

## Communications

#### Sector update



Q2 2025

# Find, compare and analyze public and private valuation multiples

Try for free

				E	V/Revenu	EV/EBITD			
Com	npany 🔷	Verticals \$			25 🔷	26 🔷	27 🖨	25 🔷	26 🔷
<b></b>	NVIDIA	Semiconduct	Electronic C	+1	12.4x	10.0x	8.5x	19.5x	15.2x
ASML	ASML	Semiconduct	Electronic Eq		6.7x	6.1x	5.4x	18.6x	16.4x
Q	Palantir	BI & Analytic	Data Infrastr	+3	57.4x	45.3x	34.5x	137.5x	104.5x
กบ	Nubank	Neobanking	Commercial		4.1x	3.2x	2.7x	n/a	n/a
**	Snowflake	Data Infrastr	DevOps		10.4x	8.5x	6.9x	130.7x	67.2x
C	Coinbase	Blockchain &	Electronic Tr	+2	5.0x	4.7x	4.7x	10.6x	10.0x
_	Cloudflare	Cybersecurity	Cloud Infrast		17.6x	13.9x	10.8x	82.7x	61.3x



## You can steal our data

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# Telecom industry keeps steadily growing

...though in a (very) slow pace, expected to grow by CAGR 2.9% and reach \$1.3T by 2028





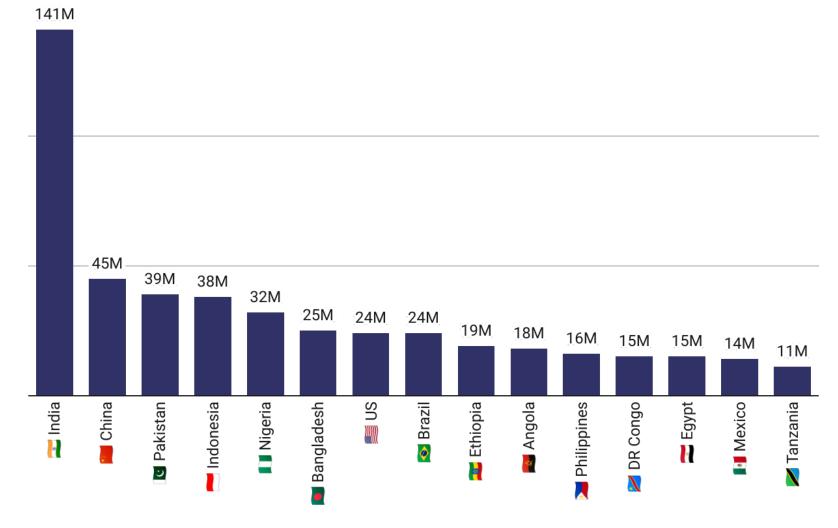


Source: PwC · Created with Datawrapper

### Nearly 60% of the world has now access to mobile internet

While high-income regions saturated, emerging markets growth is clearly visible

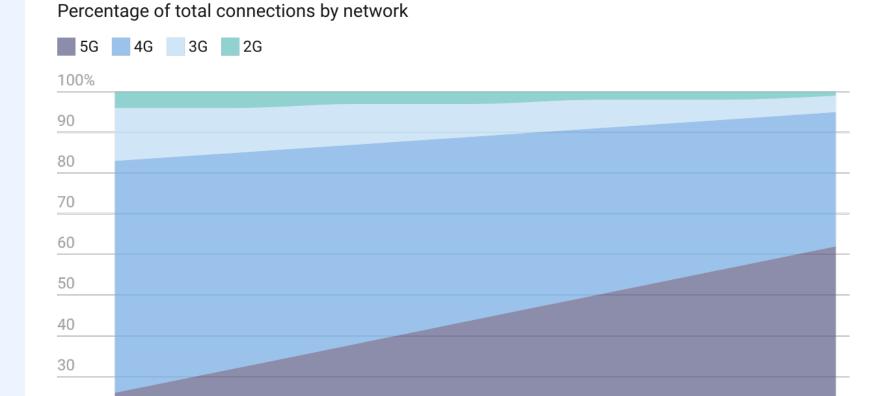






### Commercialisation of 5G picks up pace

By 2028 5G will account for over a half of all mobile subscriptions



2027

2028

Source: GSMA · Created with Datawrapper

2025

2026

20

10

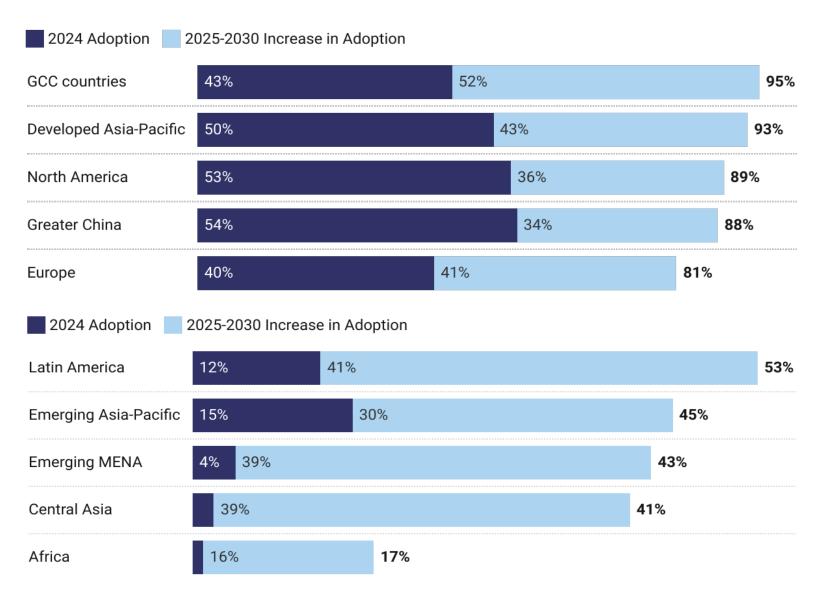
2024

2030

2029

# Developed vs. emerging markets

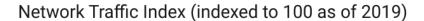
5G already accounts for over 50% of mobile connections in North America, China and developed APAC, emerging markets still way to go but expected to follow (cheaper phones and new spectrum assignments)

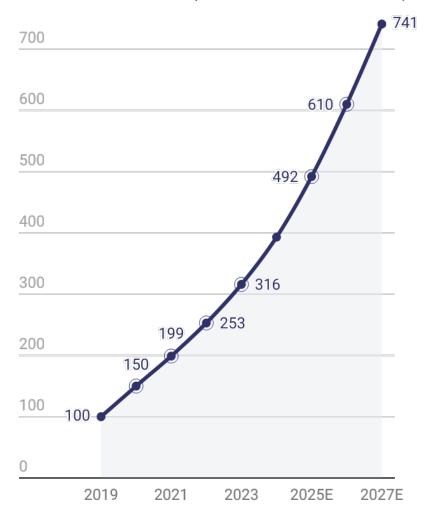


Source: GSMA

## Demand for data is sky-high

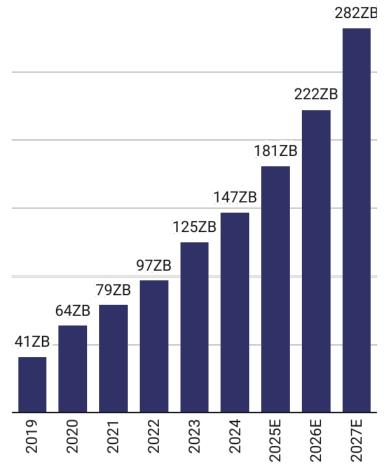
... driven by generative Al craze, increase in IoT devices, cloud computing growth, and the explosion in digital content





Source: Statista, IDC Global · Created with Datawrapper

Global demand for data (in zettabytes, 1ZB = 1 trillion GB)

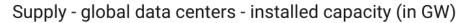


Source: Statista, IDC Global · Created with Datawrapper

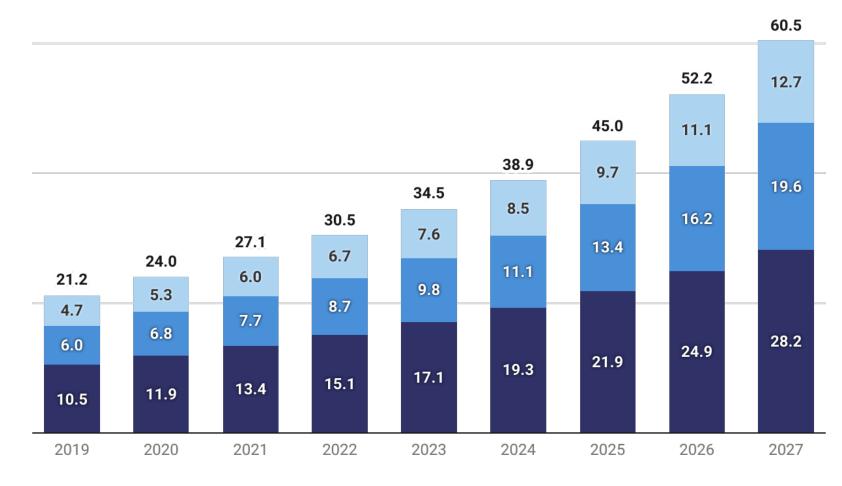


# Money flows into data centers infrastructure

Global DC supply expected to reach 60 GW by 2027







Source: Cushman & Wakefield, Savills • Created with Datawrapper

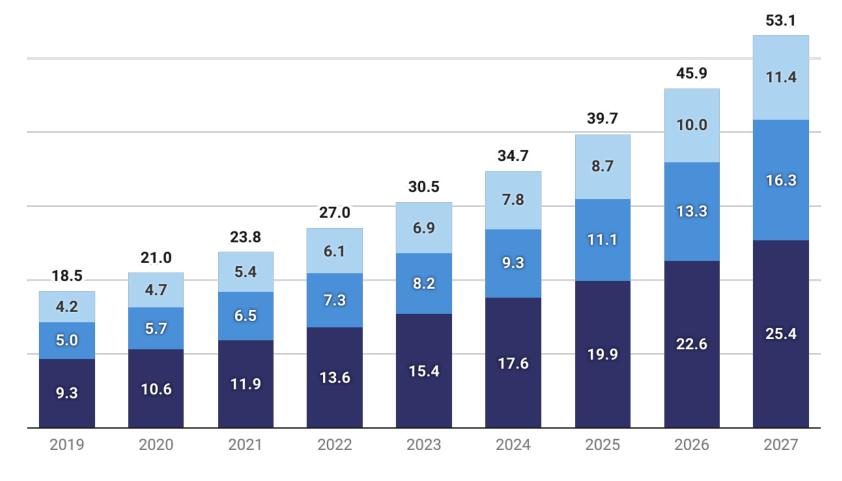


# Money flows into data centers infrastructure

Global DC demand projected to hit 53 GW by 2027





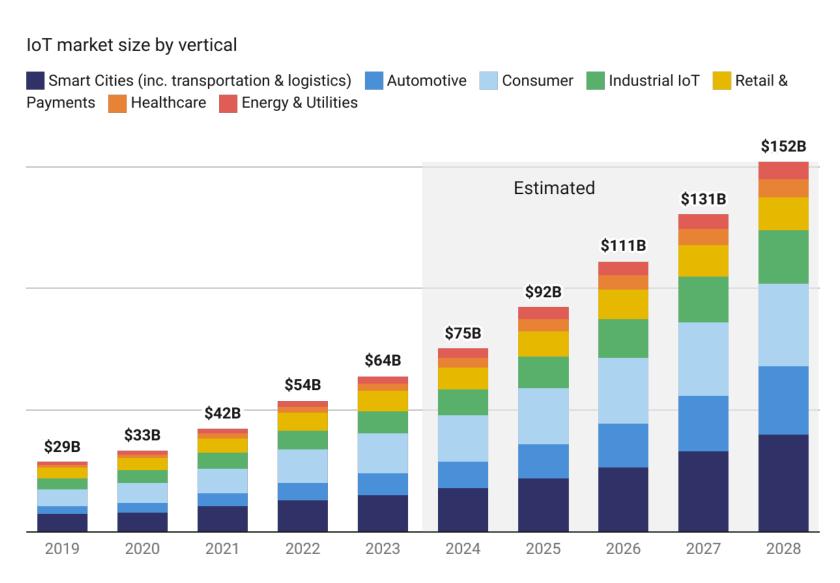


Source: Cushman & Wakefield, Savills • Created with Datawrapper



## IoT market is rapidly growing

Mainly driven by smart cities initiatives, digitization of logistics and connected automotive tech



Source: PwC · Created with Datawrapper



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### 8 telco verticals, 500+ public comps



Internet Service Providers

Telecom Service Providers

■ Data Centers



Networking Hardware

X Telecom Infrastructure

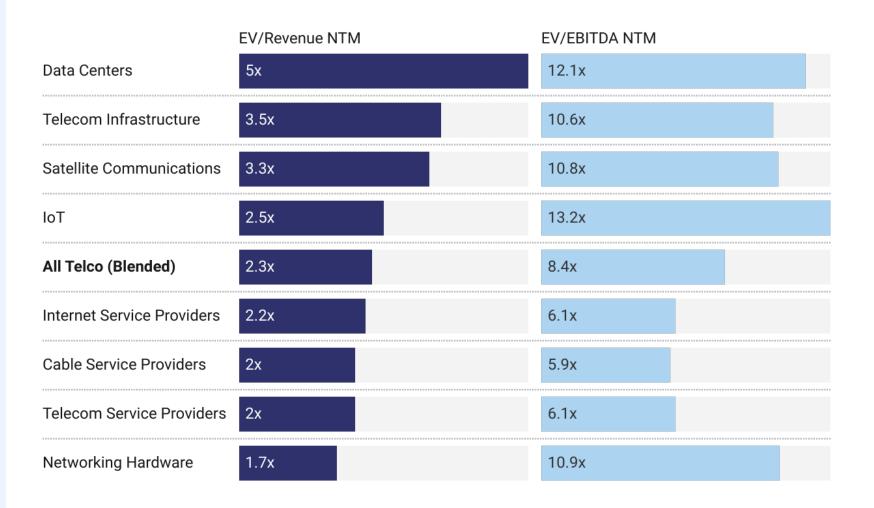


See comps table

Company	*	Спіна ічіовіїє	000541	HQ \$	Verticals \$	Data Celiters +1	Stock 12M <b>\$</b>	Price	
	=	SoftBank Group	9984	•	Telecom Ser	Private Equity +1	(6%)	52.23	
	<b>©</b>	NTT Group	9432	•	Telecom Ser	Data Centers +1	(20%)	1.00	
		Charter Communications	CHTR		Cable Servic	Internet Serv +1	24%	353.02	,
	^	American Tower	AMT		Buildings & P	Data Centers +1	3%	213.76	
	•	Bharti Airtel	BHARTIARTL	•	Telecom Infr	Telecom Ser +1	35%	18.58	
	A	Arista Networks	ANET		Networking	Data Centers	34%	84.42	
	M)IV	Equinix	EQIX		Buildings & P	Data Centers +1	9%	855.33	
		SoftBank	9434		Telecom Ser	Internet Serv	8%	1.43	
	P	China Telecom Corp	00728	给	Telecom Ser	Data Centers +1	31%	1.01	
	KDDI	KDDI	9433		Cable Servic	Telecom Ser +1	7%	32.46	
	A	Amphenol	APH		Electronic C	Sensors & In +2	22%	67.41	
	<b>©</b>	Motorola	MSI		Electronic Eq	Networking	38%	424.36	
	$\infty$	Crown Castle	CCI		Buildings & P	Data Centers +1	(13%)	104.35	
	0	Vodafone	VOD		Cable Servic	Telecom Ser +1	2%	0.97	
	T	Telefónica	TEF	2 <b>6</b> 58	Telecom Ser	Internet Serv	13%	4.74	
	(1	Digital Realty Trust	DLR		Buildings & P	Data Centers +1	6%	151.09	
		Johnson Controls	JCI		Building Prod	Automation +2	45%	82.89	
	stc	stc Group	7010	\$500s	Telecom Ser	Internet Serv	7%	11.88	
	Fii	Foxconn Industrial	601138	*>	Electronic Eq	Electronic C +3	13%	2.91	

## **Current multiples by vertical**

Data centers valued the highest by public markets

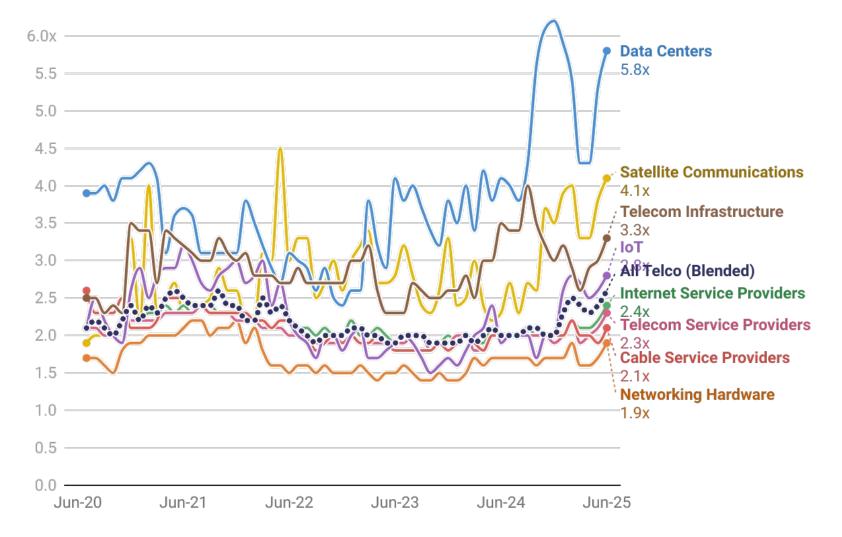


Data as of 30 June 2025

# Evolution of revenue multiples by vertical (1/2)

Data center comps trade at premium riding the Al wave, benefitting from increasing cloud computing needs, rapidly growing data usage

#### EV / LTM Revenue by vertical







### **Evolution of** revenue multiples by vertical (2/2)

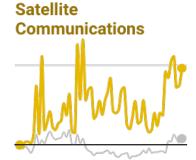
Flat revenue multiples for mature verticals (telco service providers), more growth and volatility across satellites, data centers and IoT

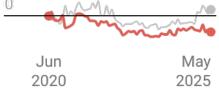
#### EV / LTM Revenue evolution per vertical (indexed)

— All Telco (Blended)

**Cable Service Providers** Internet Service **Providers** 

**Telecom Service Providers** 







IoT



**Data Centers** 

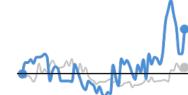


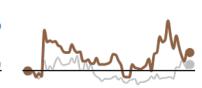


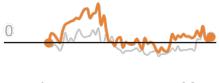
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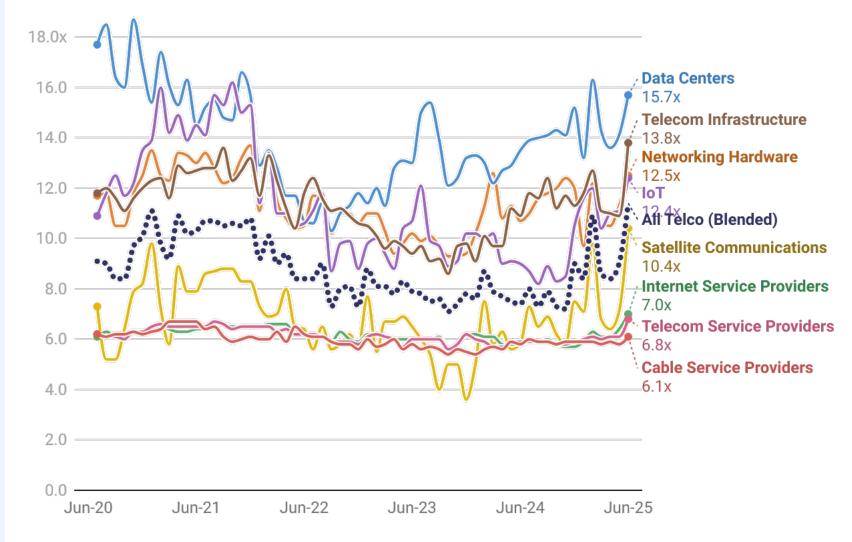


Jun May 2020 2025

# Evolution of EBITDA multiples by vertical (1/2)

Data centers and IoT are critical infrastructure for next-gen tech - superior growth, expanding margin profile and operational leverage (data centers), platform economics and ecosystem lock-in (IoT)

#### EV/LTM EBITDA by vertical



# Evolution of EBITDA multiples by vertical (2/2)

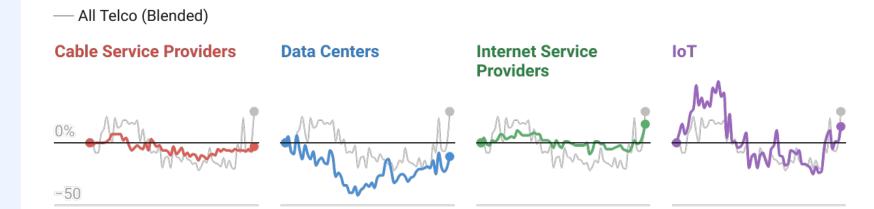
Flat EBITDA multiples for mature telco segments, lots of volatility across loT and satellites EV / LTM EBITDA evolution per vertical (indexed)

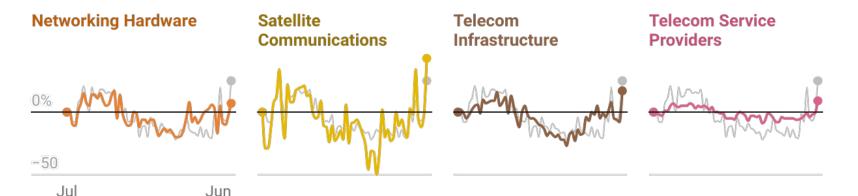
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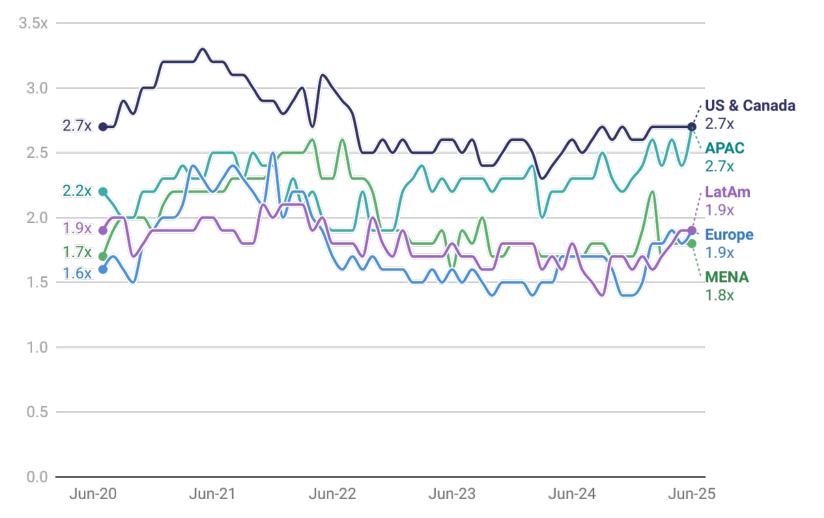
Source: Multiples.vc · Created with Datawrapper

2025

# Evolution of revenue multiples by region

Asian and American telcos trade higher than European counterparts

#### EV / LTM Revenue by region

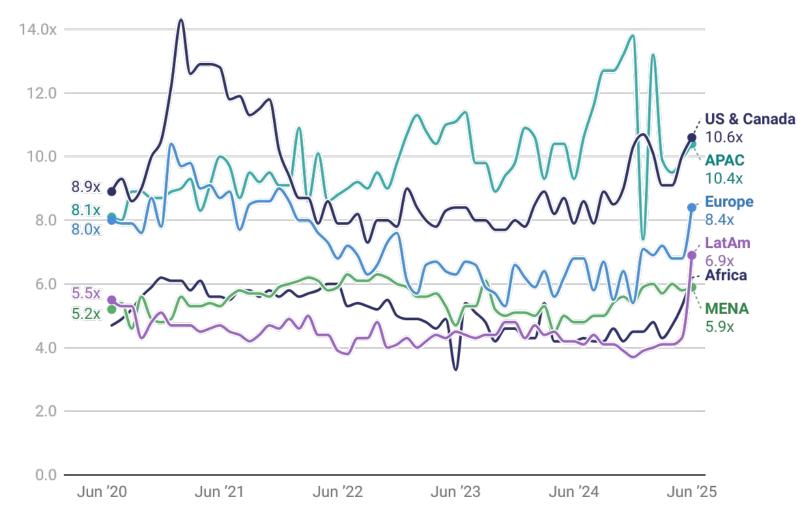




# Evolution of EBITDA multiples by region

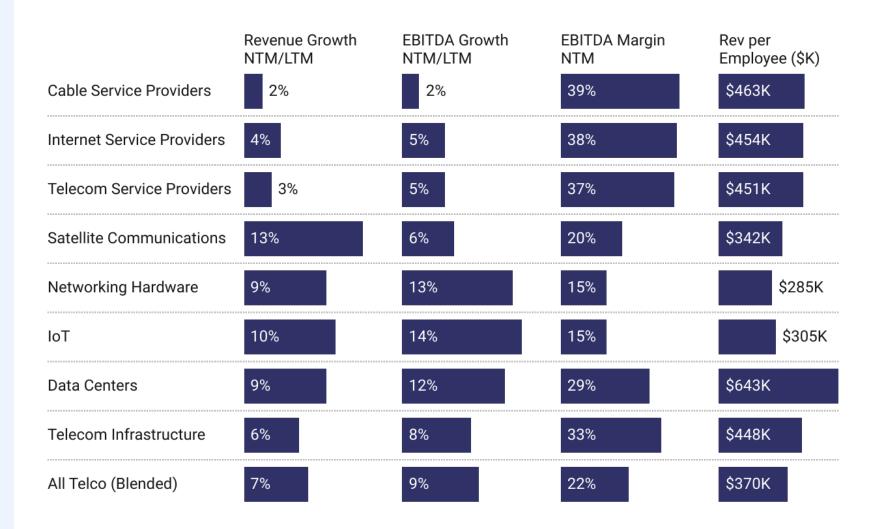
Growth across all geographies, APAC and US comps trade at similar levels





## **Growth, margins and efficiency**

'Hot' telco sectors like IoT and satellites trade profitability for growth, mature verticals (TSPs, infra) highly profitable but flat top-line



### Expenses as % of revenue

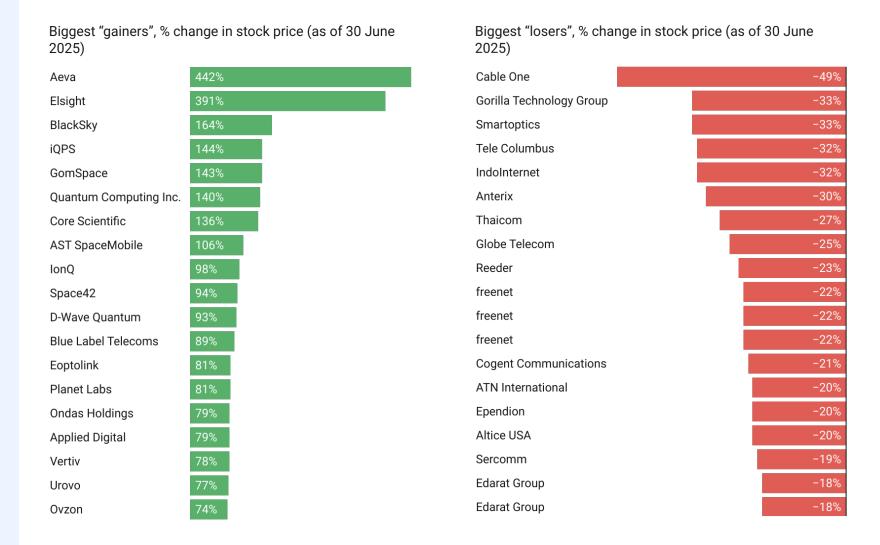
Very little spend on marketing initiatives, opex is the biggest cost factor for all telco verticals

	S&M as % Revenue	G&A as % Revenue	R&D as % Revenue	Opex as % Revenue
Cable Service Providers	5%	3%	3%	37%
Internet Service Providers	4%	6%	3%	42%
Telecom Service Providers	5%	6%	3%	45%
Satellite Communications	3%	14%	10%	40%
Networking Hardware	4%	5%	11%	35%
IoT	7%	9%	12%	44%
Data Centers	2%	4%	4%	30%
Telecom Infrastructure	2%	4%	8%	30%
All Telco (Blended)	4%	6%	9%	39%

#### **PUBLIC MARKETS**

### Stock gainers vs. losers

Who has gained (and who has lost) the most market cap in the last three months?



Includes companies above \$100M market cap
Source: Multiples.vc • Created with Datawrapper

## Real-time public comps table \( \bar{\} \)

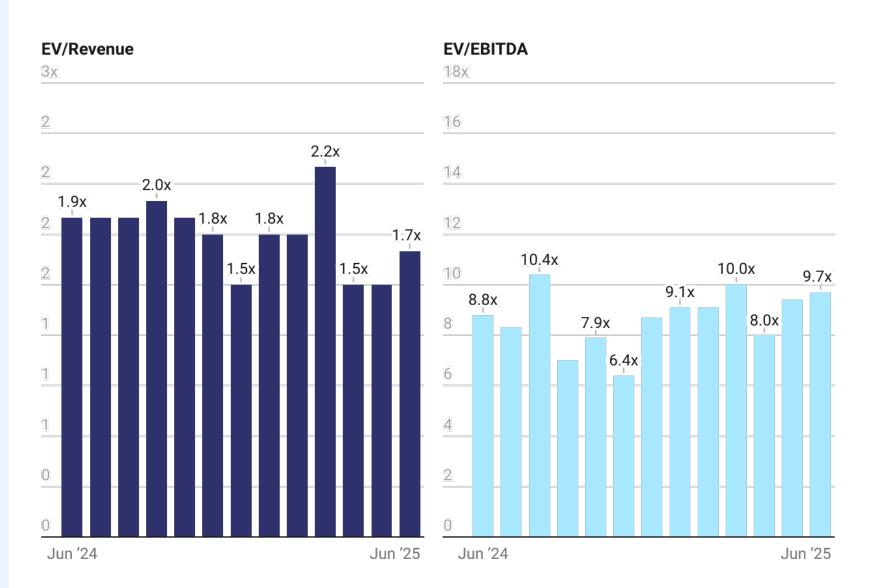
See comps table

Filter by Sector		Filter by Theme	Switch Country		
Cable Service Providers	~	All Themes ~	Global V	Reset all filte	<u>°s</u>
Company	ਚ ∣ ਮ…ਚ	Sectors	₹   Stoo	ck Price =	EV ↓ ¬
★ Comcast		Cable Service Providers	, <u>Telecom</u>	\$37	\$231
Charter Communications		Cable Service Providers	, <u>Internet</u>	\$367	\$147
KDDI		Cable Service Providers	, <u>Telecom</u>	¥4797	\$86.2
<b>○</b> <u>Vodafone</u>		Cable Service Providers	, <u>Telecom</u>	£1	\$69.9
BCE BCE	[9]	Cable Service Providers	, <u>Telecom</u>	C\$32	\$50.2
<b>Rogers</b>	(§)	Cable Service Providers	, <u>Telecom</u>	C\$40	\$47.6
Altice USA		Cable Service Providers	, <u>Internet</u>	\$3	\$26.3
Telefônica Brasil	•	Cable Service Providers	, <u>Telecom</u>	R\$50	\$16.7
Liberty Broadband		Cable Service Providers	, <u>Internet</u>	\$85	\$15.8
SK Telecom	(1)	Cable Service Providers	, <u>Telecom</u>	₩56100	\$14.0
Taiwan Mobile	<b>21</b>	Cable Service Providers	, <u>Telecom</u>	TWD 117	\$13.4
TELE2 Tele2	#	Cable Service Providers	, <u>Telecom</u>	SEK 132	\$12.1
		Cable Service Providers	, <u>Telecom</u>	\$12	\$11.7
Q Quebecor	•	Cable Service Providers	, <u>Telecom</u>	C\$36	\$11.4

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## **Current M&A multiples**

Fairly flat both exit revenue and EBITDA multiples

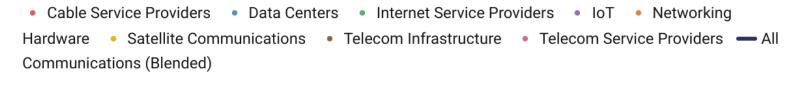


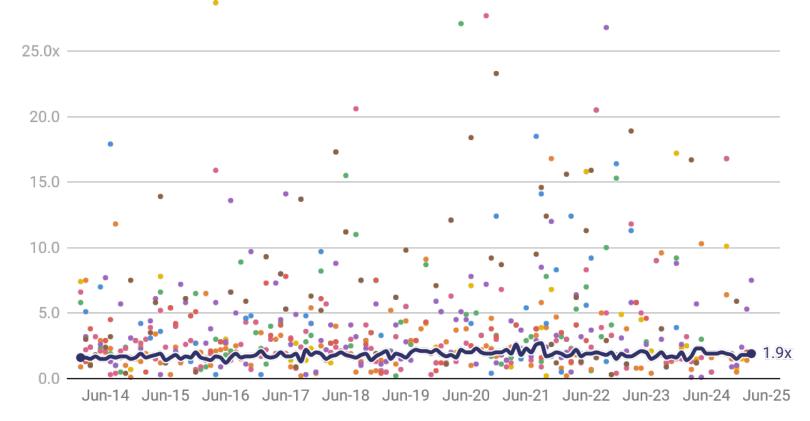


## **Evolution of M&A** revenue multiples

Telco is a mature market: flat exit revenue multiples, few deals valued at premium (mostly software/hybrid solutions with lower capex needs and bigger monetization upside)

#### Median exit EV/Revenue for M&A deals





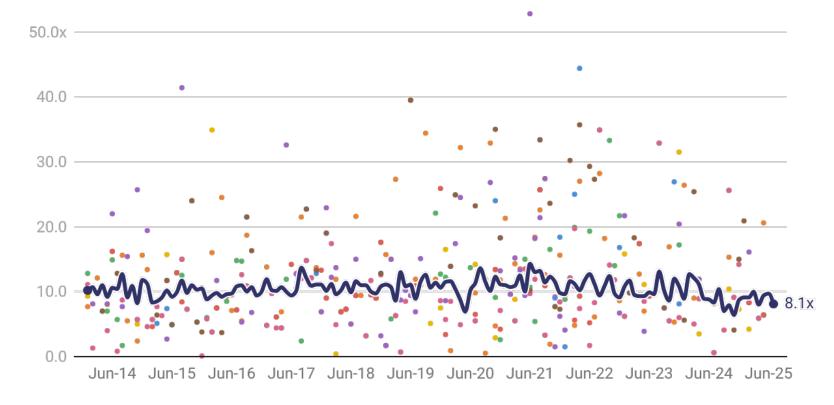


## **Evolution of M&A EBITDA multiples**

Median EV/EBITDA at exit remains relatively stable, data centers and loT tend to command higher multiples on the high profitability promises

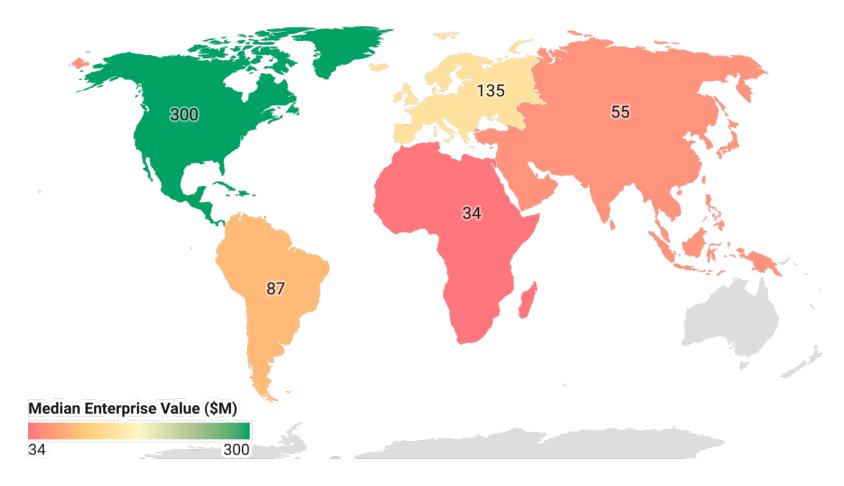
#### Median exit EV/EBITDA for M&A deals

Cable Service Providers
 Internet Service Providers
 Telecom Service Providers
 Satellite
 Communications
 Networking Hardware
 IoT
 Data Centers
 Telecom Infrastructure
 All
 Communications (Blended)



## Geo distribution of M&A (1/2)

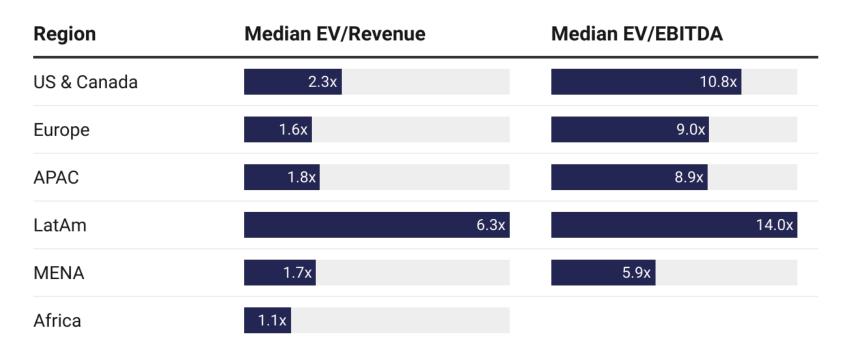
Biggest M&A deals in telco happening in the US, followed by Europe Median EV at M&A exit (in \$ millions)



## Geo distribution of M&A (2/2)

Higher valuations in the US vs. Europe and APAC

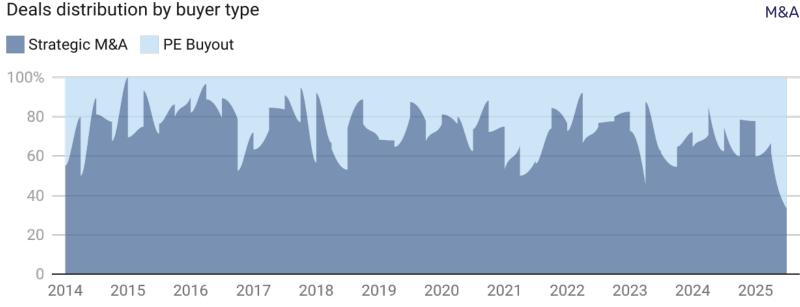
Latin America artificially high due to limited deal volume



Data as of 30 June 2025

#### Buyer types (1/2)

Strategic buyers dominate telco M&A due to scale economics and operational synergies



Deals distribution by buyer type, last four quarters



#### **Notable M&A**

All large-cap M&A in the first half of 2025 happened in the US, with Cox Communications mega deal taking the spotlight

See all M&A deals

Target	Buyer	Target HQ	Target Verticals	EV (\$M)	EV / Revenue	EV / EBITDA
Cox Communications	Charter Communications		Telecom Service Providers	34,500	2.6x	6.4x
Crown Castle <i>(fiber assets)</i>	EQT		Telecom Infrastructure	8,500		
Hotwire Communications	Brookfield Infrastructure Partners		Internet Service Providers	7,000		
io	OpenAl		Consumer Electronics; Wearables;	6,500		
Lumen Technologies (consumer fiber unit)	AT&T		Internet Service Providers; Networking Hardware	5,750		
Silvus Technologies	Motorola Solutions		Networking Hardware; Defense Systems	4,400	9.2x	20.6x
ZT Systems (DC infrastructure manufacturing unit)	Sanmina		Data Centers; Telecom Infrastructure	3,000		
Marvell Technology <i>(auto Ethernet unit)</i>	Infineon Technologies		Networking Hardware	2,500	10.0x	
CommScope (OWN & DAS units)	Amphenol		Telecom Infrastructure; Networking Hardware	2,100		
Channell Commercial	Prysmian		Networking Hardware	1,150		
TDF Group (fibre unit)	CVC DIF		Telecom Infrastructure	1,043		20.9x
Trackunit	Goldman Sachs Asset Management	+	IoT; Transportation & Logistics Software	1,000	5.3x	16.1x
Serbia Broadband	e&		Telecom Service Providers	855	3.4x	8.3x
Hispasat	Indra Group		Satellite Communications	838	2.0x	4.2x
Arbonia Climate	Midea Group	Ø	loT; Industrial Parts	770		
GreenSquareDC	Partners Group	N.C.	Data Centers	756		
United Group	Telekom Srbija		Telecom Service Providers	755	0.6x	
	Cox Communications  Crown Castle (fiber assets)  Hotwire Communications  io  Lumen Technologies (consumer fiber unit)  Silvus Technologies  ZT Systems (DC infrastructure manufacturing unit)  Marvell Technology (auto Ethernet unit)  CommScope (OWN & DAS units)  Channell Commercial  TDF Group (fibre unit)  Trackunit  Serbia Broadband  Hispasat  Arbonia Climate  GreenSquareDC	Crown Castle (fiber assets)  EQT  Hotwire Communications  io OpenAl  Lumen Technologies (consumer fiber unit)  Silvus Technologies  (Consumer fiber unit)  Marvell Technology (auto Ethernet unit)  CommScope (OWN & DAS units)  TDF Group (fibre unit)  Crown Group  Hispasat  Arbonia Climate  Midea Group  Brookfield Infrastructure Partners  Brookfield Infrastructure  Partners  Motorola Solutions  AT&T  Sanmina  Motorola Solutions  Annina  Motorola Solutions  Annina  Motorola Solutions  Annina  Motorola Solutions  Annina  Infineon Technologies  CommScope (OWN & DAS units)  CVC DIF  Goldman Sachs Asset Management  Midea Group  Partners Group	Target Buyer HQ  Cox Communications Charter Communications  Crown Castle (fiber assets) EQT  Hotwire Communications Brookfield Infrastructure Partners  io OpenAl  Lumen Technologies (consumer fiber unit) AT&T  Silvus Technologies Motorola Solutions  ZT Systems (DC infrastructure manufacturing unit) Sanmina  Marvell Technology (auto Ethernet unit) Infineon Technologies  CommScope (OWN & DAS units) Amphenol  Channell Commercial Prysmian  TDF Group (fibre unit) CVC DIF  Trackunit Goldman Sachs Asset Management  Serbia Broadband e&  Hispasat Indra Group  Arbonia Climate Midea Group	Target Buyer HQ Target Verticals  Cox Communications Charter Communications Telecom Service Providers  Crown Castle (fiber assets) EQT Telecom Infrastructure  Brookfield Infrastructure Internet Service Providers  Internet Service Providers  Consumer Electronics; Wearables; IoT  Lumen Technologies (consumer fiber unit) AT&T Internet Service Providers; Networking Hardware  Silvus Technologies Motorola Solutions Metworking Hardware; Defense Systems  ZT Systems (DC infrastructure manufacturing unit) Sanmina Data Centers; Telecom Infrastructure  Marvell Technology (auto Ethernet unit) Infineon Technologies Networking Hardware  CommScope (OWN & DAS units) Amphenol Telecom Infrastructure; Networking Hardware  Channell Commercial Prysmian Networking Hardware  TDF Group (fibre unit) CVC DIF Telecom Infrastructure  Management Software Software  Serbia Broadband e& Telecom Service Providers  Hispasat Indra Group Satellite Communications  Arbonia Climate Midea Group Data Centers	Target Buyer HÖ Target Verticals EV (SM)  Cox Communications Charter Communications Telecom Service Providers 34,500  Crown Castle (fiber assets) EQT Telecom Infrastructure 8,500  Hotwire Communications Partners Internet Service Providers 7,000  Lumen Technologies (consumer fiber unit) AT&T Internet Service Providers; Networking Hardware; Defense Systems (DC infrastructure manufacturing unit) Infineon Technologies Networking Hardware (DC infrastructure) Infrastructure (DC infrastructure) Infr	Target Buyer HQ Target Verticals EV (\$M) Revenue  Cox Communications Charter Communications Telecom Service Providers 34,500 2.6x  Crown Castle (fiber assets) EQT Telecom Infrastructure 8,500  Hotwire Communications Partners Internet Service Providers 7,000  Lumen Technologies (consumer fiber unit) AT&T Consumer Electronics; Wearables; (consumer fiber unit) AT&T Motorola Solutions Networking Hardware 5,750  Silvus Technologies Motorola Solutions Networking Hardware; Defense Systems (DC infrastructure manufacturing unit) Networking Hardware 3,000  Marvell Technology (suto Ethernet unit) Infineon Technologies Networking Hardware 2,500 10.0x  CommScope (OWN & DAS units) Amphenol Prysmian Networking Hardware 1,150  Channell Commercial Prysmian Networking Hardware 1,150  Top Group (fibre unit) CVC DIF Telecom Infrastructure 1,043  Trackunit Management Software Software 1,100 5,3x  Serbia Broadband e& Telecom Service Providers 855 3,4x  Hispasat Indra Group Data Centers 756  Data Centers 770  Data Centers 770  Data Centers 770  Data Centers 770



### All deals and M&A multiples available at multiples.vc

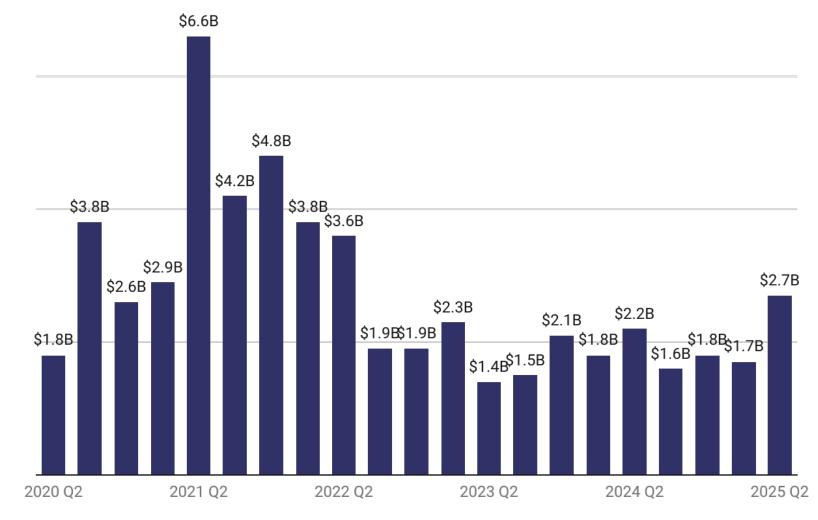
	Dish Network	ď	<b>C</b>	EchoStar				Telecom Ser Satellite Co	Commonly known as DISH, is a promine
<b>—</b>			<b>2</b>		<u></u>	0.4 Nov. 00			
☶	Telecom Italia (fixed line networ	ď	KKR	KKR	ď	04-Nov-23		Telecom Service Providers	Fixed network assets of the largest Itali
0	Shaw Communications	ď	0	Rogers Communications	ď	02-Apr-23	[+]	Telecom Ser Internet Serv +1	Canadian telecommunications company
¥	Vantage Towers	ď	0	Global Infra KKR		22-Mar-23		Telecom Infrastructure	Vantage is the tower arm of Vodafone,
Ŋ	Juniper Networks	C <sup>*</sup>		Hewlett Packard Enterprise	C <sup>*</sup>	08-Jan-24		Cybersecurity Networking	Network infrastructure and cybersecuri
	Windstream	ď	1	Uniti Group	ď	02-May-24		Telecom Ser Internet Serv	Telecommunications company offering
0	Vodafone Italia	ď	•	Swisscom	ď	14-Mar-24		Telecom Service Providers	Italian telecommunications provider offe
0	Yahsat	ď	0	Bayanat Al		17-Dec-23		Satellite Co Internet Serv	Satellite communication services provio
=	Space42	ď	3	Bayanat Al		30-Sep-24		Aircraft & Sp Satellite Co +2	Al Yah Satellite Communications Co PJS
3)	Inmarsat	ď	.wl	ViaSat	ď	29-May-23		Telecom Ser Satellite Co	Satellite communications company prov
×	Maxar Technologies	ď	٨	Advent Inte British Colu	ď	02-May-23		Satellite Co Aircraft & Sp	Provider of advanced space technology
5	Somfy	ď	0	Undisclosed Buyer		12-Jan-23	11	Automation IoT	French building automation manufactur
(3)	Space & Mission Systems	ď		BAE Systems	ď	15-Feb-24		Satellite Co Sensors & In +2	Provider of aerospace and defense solu
0	Compass Datacenters	ď	Ć	Ontario Tea Brookfield I	ď	02-Oct-23		Data Centers Telecom Infr	Develops and operates data centers wi
0	Vodafone España	ď	3	Zegona Communications	ď	30-Oct-23	6.	Telecom Ser Internet Serv	Spanish telecommunications company
<b>Y.</b>	Yettel Serbia	ď	0	e&		01-Aug-23		Telecom Ser Internet Serv	Telecommunications provider Yettel Ser
0	Aerojet Rocketdyne	C <sup>*</sup>		L3Harris	ď	27-Jul-23		Satellite Co Electronic Eq +2	Develops and manufactures propulsion
0	Consolidated Communications	ď		Searchlight British Colu	C <sup>*</sup>	15-Oct-23		Telecom Ser Internet Serv	Provides telecommunications and broad
h	Vantage Data Centers	ď	0	Munich Re Infranity		11-Sep-23		Data Centers Telecom Infr	Data center provider offering scalable a
70	Encore Wire	ď	0	Prysmian		01-Jul-24		Networking Hardware	Encore Wire Corp is engaged in manufa

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## **Total VC funding** raised

Overall funding is up 22% year-on-year





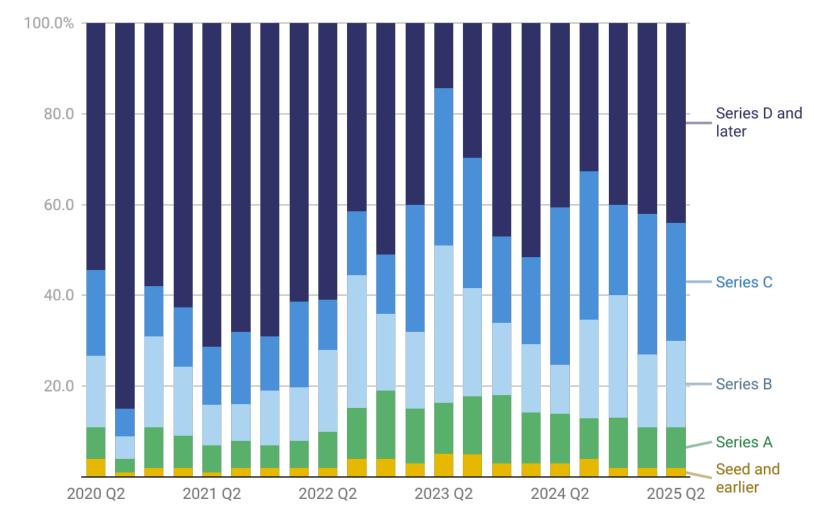
Source: Dealroom.co · Created with Datawrapper



# Distribution of VC funding by stage

44% of venture capital went to startups raising mega rounds - \$100M and above

### Distribution of VC dollars across stages



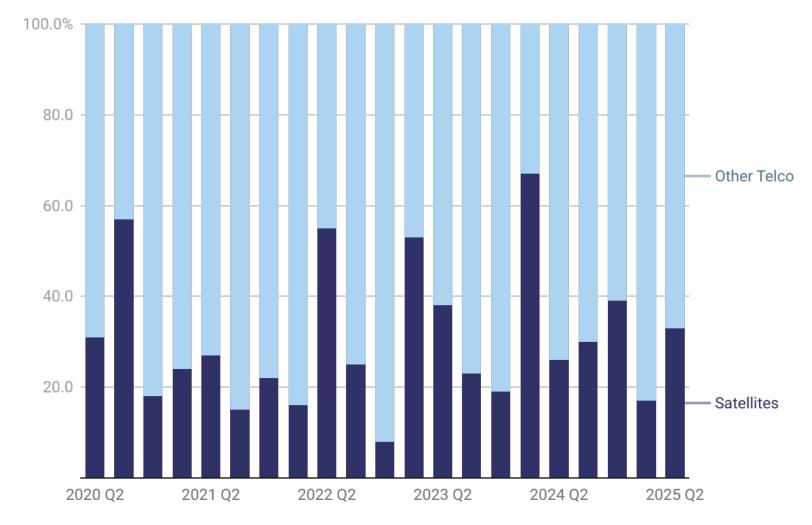


**TELECOMMUNICATIONS** 

# Distribution of VC funding by sector

Space and satellite communications make up the largest portion of venture capital flowing into communications

### Distribution of VC dollars across sectors

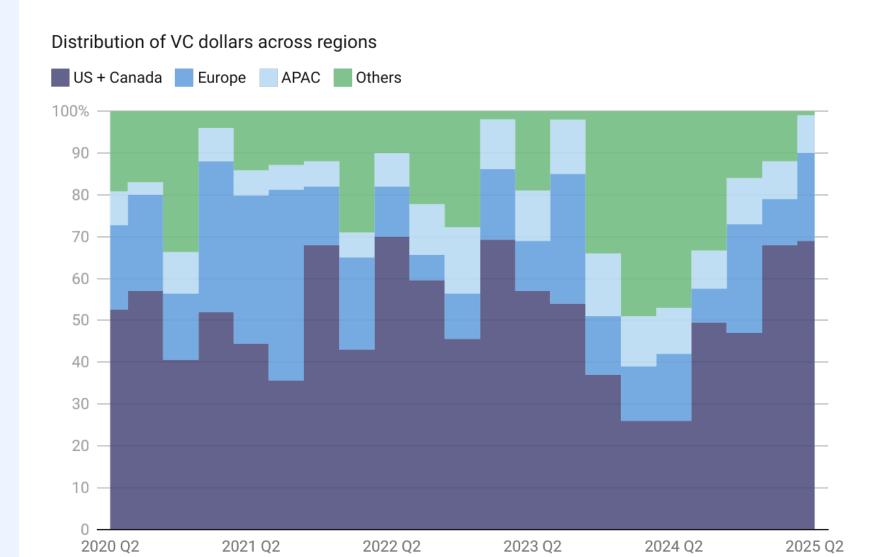




**TELECOMMUNICATIONS** 

# Distribution of VC funding by region

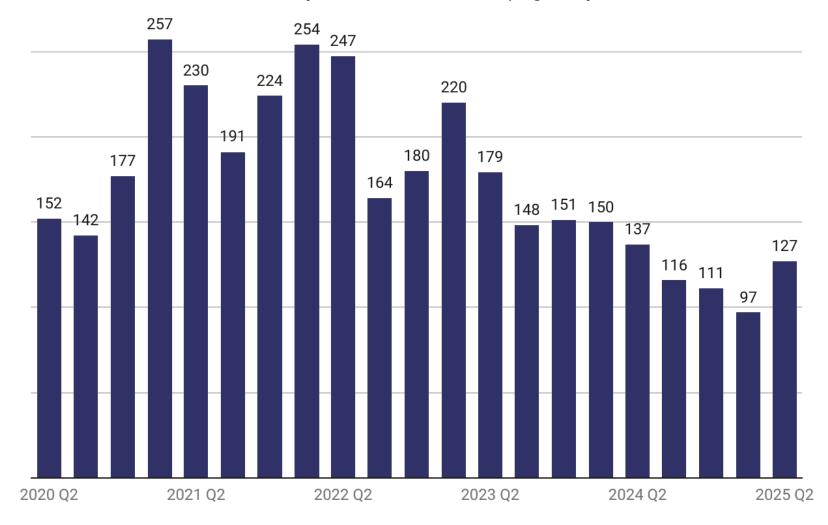
Gap between the US and Europe is widening again, 70% of all VC dollars went to America in the last quarter



**TELECOMMUNICATIONS** 

# **Total number of VC rounds**

Declining trend in round volume reverted in Q2 2025, but still down 29% vs. two years ago Total number of VC rounds raised by communications startups globally

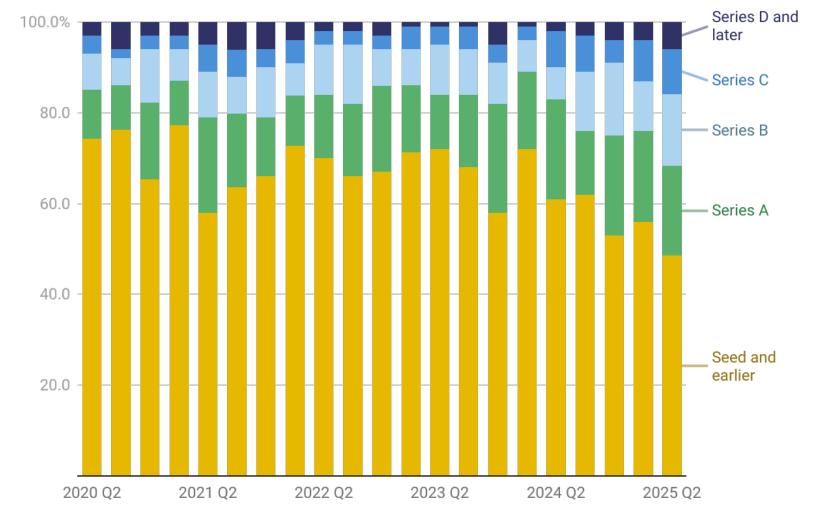




# Distribution of VC rounds by stage

3/4 of all rounds across communications were early stage (pre-seed, seed and series A)

### Distribution of rounds across stages





# **Notable VC rounds**

\$170 million Series C for Meter - enterprise internet infrastructure solutions provider - was the largest round this quarter across communications startups



# meter

# \$170M

from General Catalyst, Sequoia, Microsoft, Baillie Gifford, JP Morgan





# \$100M

from Valor Equity Partners, Founders Fund, AT&T,
Hanaco Venture Capital





\$67M

from National Wealth Fund





\$60M

from Deutsche Telekom, SoftBank, Kensington Capital Partners





\$50M

from Ember Infrastructure





\$50M

from US Innovative Technology Fund



- 1 Market update
- 2 Public comps
- 3 M&A
- 4 VC
- 5 Definitions and methodology

# **Data sources**

### **Underlying data**

Multiples is a proprietary valuation analytics database.

Public markets data is powered by FactSet and Morningstar, harmonized and enhanced by us.

Private transaction data is multi-sourced, aggregated from harvesting public information, 3rd party provider data, proprietary sourcing and data engineering.

All data is verified and provided with an extensive manual process (no Al involved).

This report is built on data that is available at <u>multiples.vc</u>.

For more information, please visit <u>multiples.vc</u> or contact us at <u>hi@multiples.vc</u>.

### **Public companies**

The foundation of our public comps are analyst estimates and historical financials, powered by FactSet (consensus analyst estimates) and Morningstar (historical data).

Analyst estimates are provided by FactSet by taking input from 50+ equity research analysts (the highest amount across all financial data providers).

Data points are calendarized to December where relevant: retrieved data on financial year ends (e.g. FY, FY+1 etc.) are mapped to calendar years (2024A, 2025E etc.) before the appropriate month weights are then applied to prior/future fundamentals.

We emphasise valuation multiples and operational ratios, any raw figures are harmonised to USD for comparison purposes.

### Private M&A transactions

We source deal data from 3rd party databases, company filings, press releases and our own proprietary data sets built over years of investment banking career.

Sourced data is harmonized and unified in-house, to form a unique data set of disclosed transactions.

We triple-check deal data through a proprietary redflagging system, compare with other verified online sources, and sense-check with our investment banking team. We exclude undisclosed, unrealistic or suspiciouslooking data points. Our dataset is updated weekly and continuously monitored for accuracy.

EV calculation: if data permits, we apply our own logic to get to the EV. For example, for a large M&A deal with available information on target's net debt, we might adjust a valuation to fully reflect an accurate EV. In all other cases, we take reported valuation as numerator.

Financials: we source LTM revenue and LTM EBITDA data from company filings, press releases or other verified sources. If LTM data is unavailable, we take the next best-fit period (run-rate or calendar year), provided it makes sense in a given case. For example, if a deal happened in November 2024, we might take full-year 2024 revenue as a revenue benchmark.



# **Sector definitions**

### Cable Service Providers

Companies that operate and maintain coaxial cable and fiber-optic networks specifically designed to deliver television programming to subscribers. Cable networks use a one-to-many broadcast model through physical cable infrastructure. This vertical includes: Multiple System Operators (MSOs), Regional Cable Operators, Rural Cable Systems, Municipal Cable Providers, Overbuilders.

### **■** Data Centers

Data centers are companies that operate and maintain secure facilities specifically designed to house computing, networking, and storage equipment for data processing and hosting. Unlike on-premise server rooms or cloud services, data centers provide physical infrastructure with controlled environments for housing IT equipment. This vertical includes: Wholesale Data Center Operators, Retail Colocation Providers, Edge Data Centers, Hyperscale Data Centers, Enterprise Data Centers.

### **Internet Service Providers**

ISPs provide internet access services to end users through various technologies including fiber, cable, DSL, or wireless connections. ISPs focus primarily on internet connectivity and related services. This vertical includes the following: National ISPs, Regional ISPs, Fixed Wireless Providers, Fiber Internet Providers, Rural ISPs.

### IoT

npanies that devel

Companies that develop, manufacture, and provide Internet of Things solutions connecting physical devices to networks for data collection and automation. Unlike traditional hardware manufacturers, IoT companies focus on connected devices and their ecosystems. This vertical includes the following: IoT Platform Providers, Industrial IoT, Consumer IoT Manufacturers, IoT Connectivity Providers, IoT Security Solutions.

# Networking Hardware

Companies that design, manufacture, and sell physical networking equipment used to create and maintain computer networks. This vertical includes the following: Enterprise Networking Equipment, Consumer Networking Products, Wireless Infrastructure Hardware, Network Security Hardware, Specialized Networking Equipment.

### Satellite Communications

Companies that operate satellite networks and provide satellite-based communication services. Unlike terrestrial communications providers, satellite companies utilize space-based infrastructure for global coverage. This vertical includes the following: Satellite Operators, Satellite Service Providers, Mobile Satellite Services, Broadcast Satellite Services, LEO Satellite Operators.

### Telecom Infrastructure

Hard, physical asset companies that build and maintain the physical infrastructure supporting telecommunications networks. This vertical includes the following: Tower Companies, Fiber Network Operators, Small Cell Providers, Infrastructure Equipment Makers, Infrastructure Service Providers.

### Telecom Service Providers

Companies that provide telecom services including voice, data, and mobile communications to consumers and businesses. Focus on delivering services to end users. This vertical includes the following: National Carriers, Regional Operators, Mobile Virtual Network Operators (MVNOs), Enterprise Telecom Providers, Unified Communications Providers.



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**X** Multiples

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				EV/EBITDA					Growth-	DA
Company <b>♦</b>			LTM <b>(</b>	<b>▶</b> NT	М <b>\$</b> 2	25 ♦ 26	6 <b>♦</b> 2			5 <b>♦</b> NTN
a Amazon		13.7x	11.	7x 12	2.3x 10.	4x 8.	6x 0	.7x 0.	6x 1	
Alibaba Group	09988		10.6x	9.1	x 9.	5x 8.5	ix 7.6	6x 0.	6x 0.8	
● Uber			22.4x	17.2	x 18.4	4x 14.5	x 11.9	9x 0.6	Sx 0.8	x 30
Booking Holdings		BKNG	17.9x	16.2x	16.7	x 14.9x	( 13.1	x 1.63	x 1.3x	109
PDD Holdings			7.4x	6.4x	6.9x	5.4x	4.6x	0.4x	0.3x	15%
Meituan		03690	15.6x	12.9x	13.7x	10.9x	8.8x	0.6x	0.6x	21%
Prosus		PRX	232.3x	142.3x	157.7x	122.5x	n/a	2.3x	n/a	63%
	MELI		29.3x	22.5x	24.5x	18.2x	14.4x	0.8x	0.8x	30%
DoorDash			34.1x	24.3x	26.3x	19.8x	15.4x	0.6x	0.9x	40%
Recruit Holdings	60	98	16.3x	14.7x	15.1x	13.7x	12.3x	1.3x	1.4x	11%
Sea		;	36.0x	21.9x	24.2x	17.2x	14.3x	0.3x	0.8x	64%
	ABNE	В 1	16.1x 1	15.0x	15.5x	13.6x 1	11.7x	2.0x	1.0x	8%
C Copart	CPRT	26	6.8x 2	3.7x :	24.6x 2	?1.3x r	n/a	1.8x	n/a	13%
Naspers	NPN	182	?.4x 84	1.2x 9	97.5x 54	4.7x n,	/a	0.7x	n/a	117%
Trip.com Group		15.3	3x 13.	8x 14	4.5x 12	.2x 10.	5x	1.3x 0.	.8x	10%
a Amadeus IT Group	AMS	13.8	x 12.5	5x 12	.8x 11.0	6x 10.6	Sx 1	l.2x 1.:	3x	10%
eBay		10.43	x 10.1	x 10.	2x 9.7	x 9.4x	3.	.4x 2.3	3x	3%
Carvana	CVNA	21.2x	16.0x	16.9	0x 13.6	x 11.3x	0.8	5x 0.7:	x	33%
CoStar Group	CSGP	106.6x	62.3x	74.9	x 41.4x	28.3x	0.9	x 1.2x		71%
C 🙎 Kuaishou		7.6x	6.3x	6.6x	5.4x	4.8x	0.33			1%
Expedia Group	EXPE	7.9x	7.3x	7.5x	6.8x	6.1x	0.8x			% 1
C r Ritchie Bros.	RBA	17.6x	16.8x	17.1x	16.0x	n/a	3.9x	n/a		
Eternal		198.3x	100.3x	114.8x	51.7x	26.2x	1.0x	1.1x	4	
KE Holdings	02423	19.6x	15.6x	16.5x	13.3x	11.4x	0.6x		98	
<b>.</b> □ DiDi		18.3x	12.1x	13.6x	9.0x	7.3x		0.8x	26%	3 20
					0.01	7.3%	0.2x	0.4x	51%	36%

	Buyer \$			Date \$	To					
C		lon Musk				et HQ \$	EV (\$M) \$	EV/Revenue 4	EV/EBITD/	
C		Varner Bros. Discovery	ď	26-Oct-2			44,000	8.4x	81.9x	
건		GoTo Group		07-Apr-2			42,376	1.2x	6.0x	
·		Blackstone Permira	C .	16-May-			18,000	25.7x	n/a	
ď	שנ	JD.com	2	20-Nov		#	14,088	7.4x	20.	Эx
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	<u>.</u>	Viacom18 Media	2	3	1-Jan-24	3		500	3.3x	26.0x
	ď	Renesas Electronics		1	13-Feb-24	_		,900	22.4x	61.5x
nes Lottery	C	B Brookfield Business Pa	rtners	<b>Z</b>	02-Feb-22			5,800	4.5x	9.7x
☼ Solid Management				04-Feb-2		_	5,317	0.6x	n/a	
	C	Prosus Movile		C	18-Aug-2	22	<b>♦</b>	5,044	3.9x	23.6x
	ď	A Apollo Global Manag	ement	C	31-Aug-	21		5,000	0.7x	5.0x
		WPF Holdings		ď	26-Apr	-23		4,900	4.7x	9.1x
		Just Eat Takeaway		ď	14-Jur	1-21		4,780	3.5x	77.6x
	ď	Alta Global Venture	es		23-No	v-20		4,700	4.7x	n/a
akeaway	ď	• Prosus		び	23-F6	eb-25	20	4,300	0.8x	8.9x
I and General Trust	C	Rothermere Cont			10-Jan-22		2 E	4,060	3.1x	83.6x
)	ď	NB Capital Soluti			12-F	Feb-20		4,050	2.9x	11.6x
Brothers	ď	O Delivery Hero	O Delivery Hero		12-	12-Apr-20		4,000	8.3x	n/a
Science	ď	PayPal	PayPal		02	-Jan-20		4,000	20.0x	n/
	건	HRF Hellman &			03	02-Nov-21		3,996	1.7x	52
JS	건	<ul><li>Caesars Enter</li></ul>	- F-tteinmont		[간 21		22	3,920	2.2x	12
m Hill	ك	0						0.700	0.5	



# M&A multiples and public comps with analyst estimates available on multiples.vc

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