ESOP Advisory Services
- Quality of Earnings
- Bankruptcy and Restructuring Advisory
- Solvency Opinions

>> Learn more about our Transaction Advisory Services