



# Industry Multiples in Latin America – Q3 2022

Second Edition

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## Foreword



**Javier Zoido**

Managing Director

Latin America and Iberia  
Valuation Advisory  
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Dear readers,

We are pleased to launch the second 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 September 30, 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* report released in October 2022, real economic growth in LATAM and the Caribbean is forecast to moderate to 3.5% in 2022, declining from 6.9% in 2021.<sup>1</sup> Expected growth in 2022 is now 0.5 percentage points above the IMF's forecast in July, reflecting the activity observed in the first half of 2022, which was stronger than expected. Favorable commodity prices, still-favorable external financing conditions and the normalization of activities in certain industries were factors considered by the IMF when increasing its estimates for 2022. Moreover, S&P Global Ratings (S&P) also attributes robust domestic demand growth and their resiliency to external headwinds as major factors for the better-than-expected performance in the first semester.<sup>2</sup> On the other hand, in 2023, growth is expected to slow as the global economy weakens, financial conditions tighten, and commodity prices soften. As such, the IMF expects the region's growth to be 1.7% in 2023 in real terms, which is 0.3 percentage points below the IMF's last forecast.

In terms of inflation, it is expected to continue to be high in the region. The IMF projects for LATAM and the Caribbean a 14.1% inflation rate in 2022 and a 11.4% inflation rate in 2023, with Argentina and Venezuela continuing to experience hyperinflation. According to S&P, although inflation levels in LATAM are expected to remain high for some time, inflation has likely already peaked in most countries in the region, when the price shock on food and energy was most intense due to Russia's war on Ukraine. Furthermore, major central banks in the region are potentially approaching the end of their interest rates hiking cycles, although not giving signs of lowering the rates in the short term. The influence of the interest rates decisions in the United States by its central bank, the Federal Reserve (Fed), will continue to be high, and if the Fed adopts a higher-than-expected hiking path, monetary policy normalization in LATAM could be postponed.

Domestic demand in LATAM is expected to be moderate, after the strong performance in the first semester of 2022. According to S&P, that strong performance was supported by two main factors that are now starting to fade. First, the region was still recovering from the impacts of the pandemic, especially in the services sectors, which were operating well below capacity. Domestic demand is now above its pre-pandemic levels in the major LATAM economies. Second, the impact of certain stimulus measures on consumption and investments implemented at the outset of the pandemic is starting to fade. While some countries have recently introduced new rounds of stimulus (e.g., tax cuts on gasoline, cash transfers to households, etc.), unless they are extended or new measures are announced, consumer spending is expected to wane. Additionally, business confidence has been deteriorating, considering the uncertainty over the global economy. Exports in the region are also expected to weaken, as global trade will most likely soften, with dimming growth prospects in the United States, Europe and China. A weaker U.S. economy would have a clear negative impact in the region, especially Mexico.

Stock markets continued to struggle during Q3 2022. Both the S&P 500 and the STOXX® Europe 600 (STOXX Europe 600) indices decreased by approximately 5% in the third quarter, while the STOXX® Latin America Total Market Index (STOXX LATAM TMI) increased by 2%, although the latter has seen a year-to-date 2022 decrease of 4%.<sup>3</sup>

<sup>1</sup> The IMF's report provides aggregated forecasts for LATAM and the Caribbean.

<sup>2</sup> S&P Global Ratings – "Economic Outlook Latin America Q4 2022: A Period of Below-Trend Growth Ahead" (September 2022)

<sup>3</sup> The STOXX LATAM TMI covers approximately 95% of the free float market capitalization of LATAM companies.

## Foreword

In terms of EV/EBITDA, multiples have generally decreased over the first three quarters of 2022 due to a pessimistic outlook and deteriorating market conditions. However, in Q3 2022, we are beginning to see a recovery, with many industries presenting higher EV/EBITDA multiples when compared to the multiples in our Q2 2022 edition. The consumer durables and apparel industry had the highest increase in EV/EBITDA multiple this quarter (a 2.6x increase), heavily impacted by homebuilders in Brazil with positive Q3 results and an improved outlook (e.g., government programs improving financing conditions for low-income families and lower interest rates expected in the short to medium term, which could impact demand positively).

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.

# Summary: Median Multiples by Sector/Industry Groups

As of September 30, 2022

Sector/Industry Group	EV/Revenues	EV/EBITDA	P/E	P/B
<b>Communication Services</b>	1.5x	4.6x	14.3x	1.2x
<b>Consumer Discretionary</b>	1.2x	8.4x	11.5x	1.0x
Consumer Durables and Apparel	1.4x	8.9x	7.6x	0.7x
Consumer Services	1.8x	8.4x	29.3x	1.2x
Retailing	0.9x	9.6x	12.8x	1.0x
<b>Consumer Staples</b>	0.9x	6.5x	11.4x	1.5x
Food and Staples Retailing	0.7x	9.1x	17.1x	1.6x
Food, Beverage and Tobacco	1.0x	4.9x	8.8x	1.4x
<b>Energy</b>	1.7x	4.3x	6.4x	1.3x
<b>Health Care</b>	1.9x	8.0x	14.0x	2.2x
<b>Industrials</b>	1.2x	6.2x	9.4x	1.5x
Capital Goods	0.9x	5.6x	7.2x	1.1x
Commercial and Professional Services	1.3x	6.8x	17.4x	2.2x
Transportation	2.0x	7.3x	12.8x	1.7x
<b>Information Technology</b>	1.5x	6.0x	10.1x	1.4x
Software and Services	1.8x	6.2x	17.5x	1.5x
<b>Materials</b>	0.9x	3.9x	5.4x	1.1x
<b>Real Estate</b>	6.3x	9.7x	11.8x	0.7x
<b>Utilities</b>	2.2x	6.5x	7.9x	0.8x
Electric, Gas and Water Utilities <sup>1</sup>	1.7x	5.6x	7.4x	0.8x

Financials Sector/Industry Group	Market Capitalization /Revenues	P/TBV	P/E	P/B
<b>Financials</b>	2.4x	1.5x	8.5x	1.2x
Banks	2.2x	1.1x	7.2x	1.1x

<sup>1</sup> According to GICS nomenclature, this is classified as "Industry," which is one level below "Industry Group."

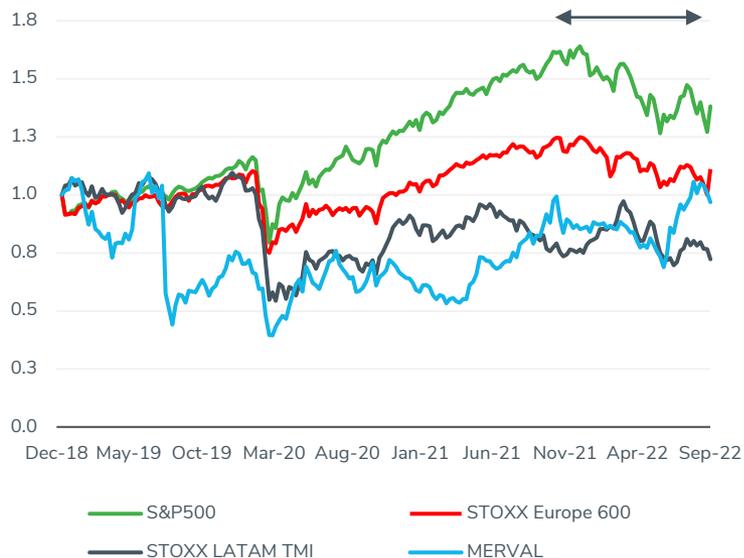
# Country Snapshot: Argentina

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 the first three quarters of 2022, Merval increased by 14% (in price terms, converted to USD), compared to a 3.5% decrease in the STOXX LATAM TMI, 24.8% decrease in the S&P 500 and 20.5% decrease in the STOXX Europe 600. Argentinian real GDP is expected to grow by 4.0% in 2022 and 2.0% in 2023, according to the IMF's *World Economic Outlook* report (October 2022). The Argentinean peso has depreciated against the U.S. dollar by 30% since the beginning of 2022.

## Merval Spotlight

### Historical Evolution: Merval, S&P 500, STOXX Europe 600, and STOXX LATAM TMI<sup>1</sup>



Stock market performance in the first three quarters of 2022



### FX and Long-Term Government Bond Yield in 2022<sup>2</sup>



<sup>1</sup> Current Merval methodology started on January 2019. Merval, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR

<sup>2</sup> Argentinean USD-denominated international bond expiring in 2030

Sources: Capital IQ; IMF – "World Economic Outlook" (October 2022); Kroll analysis

# 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 the first three quarters of 2022, IBOVESPA increased by 8% (in price terms, converted to USD). Brazilian real GDP is expected to grow by 2.8% in 2022 and 1.0% in 2023, according to the IMF's *World Economic Outlook* report (October 2022). The Brazilian real has appreciated against the U.S. dollar by 3% since the beginning of 2022.

## IBOVESPA Spotlight

### 5Y Evolution: IBOVESPA, S&P 500, STOXX Europe 600, and STOXX LATAM TMI<sup>1</sup>



Stock market performance in the first three quarters of 2022



### FX and Long-Term Government Bond Yield in 2022<sup>2</sup>



<sup>1</sup> IBOVESPA, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR

<sup>2</sup> Brazilian USD-denominated international bond expiring in 2031

Sources: Capital IQ; IMF – “World Economic Outlook” (October 2022); 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 the first three quarters of 2022, IPSA increased by 5% (in price terms, converted to USD). Chilean real GDP is expected to grow by 2.0% in 2022 and to decrease by 1.0% in 2023, according to the IMF's *World Economic Outlook* report (October 2022). The Chilean peso has depreciated against the U.S. dollar by 11% since the beginning of 2022.

## IPSA Spotlight

### 5Y Evolution: IPSA, S&P 500, STOXX Europe 600, and STOXX LATAM TMI<sup>1</sup>



Stock market performance in the first three quarters of 2022



### FX and Long-Term Government Bond Yield in 2022<sup>2</sup>



<sup>1</sup> IPSA, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR

<sup>2</sup> Chilean USD-denominated international bond expiring in 2032

Sources: Capital IQ; IMF – "World Economic Outlook" (October 2022); 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 the first three quarters of 2022, MSCI COLCAP decreased by 29% (in price terms, converted to USD). Colombian real GDP is expected to grow by 7.6% in 2022 and 2.2% in 2023, according to the IMF's *World Economic Outlook* report (October 2022). The Colombia peso has depreciated against the U.S. dollar by 12% since the beginning of 2022.

## MSCI COLCAP Spotlight

### 5Y Evolution: MSCI COLCAP, S&P 500, STOXX Europe 600, and STOXX LATAM TMI<sup>1</sup>



### FX and Long-Term Government Bond Yield in 2022<sup>2</sup>



Stock market performance in the first three quarters of 2022



<sup>1</sup> COLCAP, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR

<sup>2</sup> Colombian USD-denominated international bond expiring in 2032

Sources: Capital IQ; IMF – "World Economic Outlook" (October 2022); 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 the first three quarters of 2022, S&P BMV IPC decreased by 15% (in price terms, converted to USD). Mexican real GDP is expected to grow by 2.1% in 2022 and 1.2% in 2023, according to the IMF's *World Economic Outlook* report (October 2022). The Mexican peso has appreciated against the U.S. dollar by 2% since the beginning of 2022.

## BMV IPC Spotlight

### 5Y Evolution: BMV IPC, S&P 500, STOXX Europe 600, and STOXX LATAM TMI<sup>1</sup>



### FX and Long-Term Government Bond Yield in 2022<sup>2</sup>



Stock market performance in the first three quarters of 2022



<sup>1</sup> BMV IPC, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR

<sup>2</sup> Mexican USD-denominated international bond expiring in 2032

Sources: Capital IQ; IMF – “World Economic Outlook” (October 2022); 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 which includes additional liquidity and trading frequency requirements for its constituents. It is typically used as the benchmark stock market index in Peru.

In the first three quarters of 2022, S&P BVL decreased by 11% (in price terms, converted to USD). Peruvian real GDP is expected to grow by 2.7% in 2022 and 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 0.3% since the beginning of 2022.

## BVL Peru Spotlight

### 5Y Evolution: BVL Peru, S&P 500, STOXX Europe 600, and STOXX LATAM TMI<sup>1</sup>



### FX and Long-Term Government Bond Yield in 2022<sup>2</sup>



Stock market performance in the first three quarters of 2022



<sup>1</sup> BVL Peru, S&P 500 and STOXX LATAM TMI evolution in USD, STOXX Europe 600 evolution in EUR

<sup>2</sup> Peruvian USD-denominated international bond expiring in 2032

Sources: Capital IQ; IMF – “World Economic Outlook” (October 2022); Kroll analysis

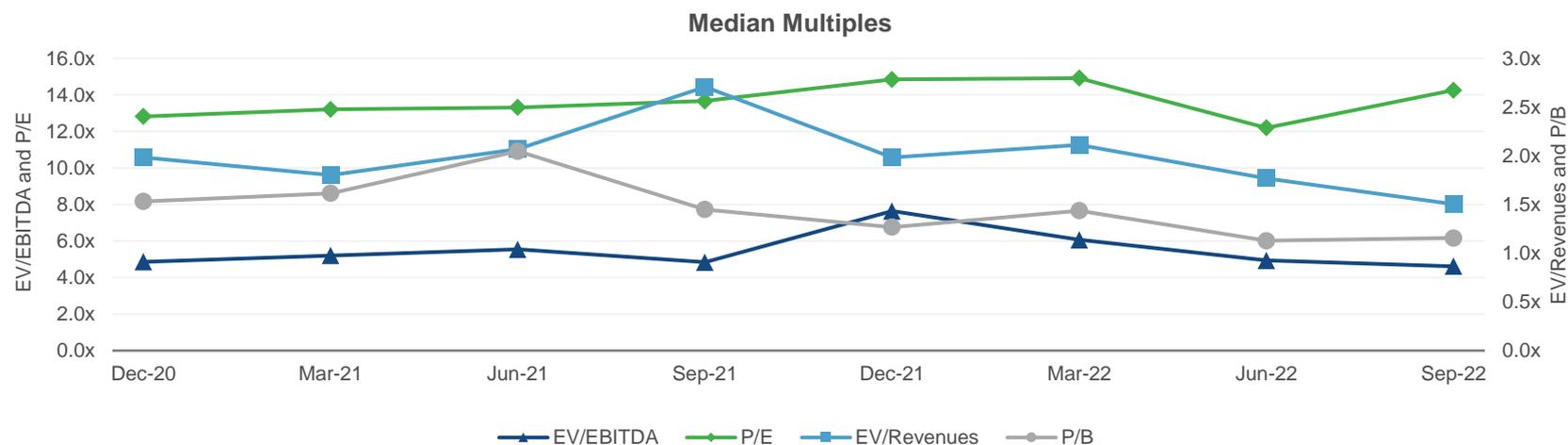
# Communication Services

Q3 2022

# Communication Services

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	14	14	14	14
Number of Outliers <sup>2</sup>	3	5	8	5
High	2.8x	16.4x	19.5x	2.3x
Third Quartile	2.0x	5.3x	15.6x	1.4x
<b>Mean</b>	<b>1.5x</b>	<b>5.9x</b>	<b>13.0x</b>	<b>1.3x</b>
<b>Median</b>	<b>1.5x</b>	<b>4.6x</b>	<b>14.3x</b>	<b>1.2x</b>
First Quartile	1.0x	4.4x	9.3x	1.0x
Low	0.4x	2.2x	6.4x	0.5x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

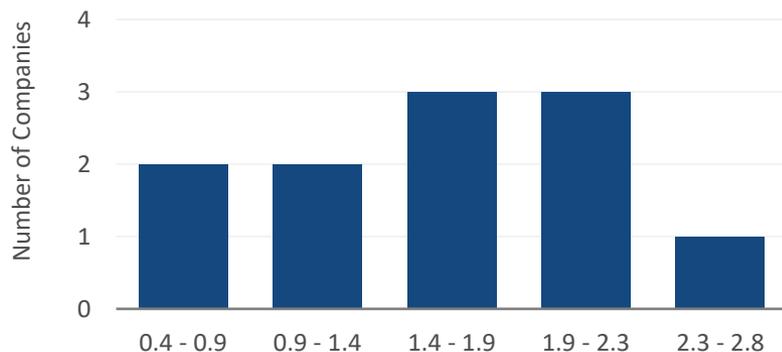
<sup>2</sup> Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

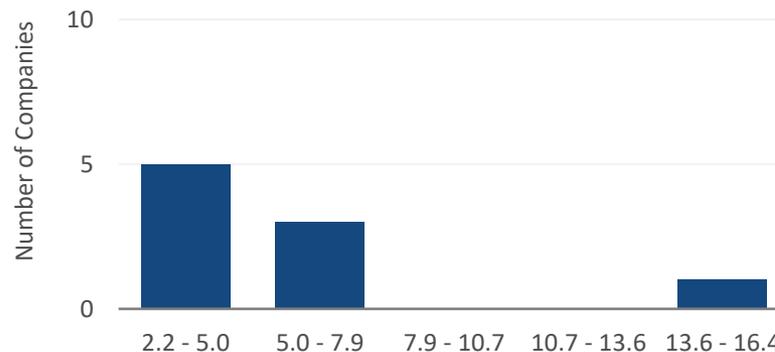
# Communication Services

As of September 30, 2022

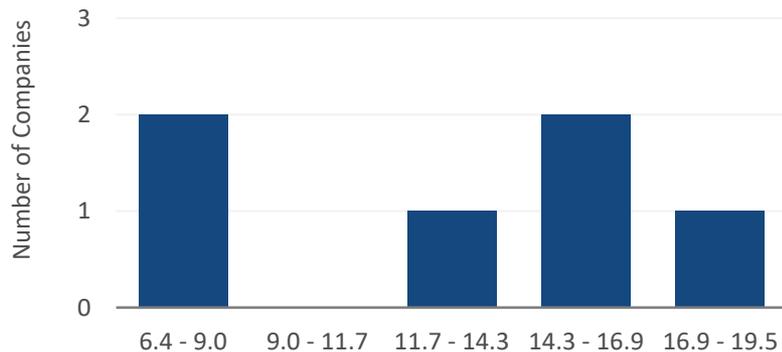
EV/Revenues



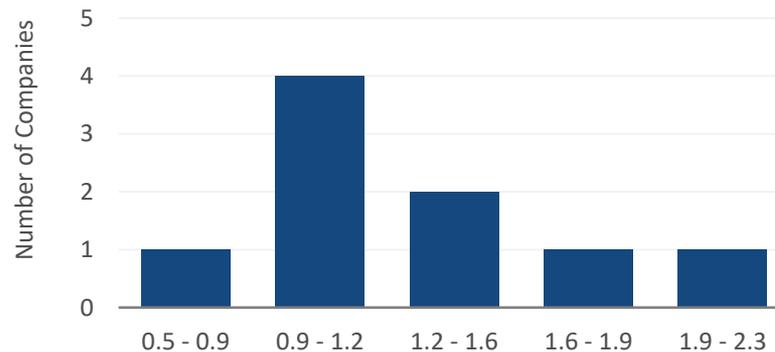
EV/EBITDA



P/E



P/B



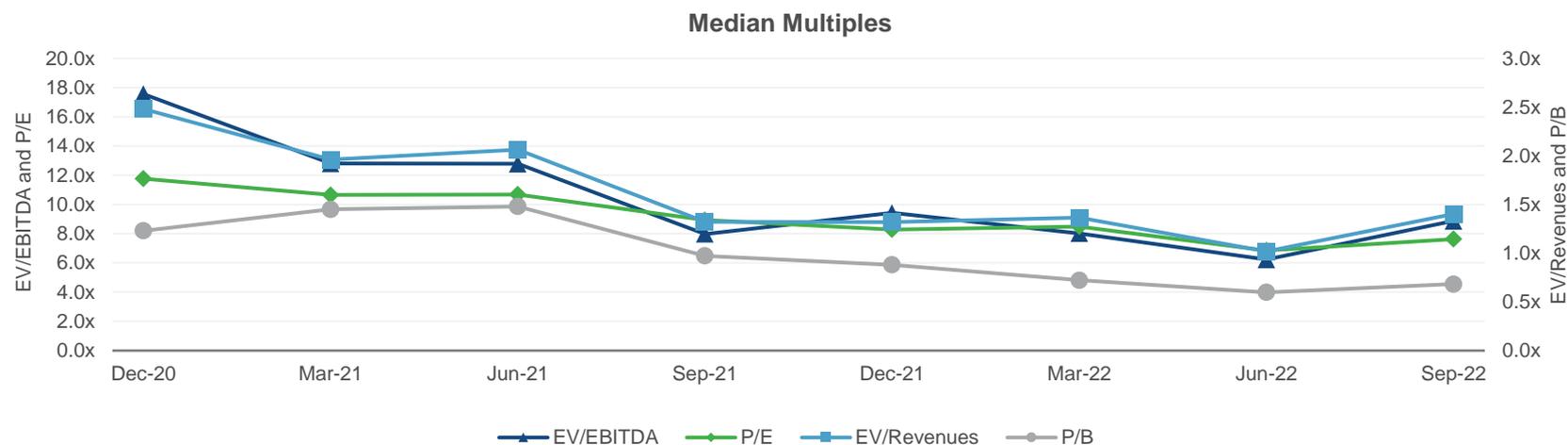
# Consumer Durables and Apparel

Q3 2022

# Consumer Durables and Apparel

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	34	34	34	34
Number of Outliers <sup>2</sup>	5	10	17	14
High	4.5x	26.6x	17.9x	2.4x
Third Quartile	2.0x	17.4x	11.3x	1.2x
<b>Mean</b>	<b>1.7x</b>	<b>11.6x</b>	<b>8.3x</b>	<b>0.9x</b>
<b>Median</b>	<b>1.4x</b>	<b>8.9x</b>	<b>7.6x</b>	<b>0.7x</b>
First Quartile	0.9x	6.7x	5.2x	0.4x
Low	0.4x	3.6x	2.3x	0.2x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

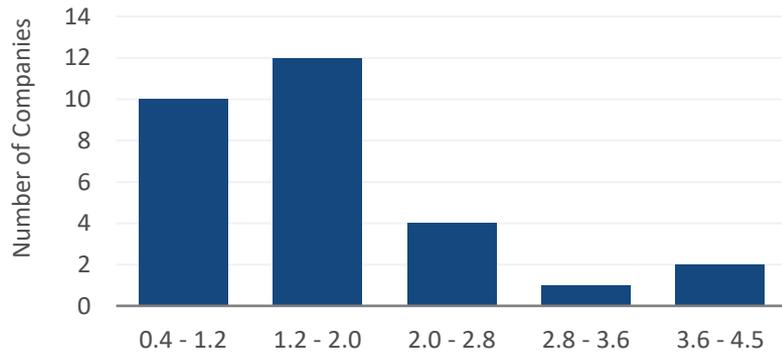
<sup>2</sup> Outliers have been excluded from the included multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

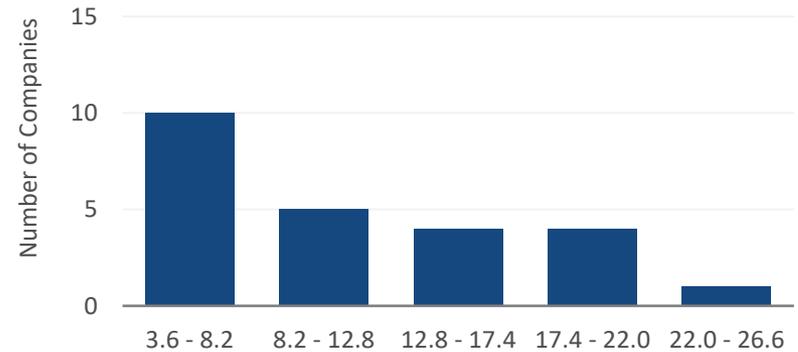
# Consumer Durables and Apparel

As of September 30, 2022

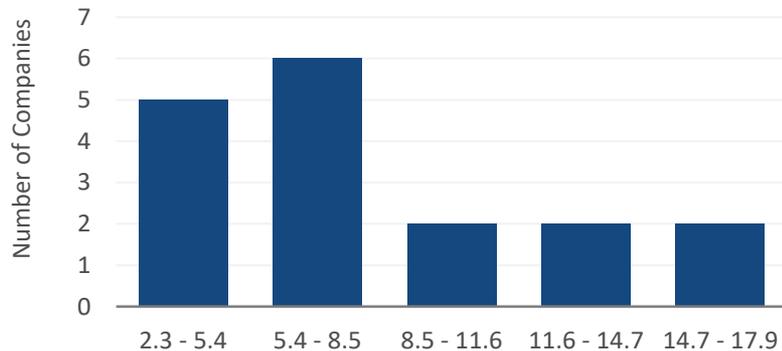
EV/Revenues



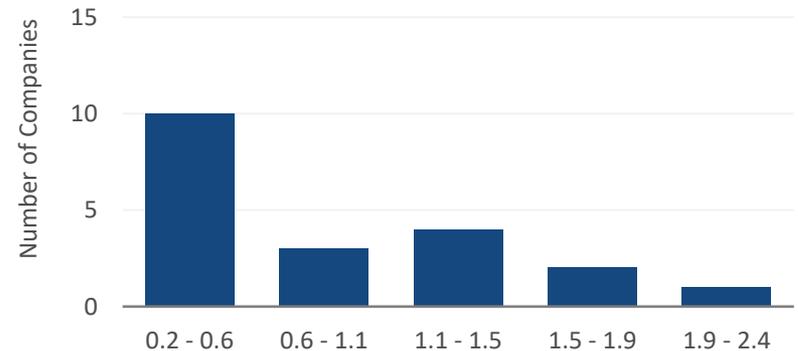
EV/EBITDA



P/E



P/B



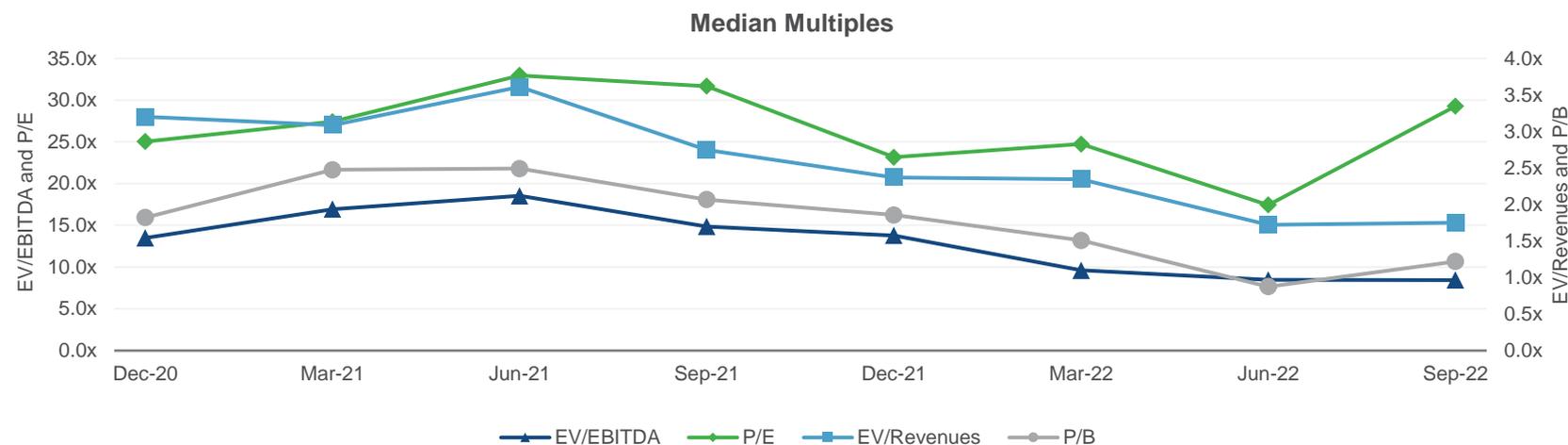
# Consumer Services

Q3 2022

# Consumer Services

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	19	19	19	19
Number of Outliers <sup>2</sup>	2	3	12	5
High	4.7x	29.7x	37.6x	4.1x
Third Quartile	2.7x	13.4x	32.0x	1.5x
<b>Mean</b>	<b>2.1x</b>	<b>11.0x</b>	<b>26.6x</b>	<b>1.3x</b>
<b>Median</b>	<b>1.8x</b>	<b>8.4x</b>	<b>29.3x</b>	<b>1.2x</b>
First Quartile	1.2x	6.2x	19.6x	0.7x
Low	0.9x	5.0x	16.3x	0.4x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

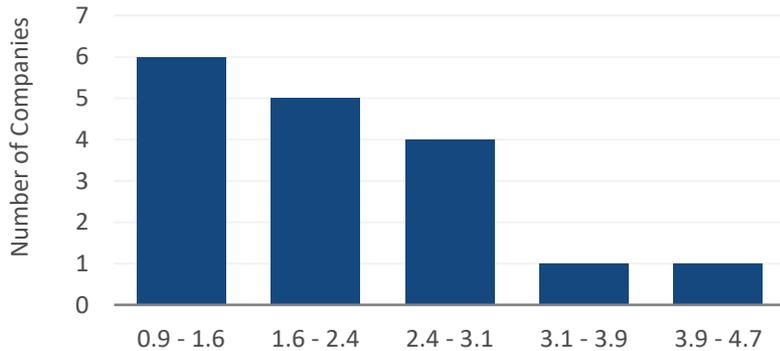
<sup>2</sup> Outliers have been excluded from the included multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

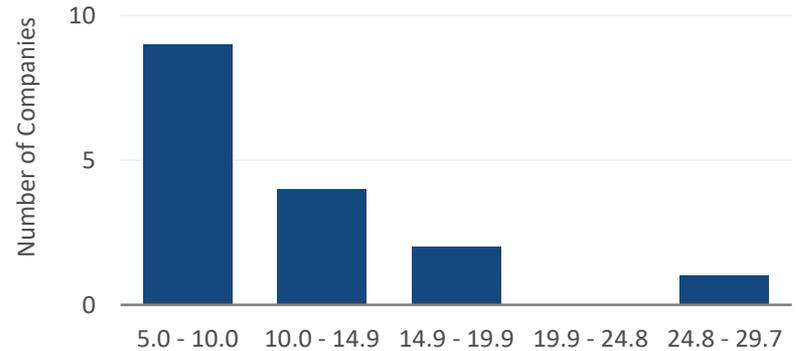
# Consumer Services

As of September 30, 2022

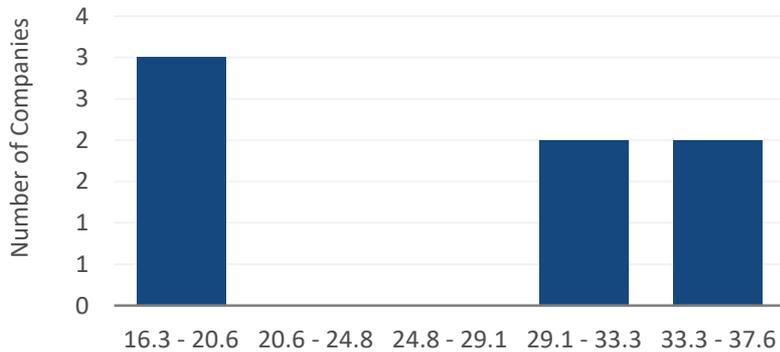
EV/Revenues



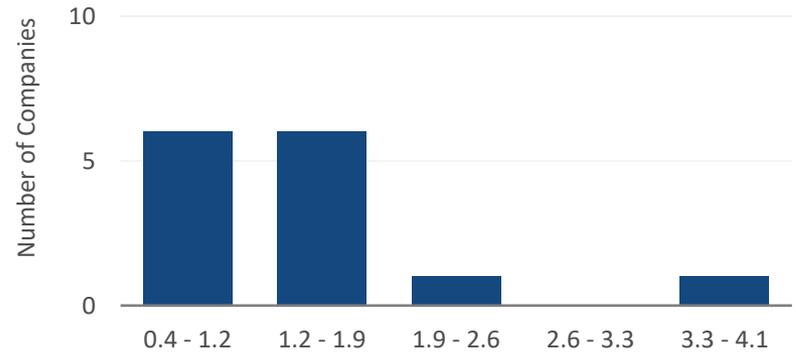
EV/EBITDA



P/E



P/B



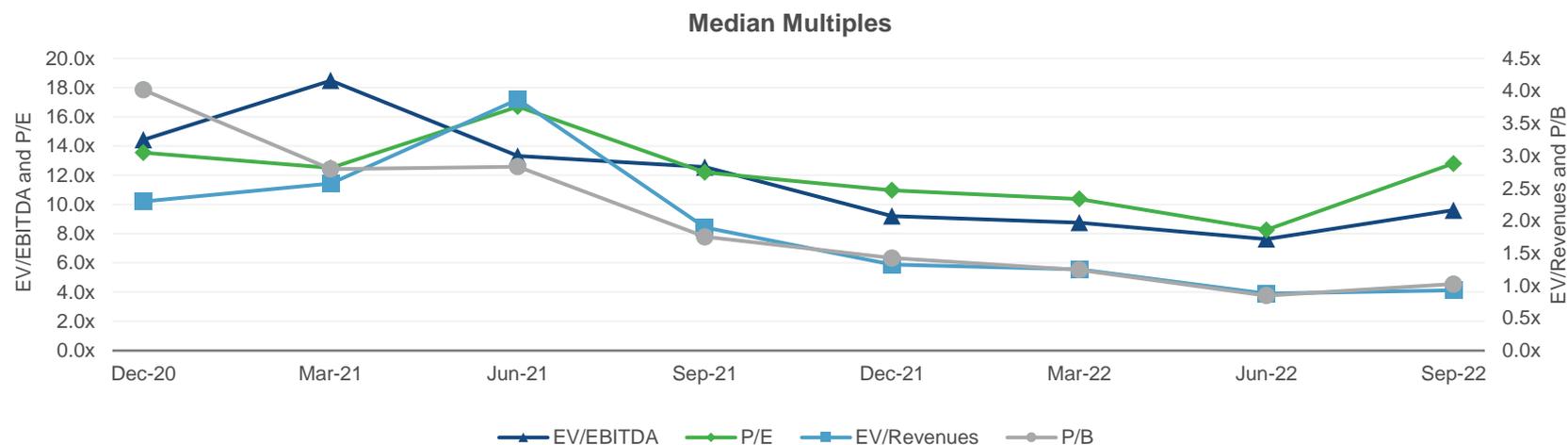
# Retailing

Q3 2022

# Retailing

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	21	21	21	21
Number of Outliers <sup>2</sup>	4	6	12	5
High	3.7x	35.9x	122.6x	6.2x
Third Quartile	1.1x	13.1x	28.8x	2.4x
<b>Mean</b>	<b>1.1x</b>	<b>11.0x</b>	<b>26.8x</b>	<b>1.9x</b>
<b>Median</b>	<b>0.9x</b>	<b>9.6x</b>	<b>12.8x</b>	<b>1.0x</b>
First Quartile	0.7x	6.3x	6.5x	0.7x
Low	0.2x	4.8x	5.3x	0.5x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

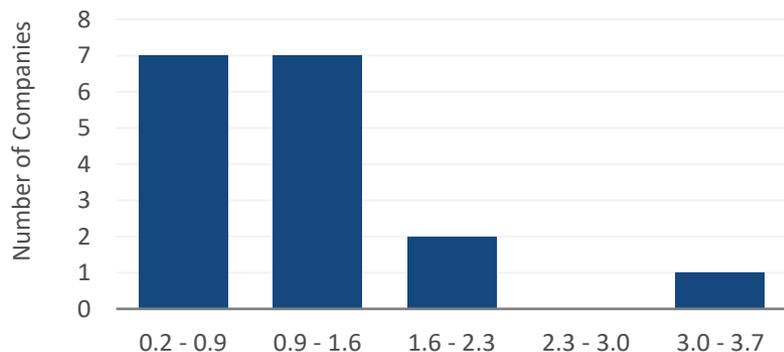
<sup>2</sup> Outliers have been excluded from the included multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

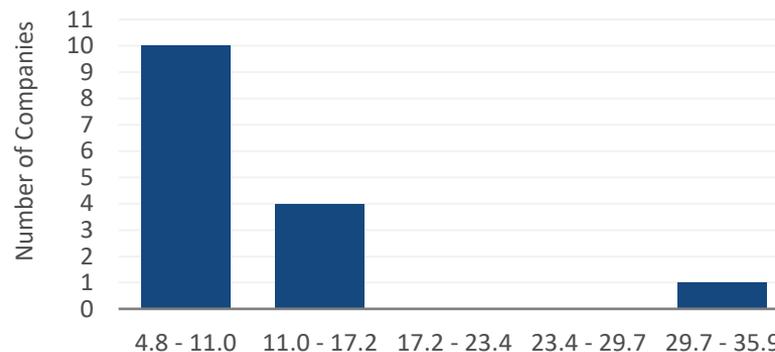
# Retailing

As of September 30, 2022

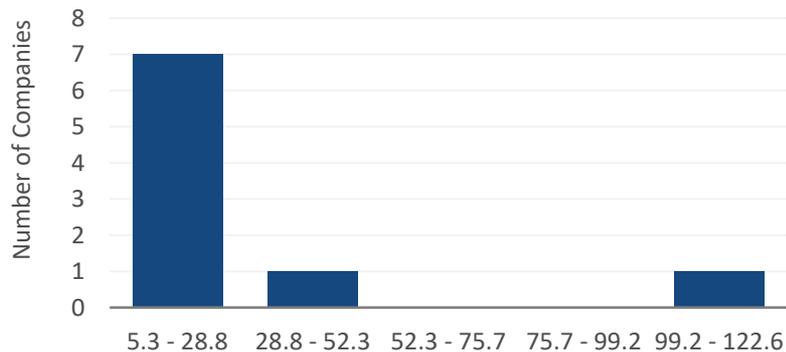
EV/Revenues



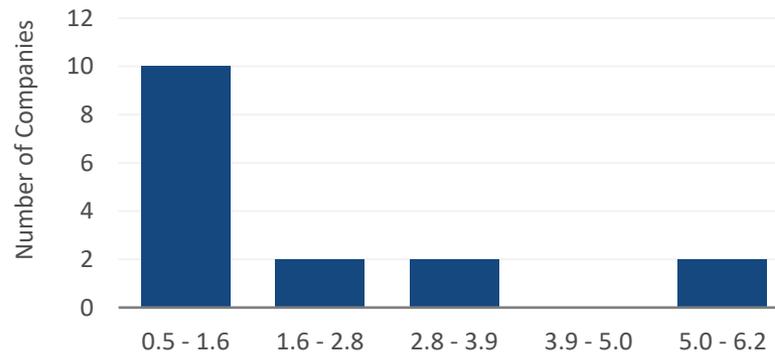
EV/EBITDA



P/E



P/B



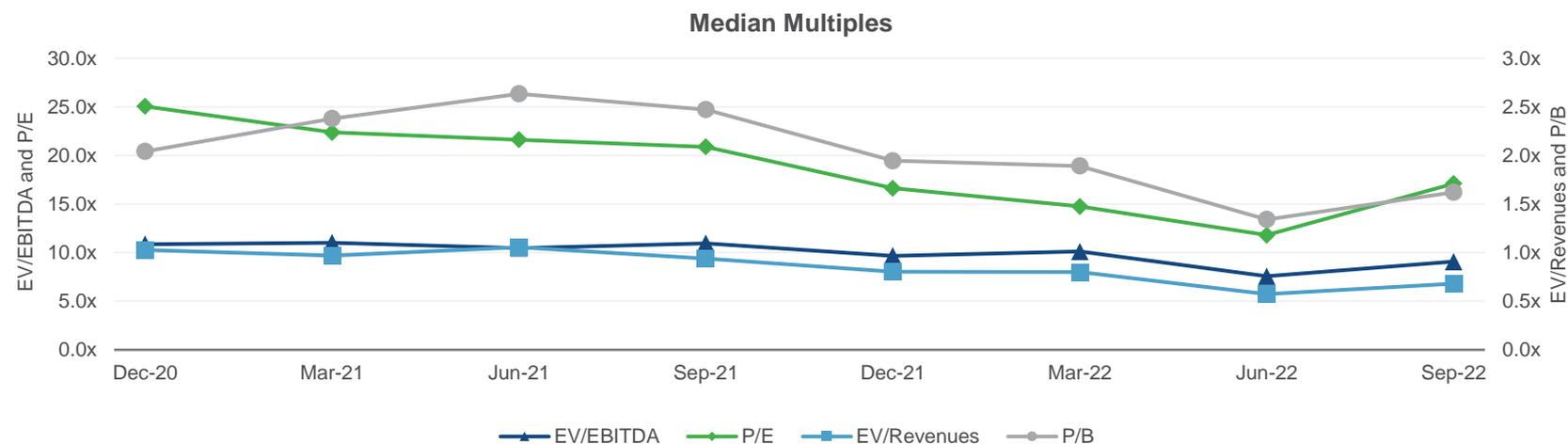
# Food and Staples Retailing

Q3 2022

# Food and Staples Retailing

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	13	13	13	13
Number of Outliers <sup>2</sup>	2	2	4	4
High	1.6x	13.8x	26.0x	7.4x
Third Quartile	0.8x	11.3x	22.2x	2.1x
<b>Mean</b>	<b>0.8x</b>	<b>8.8x</b>	<b>18.3x</b>	<b>2.7x</b>
<b>Median</b>	<b>0.7x</b>	<b>9.1x</b>	<b>17.1x</b>	<b>1.6x</b>
First Quartile	0.5x	6.2x	14.8x	1.5x
Low	0.3x	4.3x	11.0x	0.4x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

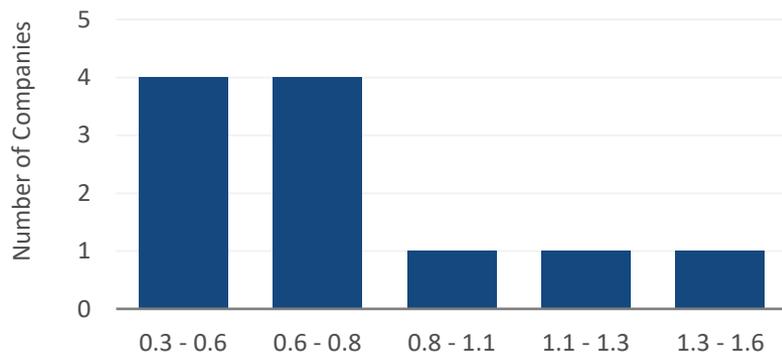
<sup>2</sup> Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

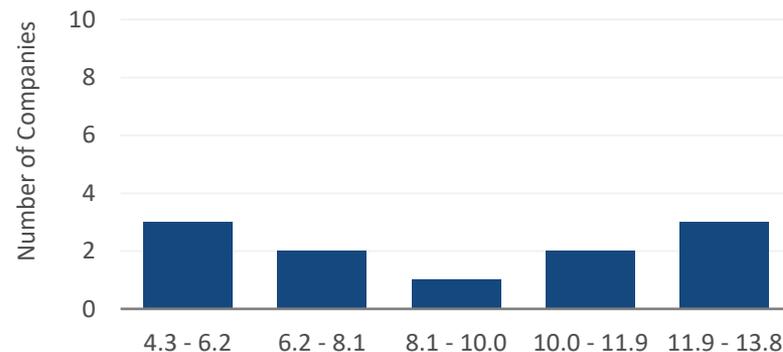
# Food and Staples Retailing

As of September 30, 2022

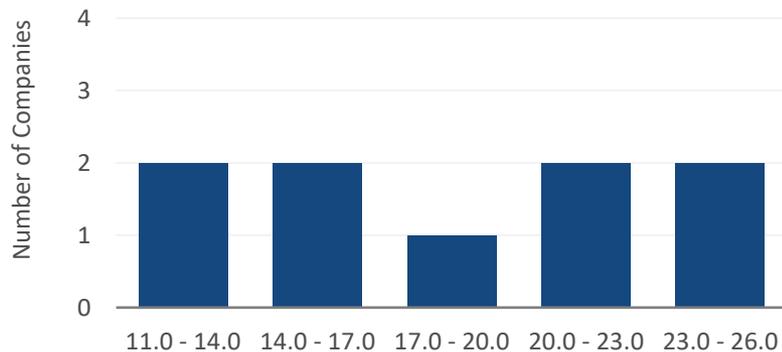
EV/Revenues



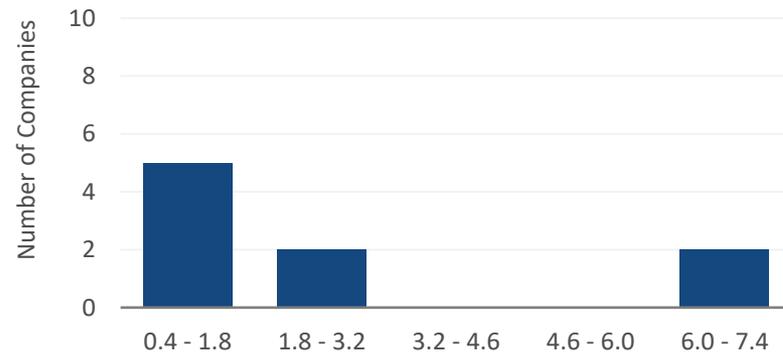
EV/EBITDA



P/E



P/B



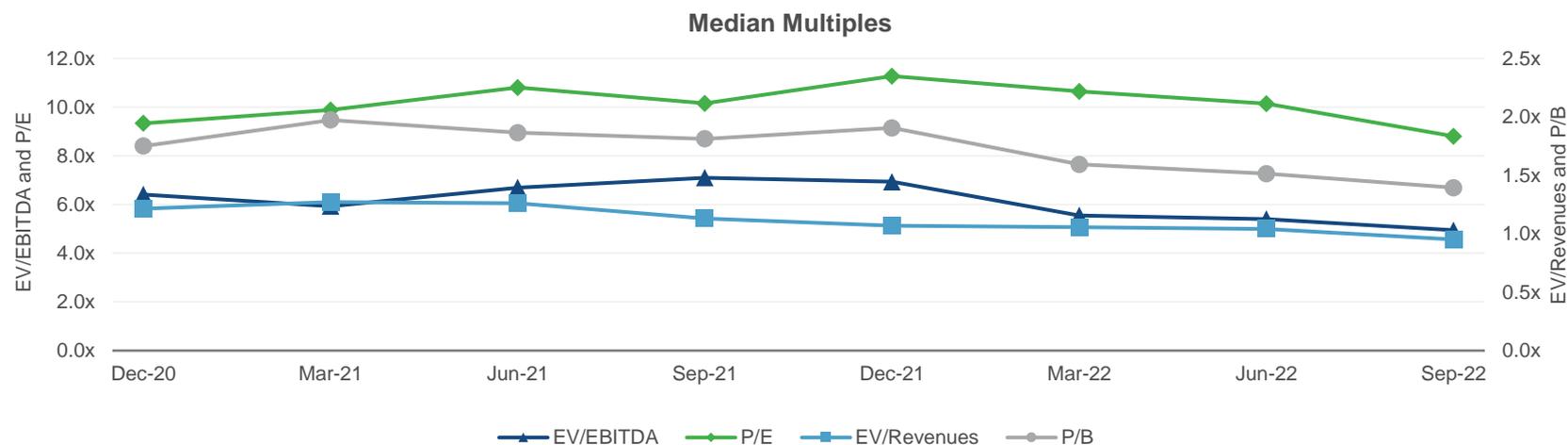
# Food, Beverage and Tobacco

Q3 2022

# Food, Beverage and Tobacco

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	24	24	24	24
Number of Outliers <sup>2</sup>	4	4	5	5
High	2.3x	14.7x	21.2x	2.7x
Third Quartile	1.6x	7.6x	11.4x	2.0x
<b>Mean</b>	<b>1.2x</b>	<b>6.2x</b>	<b>9.2x</b>	<b>1.6x</b>
<b>Median</b>	<b>1.0x</b>	<b>4.9x</b>	<b>8.8x</b>	<b>1.4x</b>
First Quartile	0.7x	4.2x	6.1x	1.2x
Low	0.5x	2.9x	1.3x	0.6x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

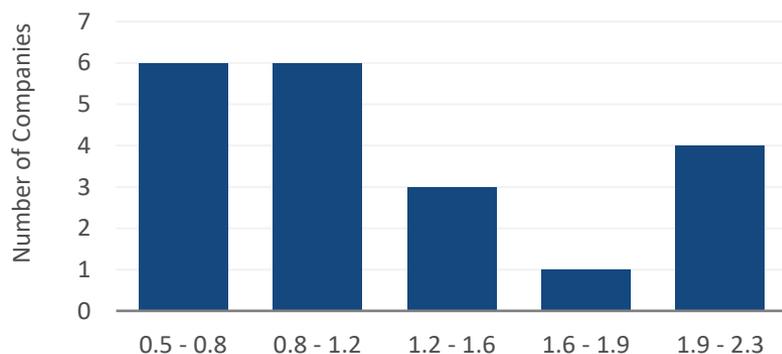
<sup>2</sup> Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

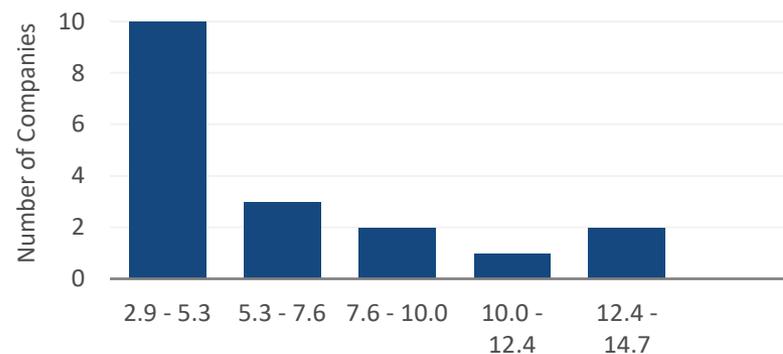
# Food, Beverage and Tobacco

As of September 30, 2022

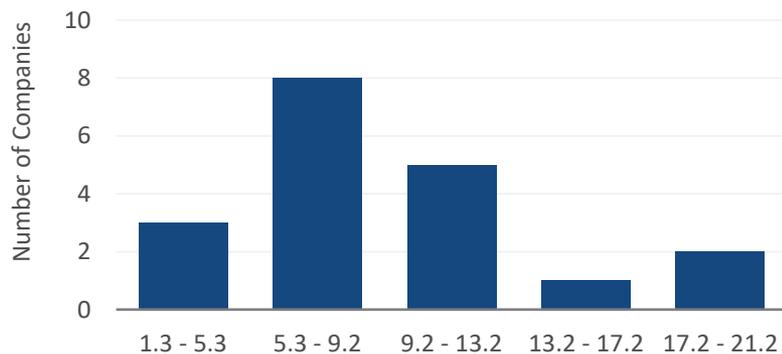
EV/Revenues



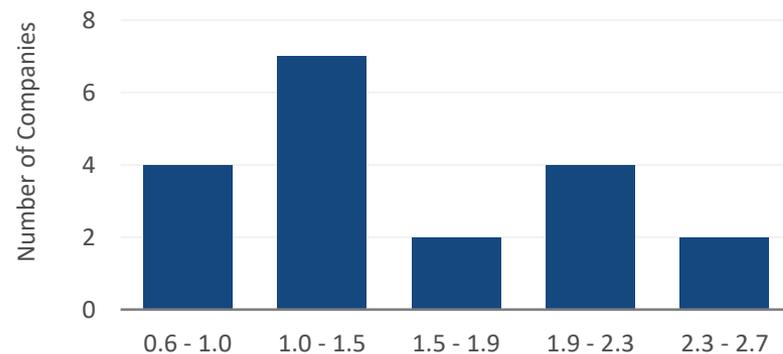
EV/EBITDA



P/E



P/B



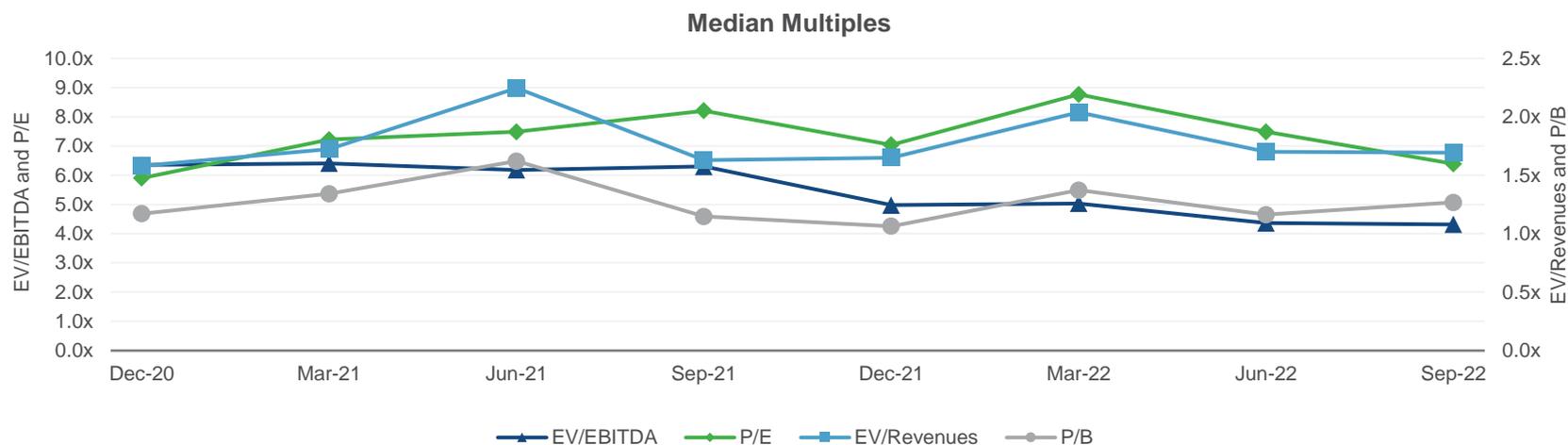
# Energy

Q3 2022

# Energy

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	14	14	14	14
Number of Outliers <sup>2</sup>	2	4	5	4
High	3.2x	9.1x	28.0x	2.5x
Third Quartile	2.8x	6.2x	8.0x	1.9x
<b>Mean</b>	<b>1.8x</b>	<b>4.6x</b>	<b>8.3x</b>	<b>1.4x</b>
<b>Median</b>	<b>1.7x</b>	<b>4.3x</b>	<b>6.4x</b>	<b>1.3x</b>
First Quartile	1.0x	2.7x	4.0x	1.0x
Low	0.2x	1.8x	2.5x	0.7x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

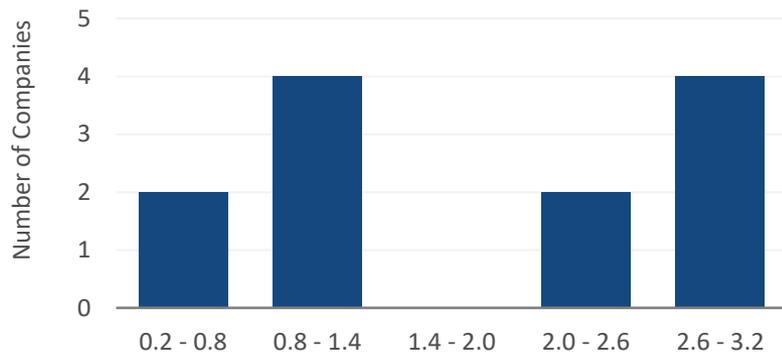
<sup>2</sup> Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

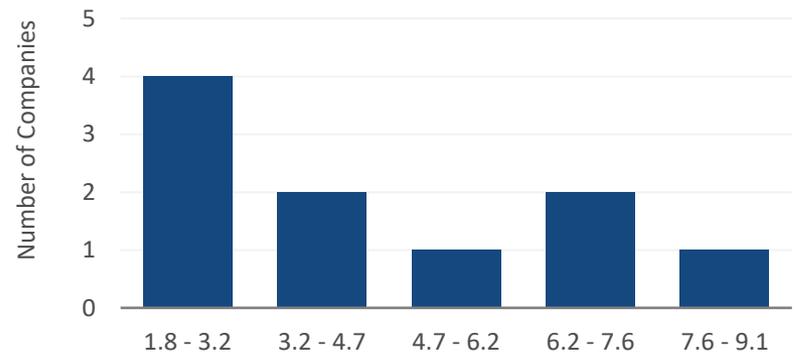
# Energy

As of September 30, 2022

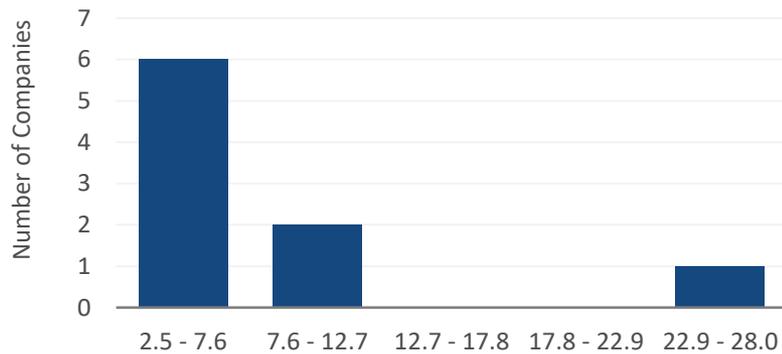
EV/Revenues



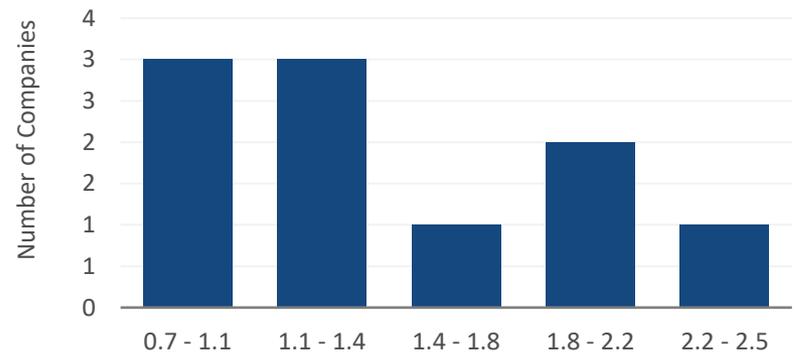
EV/EBITDA



P/E



P/B



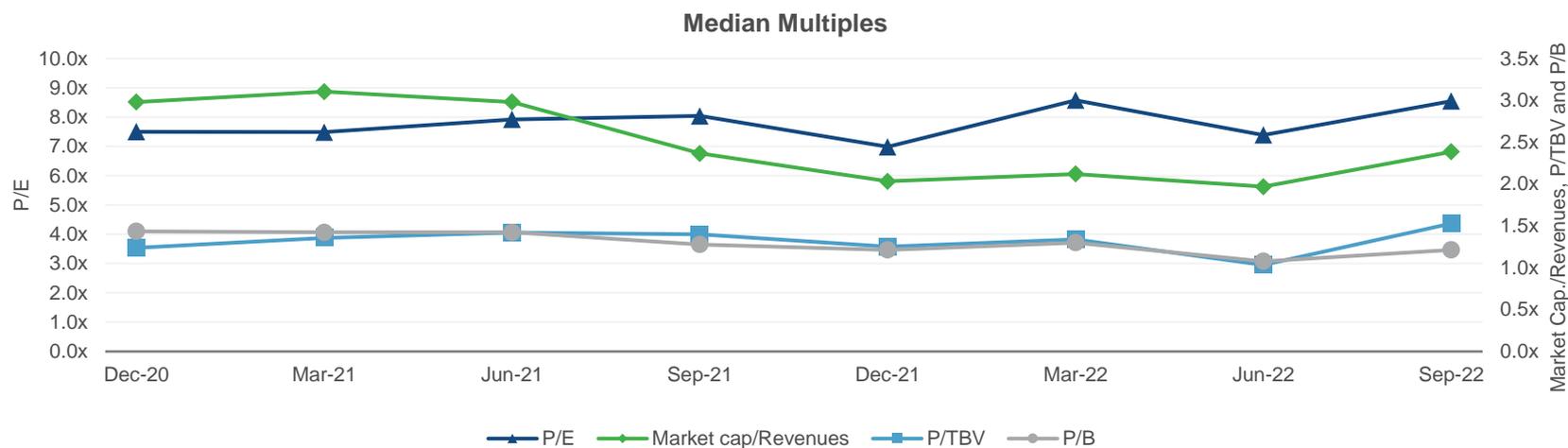
# Financials

Q3 2022

# Financials

As of September 30, 2022

	Market Cap./Revenues	P/TBV	P/E	P/B
Number of Observations <sup>1</sup>	45	45	45	45
Number of Outliers <sup>2</sup>	10	14	14	12
High	10.0x	5.0x	41.1x	3.8x
Third Quartile	4.0x	1.9x	13.3x	1.8x
<b>Mean</b>	<b>3.2x</b>	<b>1.8x</b>	<b>10.7x</b>	<b>1.4x</b>
<b>Median</b>	<b>2.4x</b>	<b>1.5x</b>	<b>8.5x</b>	<b>1.2x</b>
First Quartile	1.3x	0.9x	6.4x	0.8x
Low	0.2x	0.4x	3.7x	0.4x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

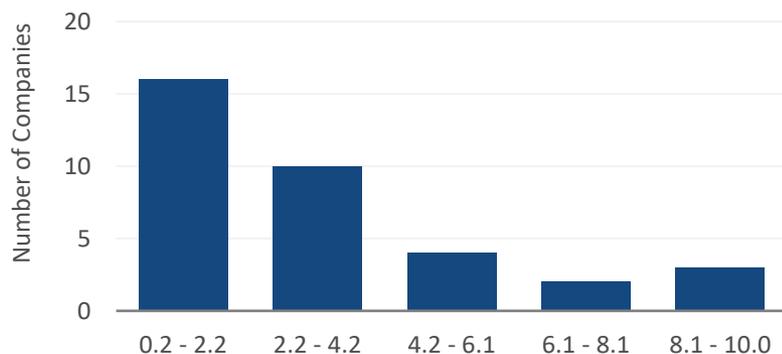
<sup>2</sup> Outliers have been excluded from the included multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

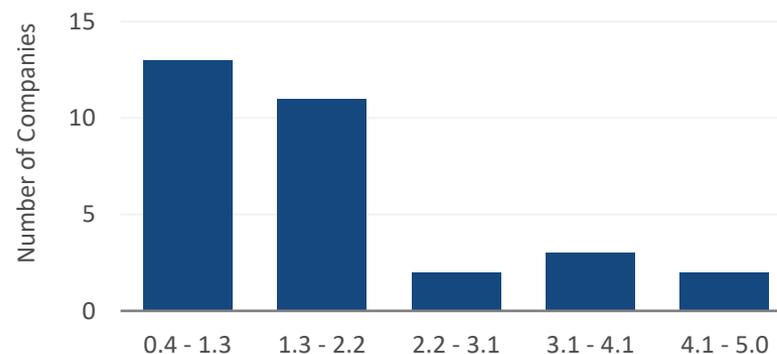
# Financials

As of September 30, 2022

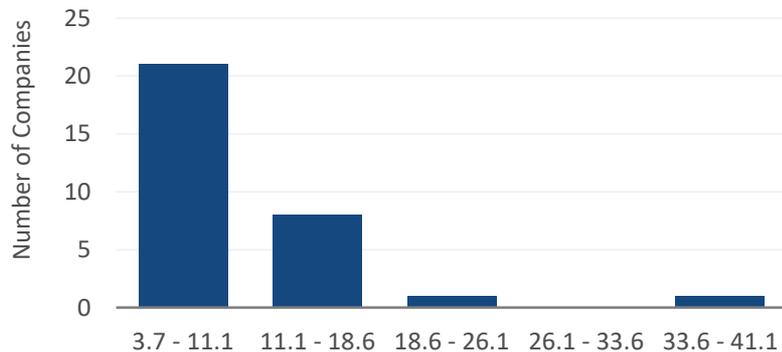
Market Cap./Revenues



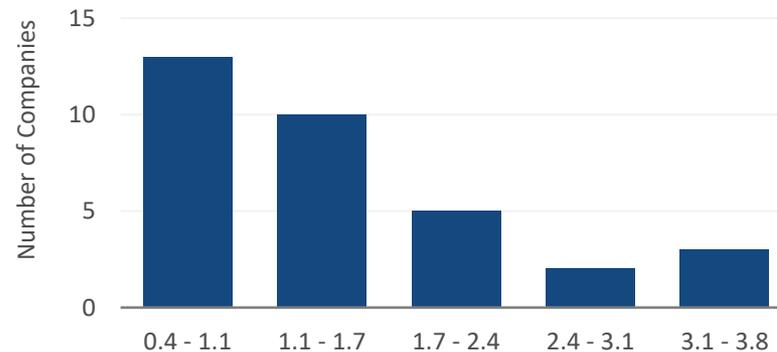
P/TBV



P/E



P/B



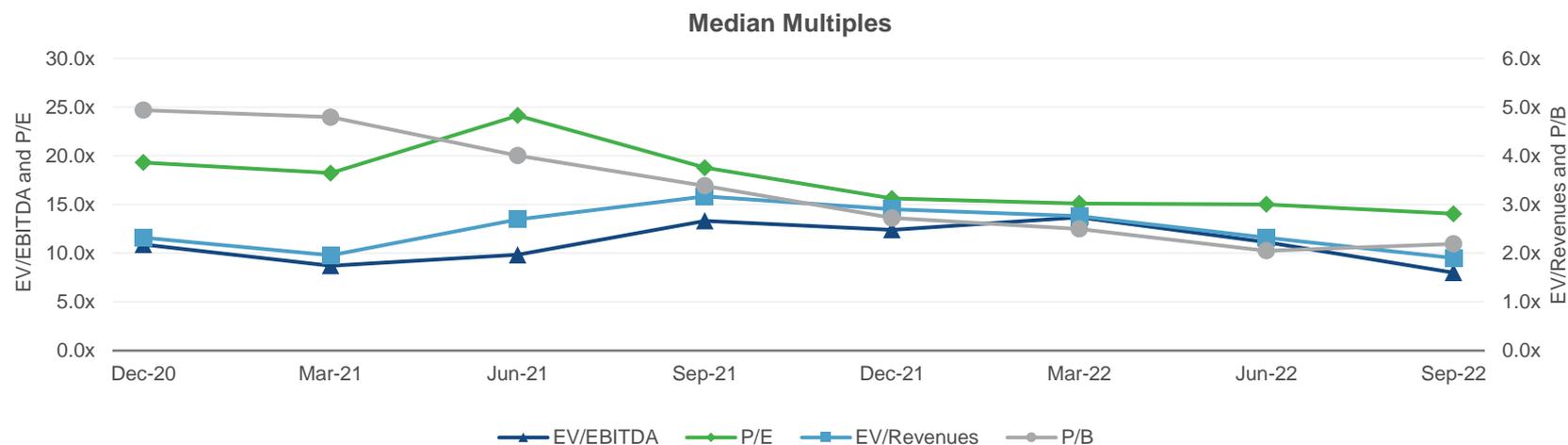
# Health Care

Q3 2022

# Health Care

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	15	15	15	15
Number of Outliers <sup>2</sup>	2	3	8	5
High	4.9x	21.0x	26.1x	4.3x
Third Quartile	3.2x	13.2x	16.0x	2.8x
<b>Mean</b>	<b>2.3x</b>	<b>10.0x</b>	<b>14.8x</b>	<b>2.4x</b>
<b>Median</b>	<b>1.9x</b>	<b>8.0x</b>	<b>14.0x</b>	<b>2.2x</b>
First Quartile	1.5x	6.1x	10.7x	1.7x
Low	0.9x	4.8x	10.2x	0.8x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

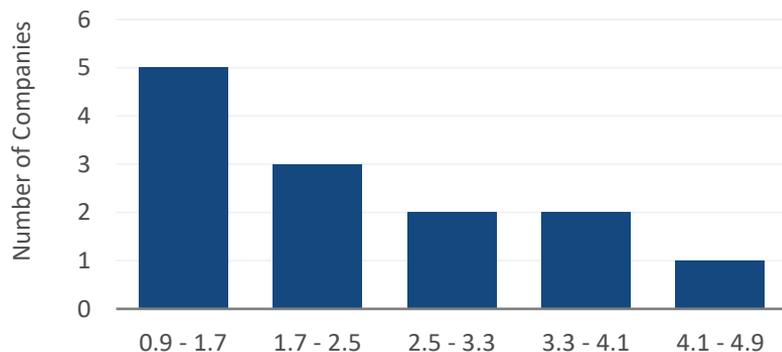
<sup>2</sup> Outliers have been excluded from the included multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

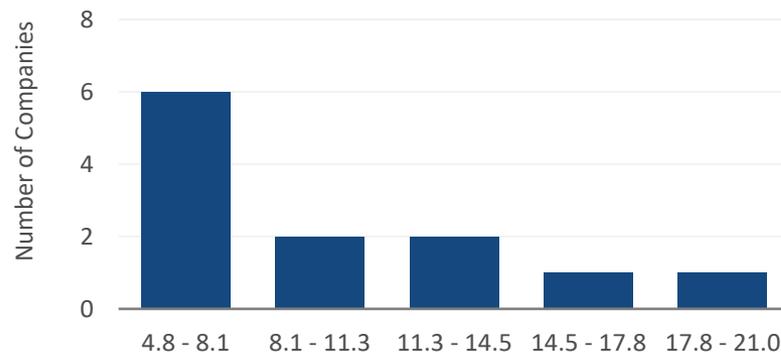
# Health Care

As of September 30, 2022

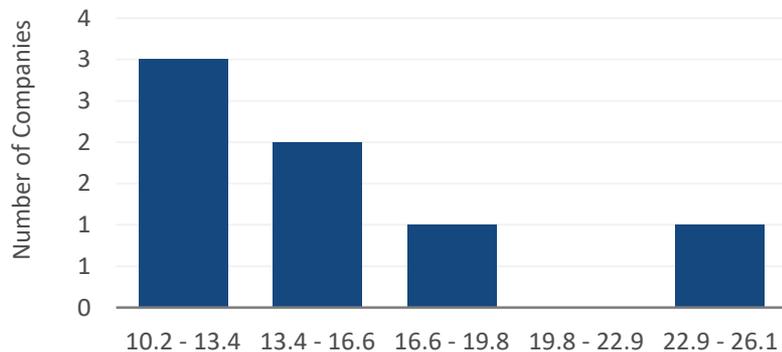
EV/Revenues



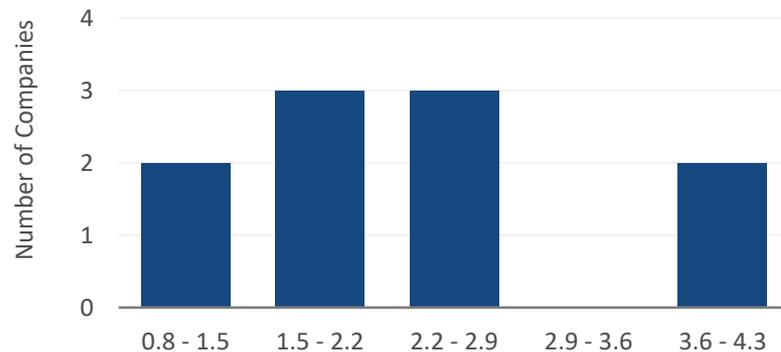
EV/EBITDA



P/E



P/B



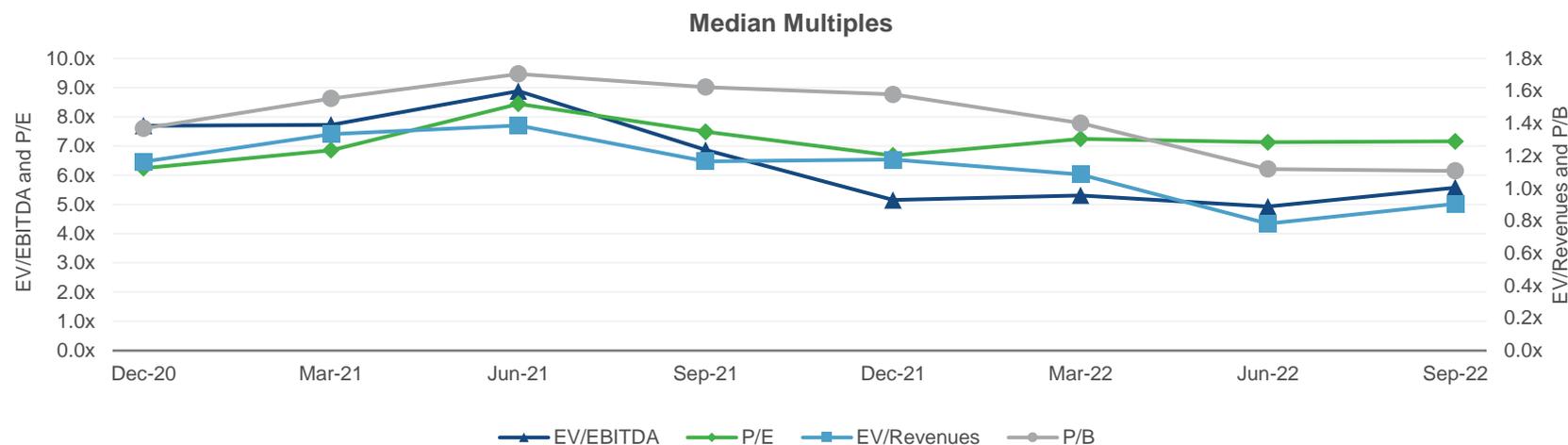
# Capital Goods

Q3 2022

# Capital Goods

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	27	27	27	27
Number of Outliers <sup>2</sup>	7	9	8	7
High	4.8x	18.5x	54.9x	3.2x
Third Quartile	1.2x	6.8x	9.9x	1.8x
<b>Mean</b>	<b>1.2x</b>	<b>7.0x</b>	<b>12.1x</b>	<b>1.3x</b>
<b>Median</b>	<b>0.9x</b>	<b>5.6x</b>	<b>7.2x</b>	<b>1.1x</b>
First Quartile	0.7x	4.2x	5.5x	0.6x
Low	0.5x	3.5x	2.9x	0.3x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

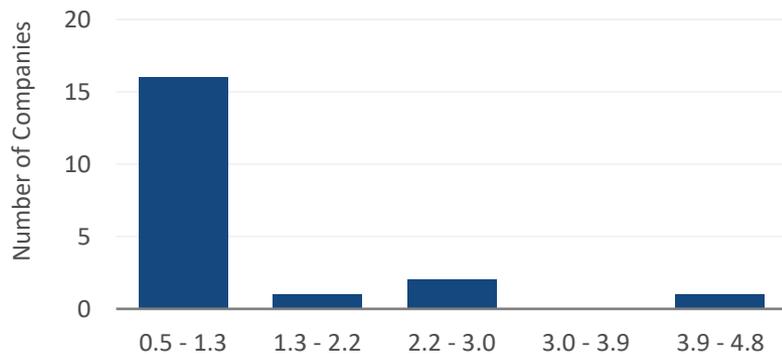
<sup>2</sup> Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

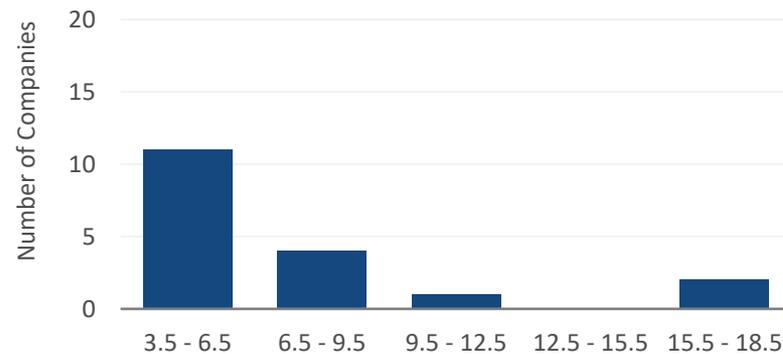
# Capital Goods

As of September 30, 2022

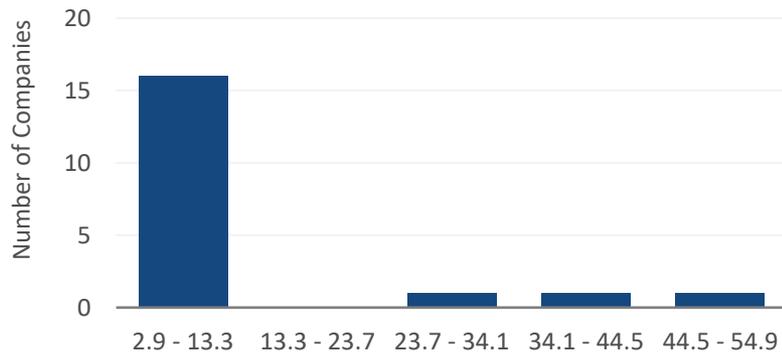
EV/Revenues



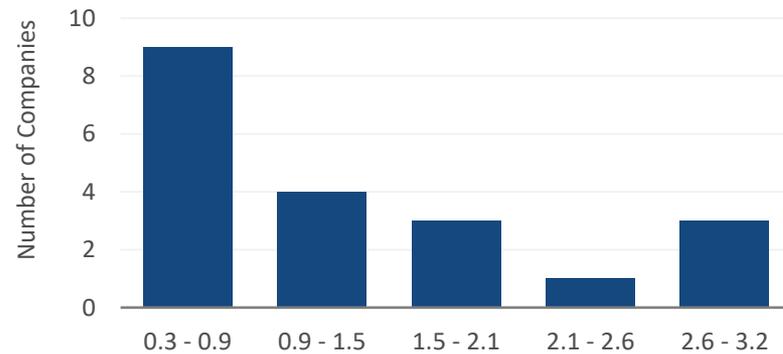
EV/EBITDA



P/E



P/B



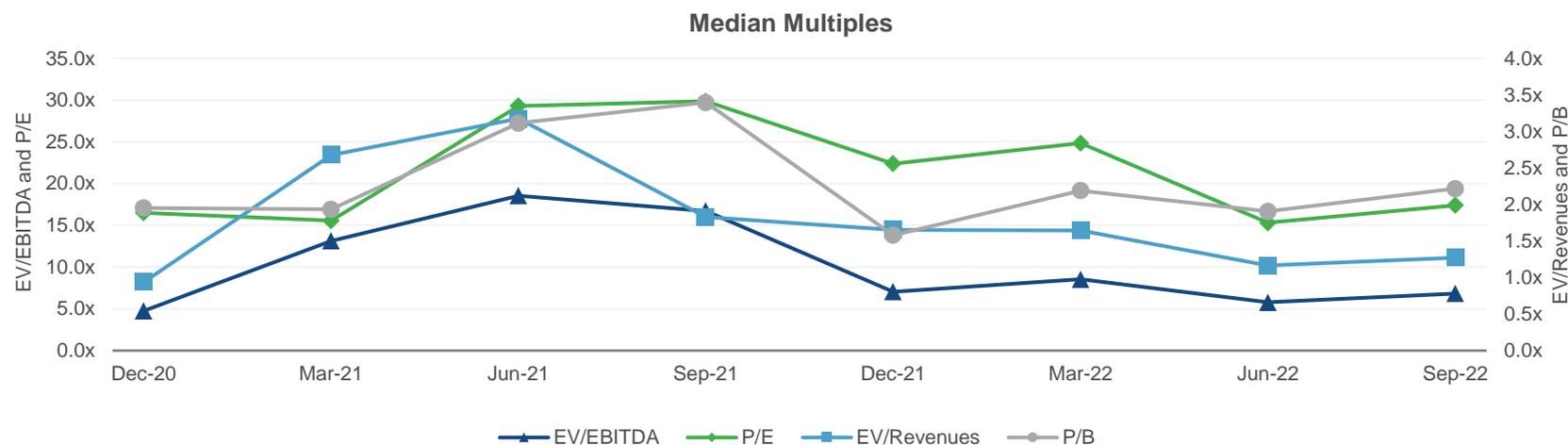
# Commercial and Professional Services

Q3 2022

# Commercial and Professional Services

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	8	8	8	8
Number of Outliers <sup>2</sup>	2	3	6	4
High	2.2x	10.7x	22.4x	4.1x
Third Quartile	1.8x	7.4x	19.9x	3.3x
<b>Mean</b>	<b>1.3x</b>	<b>6.6x</b>	<b>17.4x</b>	<b>2.4x</b>
<b>Median</b>	<b>1.3x</b>	<b>6.8x</b>	<b>17.4x</b>	<b>2.2x</b>
First Quartile	0.7x	4.4x	14.9x	1.3x
Low	0.4x	3.9x	12.4x	0.9x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

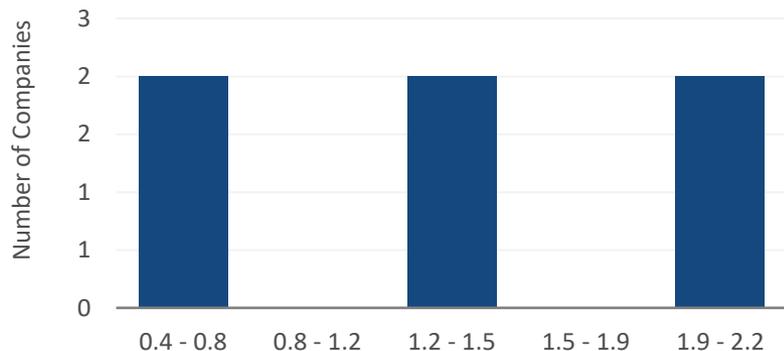
<sup>2</sup> Outliers have been excluded from the included multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

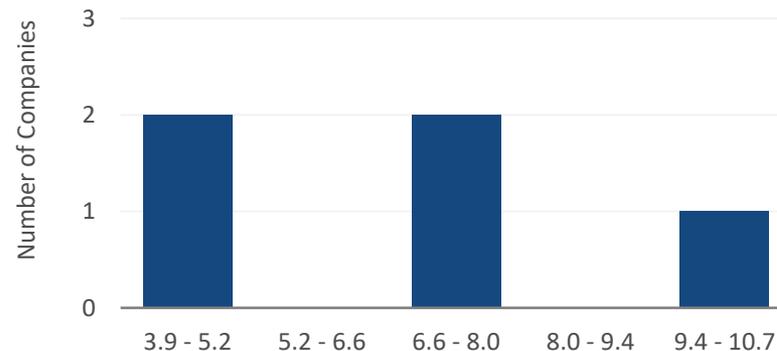
# Commercial and Professional Services

As of September 30, 2022

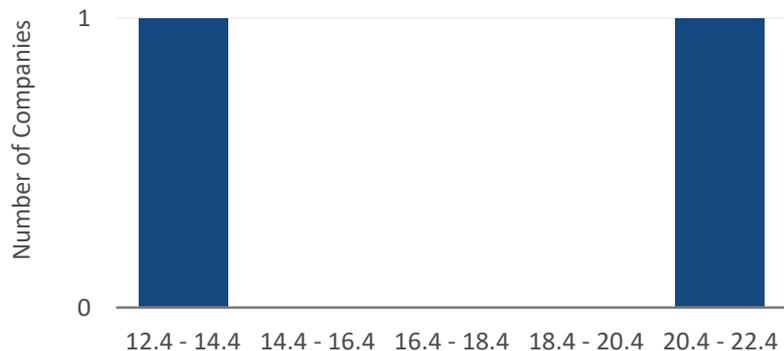
EV/Revenues



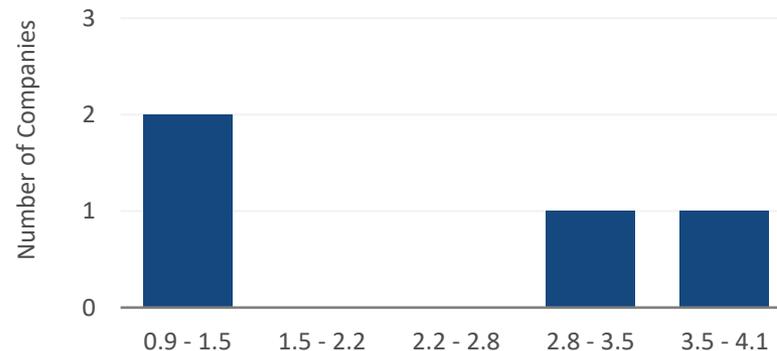
EV/EBITDA



P/E



P/B



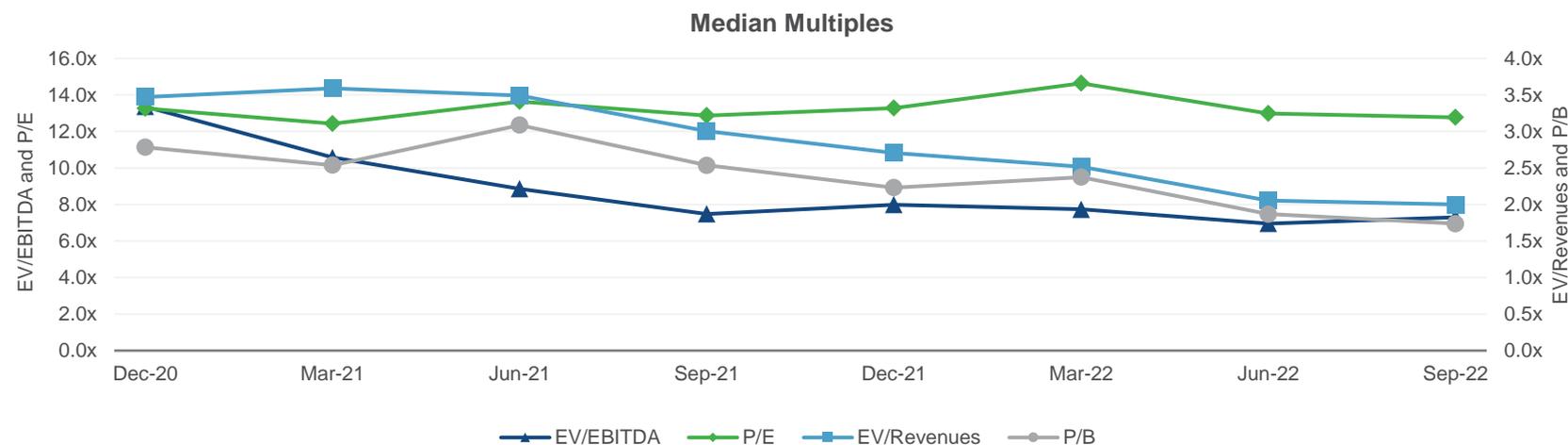
# Transportation

Q3 2022

# Transportation

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	26	26	26	26
Number of Outliers <sup>2</sup>	6	7	10	7
High	5.8x	11.2x	73.9x	6.8x
Third Quartile	3.7x	9.0x	18.8x	2.9x
<b>Mean</b>	<b>2.7x</b>	<b>7.4x</b>	<b>16.5x</b>	<b>2.3x</b>
<b>Median</b>	<b>2.0x</b>	<b>7.3x</b>	<b>12.8x</b>	<b>1.7x</b>
First Quartile	1.5x	5.5x	7.5x	1.3x
Low	0.9x	4.1x	2.0x	0.4x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

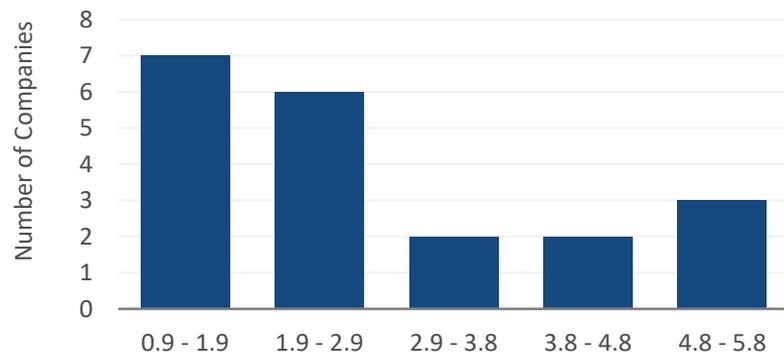
<sup>2</sup> Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

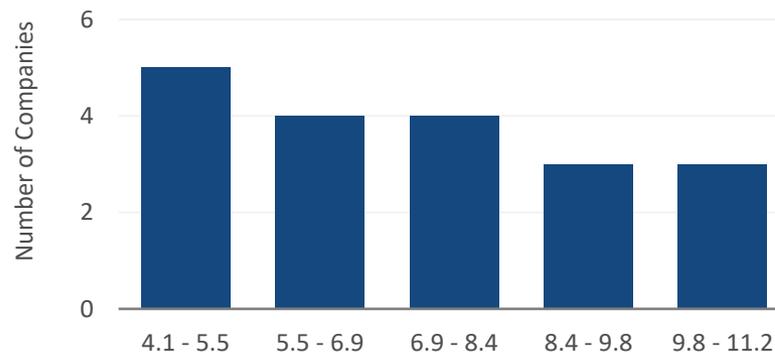
# Transportation

As of September 30, 2022

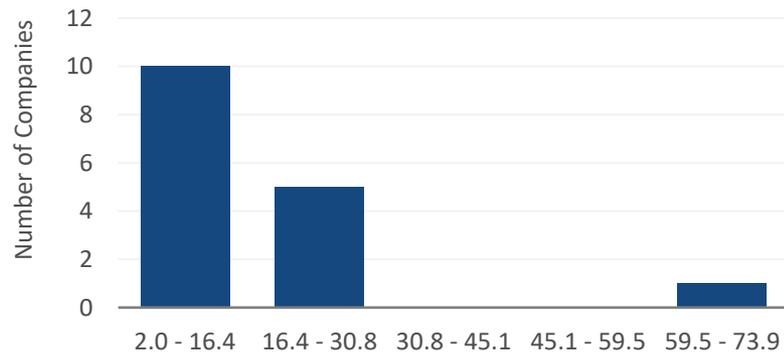
EV/Revenues



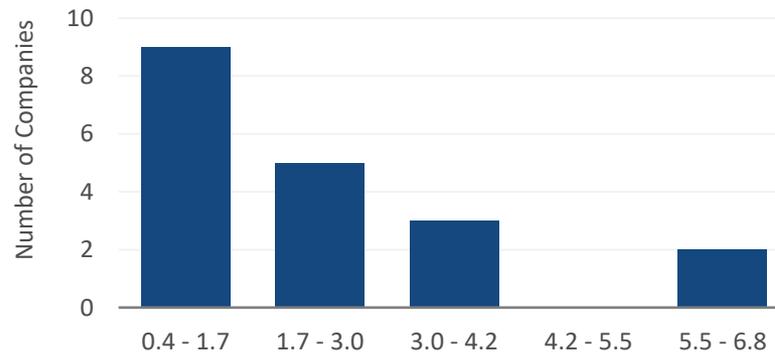
EV/EBITDA



P/E



P/B



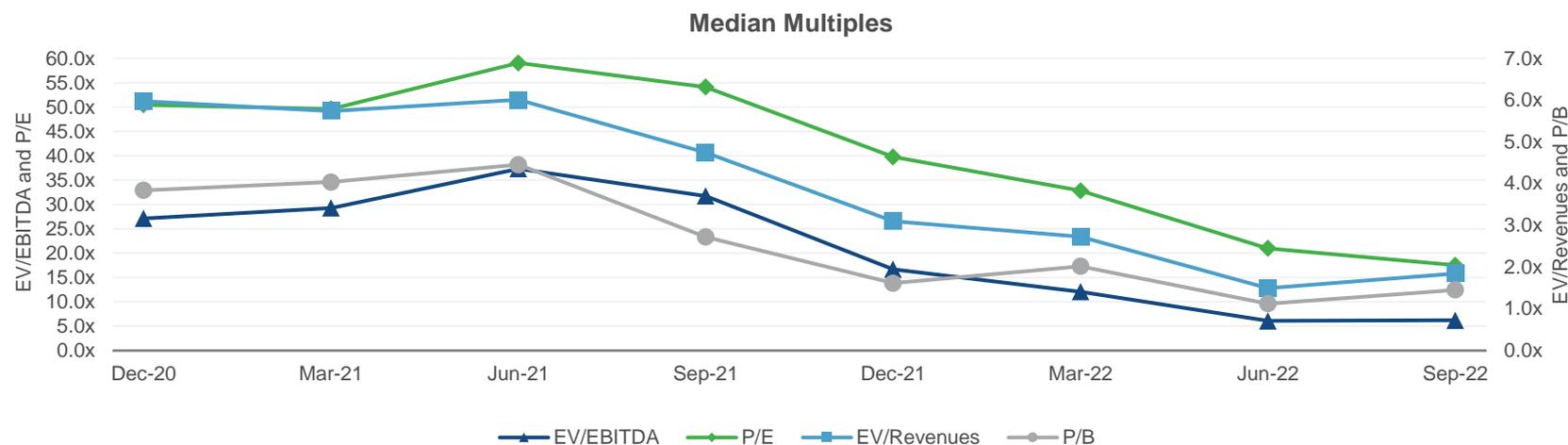
# Software and Services

Q3 2022

# Software and Services

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	13	13	13	13
Number of Outliers <sup>2</sup>	2	6	10	6
High	8.0x	28.1x	64.2x	2.1x
Third Quartile	3.8x	18.3x	40.8x	1.9x
<b>Mean</b>	<b>2.7x</b>	<b>12.3x</b>	<b>30.6x</b>	<b>1.5x</b>
<b>Median</b>	<b>1.8x</b>	<b>6.2x</b>	<b>17.5x</b>	<b>1.5x</b>
First Quartile	1.2x	5.5x	13.8x	1.4x
Low	0.6x	4.3x	10.1x	0.5x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

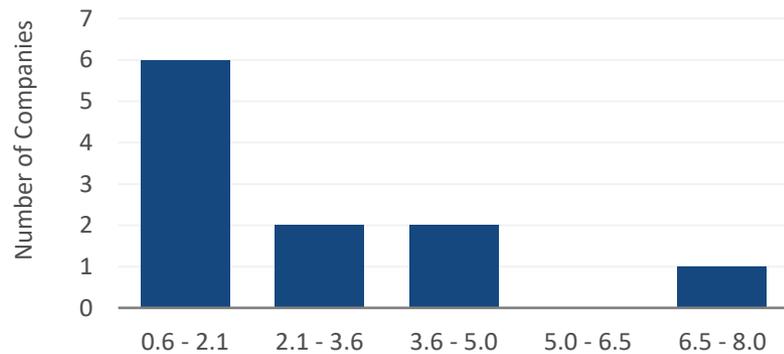
<sup>2</sup> Outliers have been excluded from the included multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

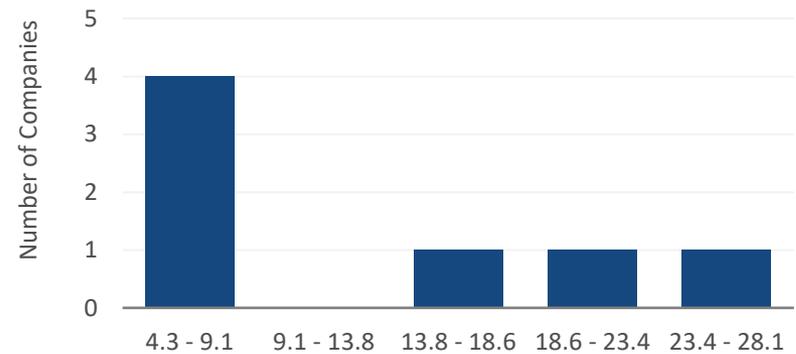
# Software and Services

As of September 30, 2022

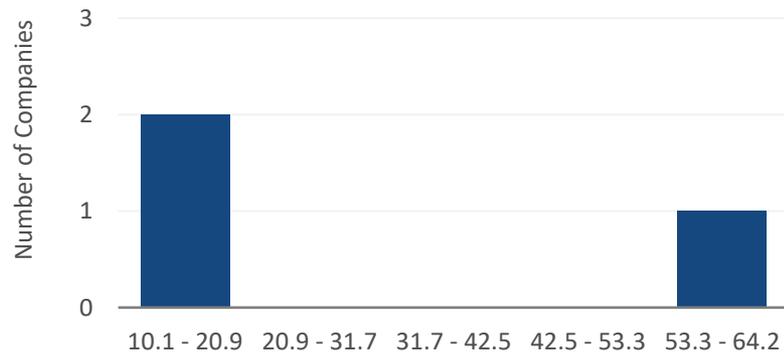
EV/Revenues



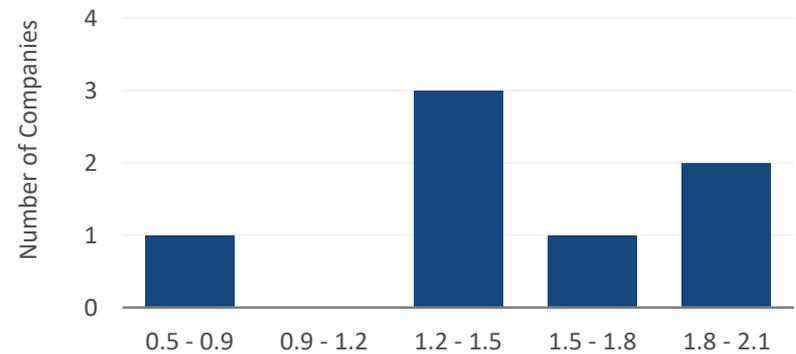
EV/EBITDA



P/E



P/B



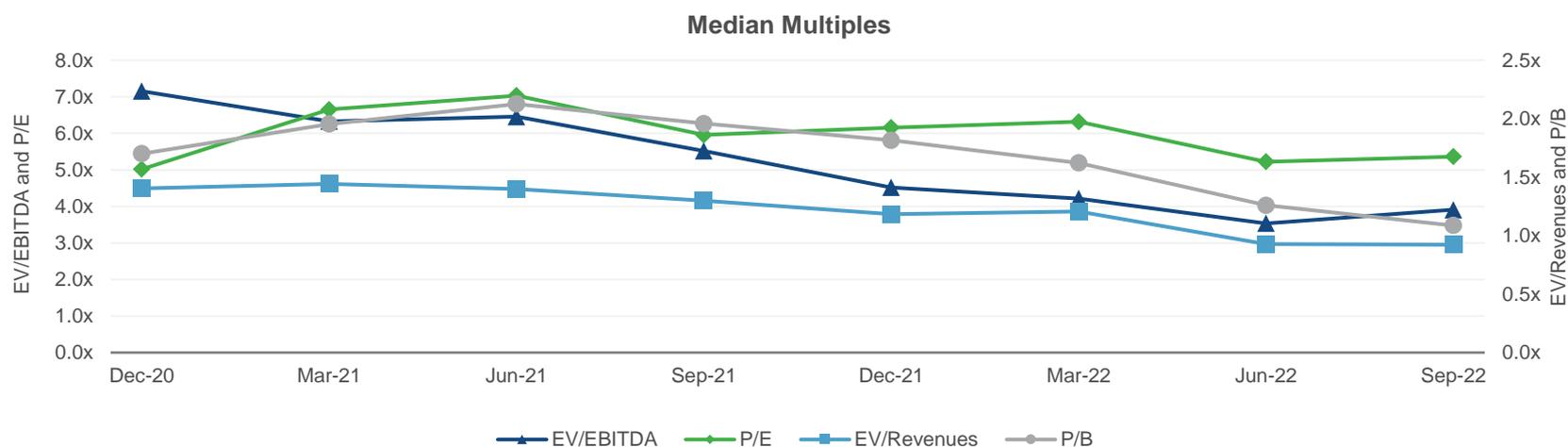
# Materials

Q3 2022

# Materials

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	38	38	38	38
Number of Outliers <sup>2</sup>	6	8	11	8
High	2.6x	8.0x	16.1x	6.1x
Third Quartile	1.3x	5.0x	8.6x	1.6x
<b>Mean</b>	<b>1.1x</b>	<b>4.2x</b>	<b>6.7x</b>	<b>1.4x</b>
<b>Median</b>	<b>0.9x</b>	<b>3.9x</b>	<b>5.4x</b>	<b>1.1x</b>
First Quartile	0.6x	2.7x	3.9x	0.6x
Low	0.4x	1.7x	2.5x	0.3x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

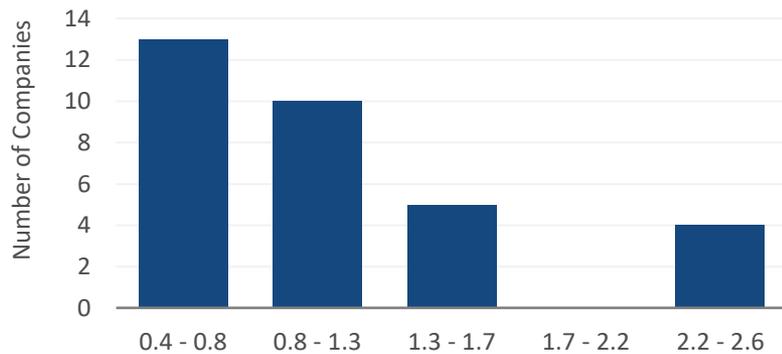
<sup>2</sup> Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

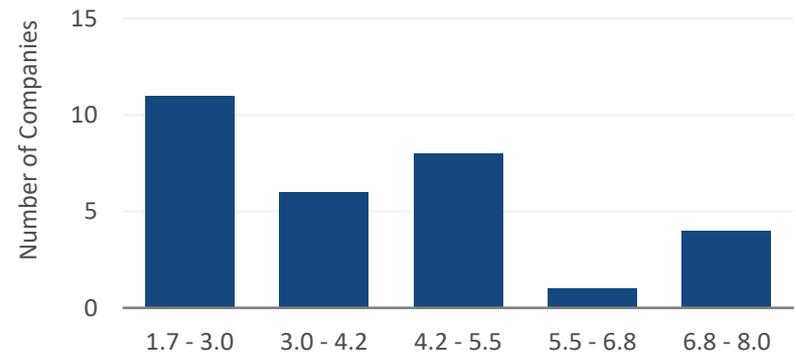
# Materials

As of September 30, 2022

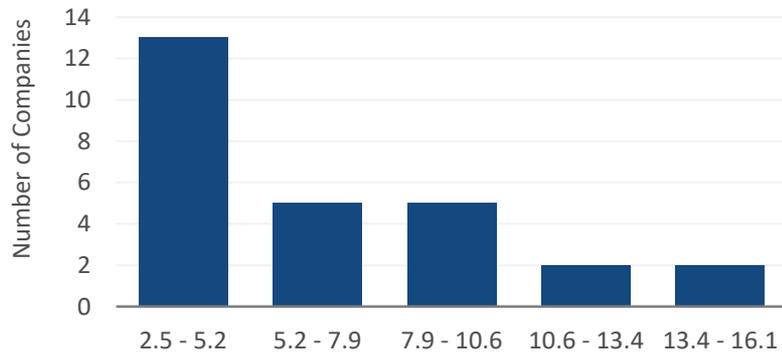
EV/Revenues



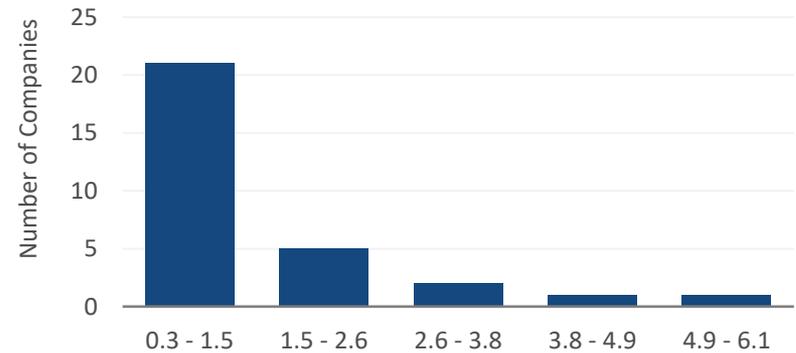
EV/EBITDA



P/E



P/B



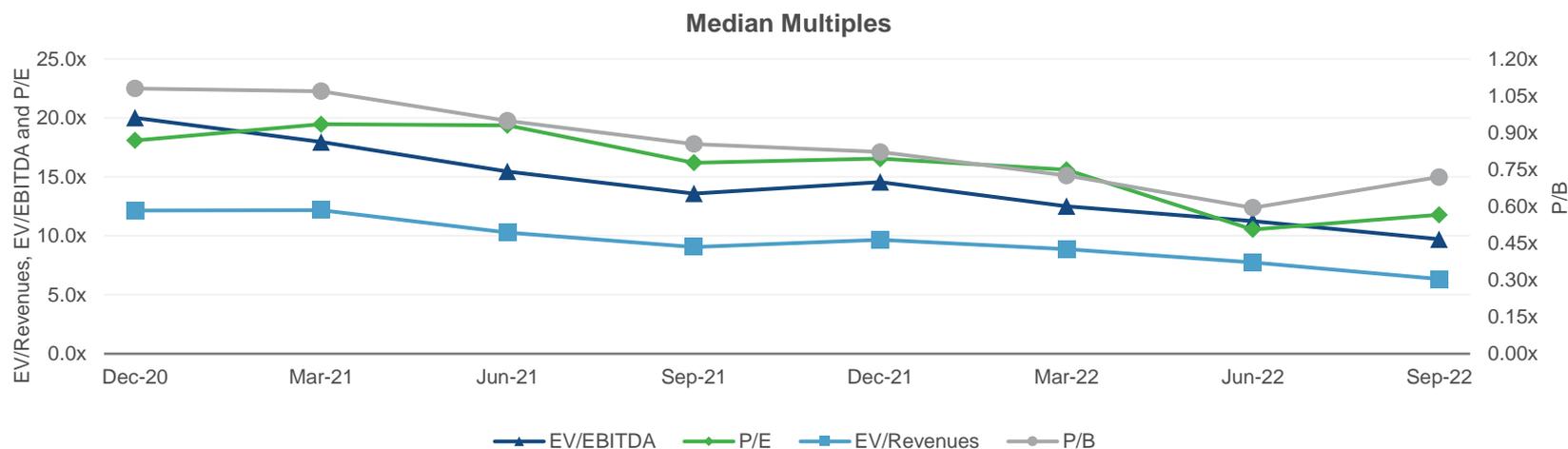
# Real Estate

Q3 2022

# Real Estate

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	23	23	23	23
Number of Outliers <sup>2</sup>	4	6	11	7
High	16.6x	26.7x	28.5x	2.0x
Third Quartile	9.3x	14.2x	19.1x	0.9x
<b>Mean</b>	<b>6.4x</b>	<b>12.4x</b>	<b>14.2x</b>	<b>0.8x</b>
<b>Median</b>	<b>6.3x</b>	<b>9.7x</b>	<b>11.8x</b>	<b>0.7x</b>
First Quartile	1.8x	7.9x	9.2x	0.6x
Low	0.7x	3.2x	6.2x	0.5x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

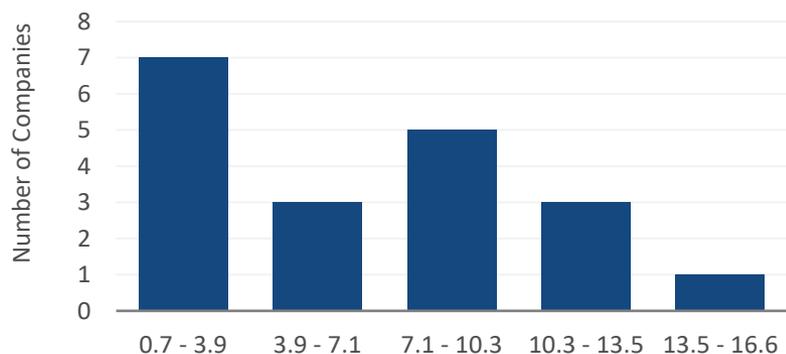
<sup>2</sup> Outliers have been excluded from the included multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

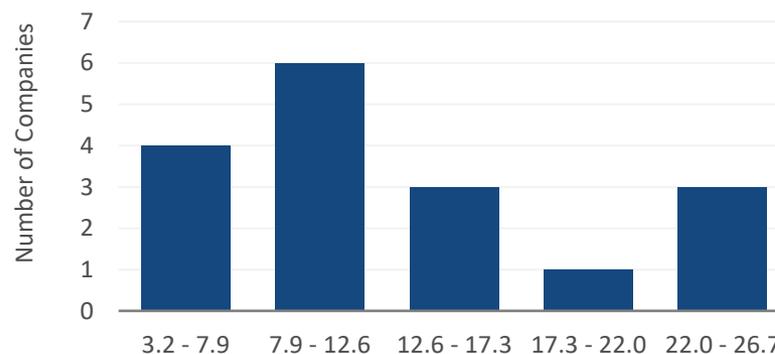
# Real Estate

As of September 30, 2022

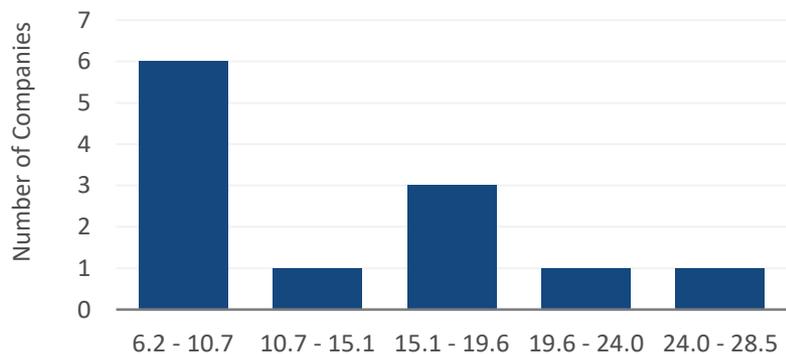
EV/Revenues



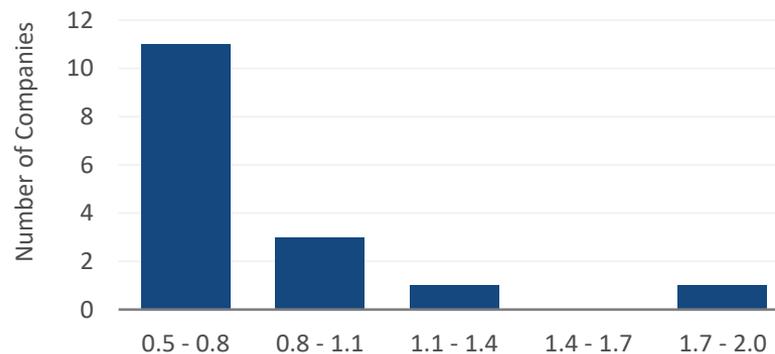
EV/EBITDA



P/E



P/B



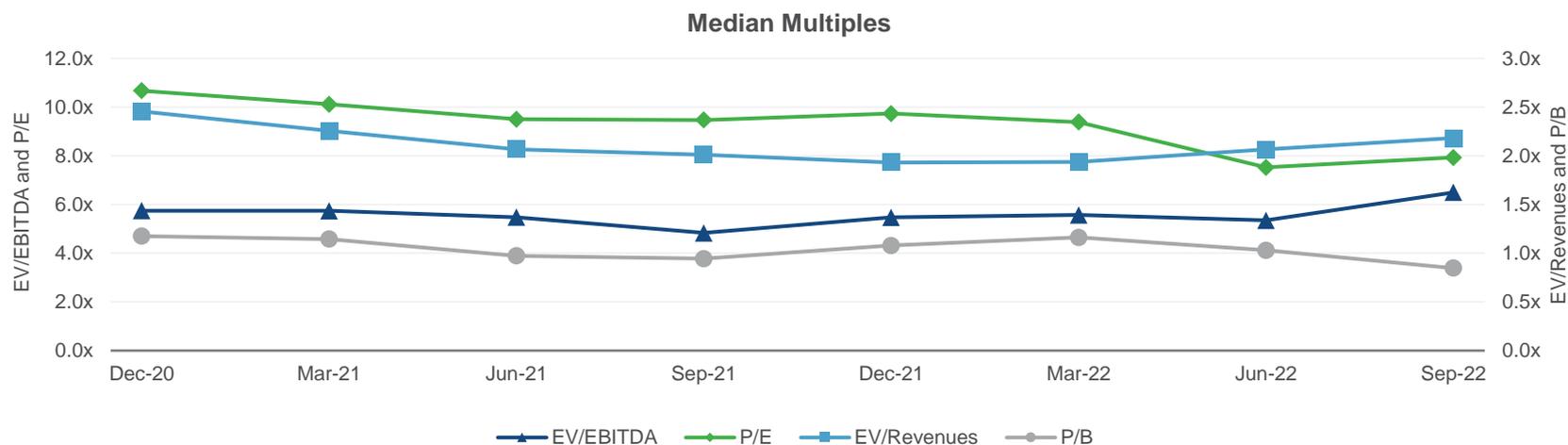
# Utilities

Q3 2022

# Utilities

As of September 30, 2022

	EV/Revenues	EV/EBITDA	P/E	P/B
Number of Observations <sup>1</sup>	22	22	22	22
Number of Outliers <sup>2</sup>	4	3	6	4
High	4.3x	13.7x	30.9x	1.4x
3rd Quartile	3.6x	9.2x	12.1x	1.2x
<b>Mean</b>	<b>2.5x</b>	<b>7.4x</b>	<b>10.3x</b>	<b>0.9x</b>
<b>Median</b>	<b>2.2x</b>	<b>6.5x</b>	<b>7.9x</b>	<b>0.8x</b>
1st Quartile	1.3x	4.6x	6.6x	0.6x
Low	1.0x	4.2x	4.2x	0.2x



<sup>1</sup> A sector/industry group must have a minimum of five EV/EBITDA company participants to be calculated.

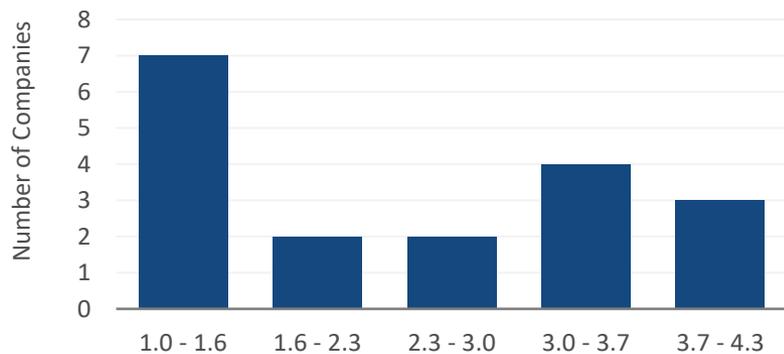
<sup>2</sup> Outliers have been excluded from the concluded multiples. Please refer to "Criteria" for outlier criteria and definitions.

Sources: Capital IQ; Bloomberg; Kroll analysis.

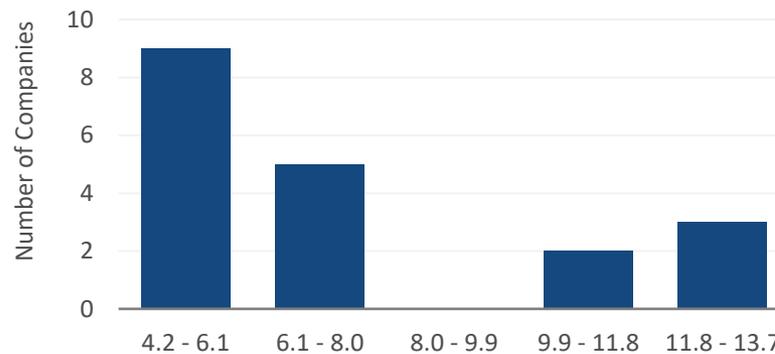
# Utilities

As of September 30, 2022

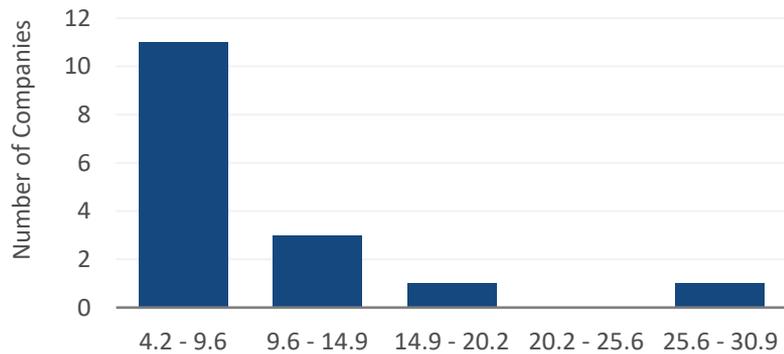
EV/Revenues



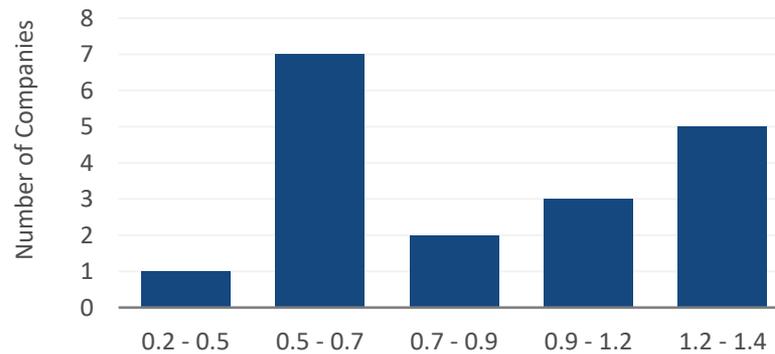
EV/EBITDA



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.<sup>1</sup>
- Companies are only considered in the computation of the different multiples if the following criteria are met: market capitalization is above the 10<sup>th</sup> 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 95<sup>th</sup> 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.<sup>2</sup> 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.

<sup>1</sup>The GICS structure is comprised of 11 sectors, 24 industry groups, 69 industries and 158 sub-industries.

<sup>2</sup>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.
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## Financials

Banks	Commercial diverse with a national footprint 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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