



Q1 – 2016

The Cortland Quarterly

A QUARTERLY VALUATION REVIEW PROVIDING KEY INDUSTRY TRENDS & METRICS

Cortland Valuation Group

Cortland Valuation Group (CVG) offers a dedicated team whose collective experience spans decades at large, national consulting firms in the areas of valuation, financial analysis and planning, and strategic and financial advisory. CVG was formed in order to better serve clients – providing big company experience with the personalized attention of a small firm. To this end, we have become trusted advisors who take the time to genuinely understand their organization’s purpose, people and structure; strategic plans, growth potential and long-term objectives. Our experience stems from working with companies ranging from the early stage business to large clients involved in multi-billion dollar transactions.

Our clientele consists of business owners, corporate management teams, law firms, hedge funds and private-equity funds, accounting firms, and other financial advisors. Our services are tailored to meet each of our client’s specific transactional, operational, and/or litigation-related requirements.

Valuation Services

Valuation issues surrounding mergers and acquisitions, financial reporting, restructuring, tax planning and disputes have become increasingly more complex as tax and accounting standards evolve. CVG and its team of experienced professionals have deep expertise and meet the definition of “Qualified Appraiser” for IRS requirements. Our work on behalf of public companies has been thoroughly reviewed and accepted by audit firms across the country and the Securities & Exchange Commission.

- Tax Compliance
- Gift & Estate Planning
- Partnership Structuring
- Dispute Resolution
- Bankruptcy
- Lender Support
- Financial Reporting
- Mergers & Acquisitions
- Transaction Pricing
- Fairness Opinions
- Intellectual Property
- Restructuring

Consulting Services

CVG has national reach in providing strategic guidance to business owners and management teams. We understand the economic and market factors driving business, and have the experience and knowledge required to successfully execute key strategic plans. We also have the processes and procedures in place to help management achieve their objectives, while ensuring value is understood and measured throughout the business plan.

- Due Diligence
- Quality of Earnings
- Strategy & Competitive Analysis
- Pre-acquisition Analysis
- C-Suite Advisory
- Buy/Sell Side Guidance



CORTLAND VALUATION GROUP

Senior Team

Margaret A. Fischer, ASA, CFA
Managing Director
619.339.3007
mfischer@cortlandvaluation.com

John B. Jackman, CFA
Managing Director
512.348.8088
jjackman@cortlandvaluation.com

Todd Nelson, ASA, CVA
Director
703.282.7434
tnelson@cortlandvaluation.com

Contact

main: 202.629.1384
contact@cortlandvaluation.com
www.cortlandvaluation.com

Locations

CVG – East Region
1725 I Street NW, Suite 300
Washington, DC 20006

CVG – South Region
6500 River Place Blvd.
Building 7, Suite 250
Austin, Texas 78730

CVG – West Region
4370 La Jolla Village Dr.
Suite 400
San Diego, CA 92122

The Cortland Quarterly

The Cortland Quarterly is a quarterly valuation review comprising 35 industries. It presents key financial and valuation measures over the trailing six quarters, providing the reader insight to today’s performance and trending performance over time.

www.cortlandquarterly.com

INDUSTRY	GROWTH RATES & MARGINS																													
	Revenue Growth (TTM)						EBITDA Growth (TTM)						EBIT Growth (TTM)						EBITDA MARGIN						EBIT MARGIN					
	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16
Aerospace & Defense	2.3%	3.3%	3.5%	2.3%	1.2%	1.3%	7.7%	5.8%	5.8%	3.4%	2.3%	2.3%	7.2%	7.3%	7.3%	4.0%	6.6%	0.3%	13.7%	13.7%	14.5%	14.6%	14.1%	13.9%	11.3%	11.3%	11.7%	12.3%	12.3%	11.5%
Apparel & Footwear	3.6%	5.2%	3.4%	4.6%	3.9%	1.9%	2.2%	5.2%	6.9%	2.7%	3.3%	0.0%	0.0%	6.6%	6.5%	2.9%	0.0%	0.0%	13.2%	12.7%	12.8%	12.8%	12.9%	13.1%	9.8%	9.7%	10.1%	9.7%	9.8%	10.2%
Autos & Auto Parts	7.4%	4.2%	3.9%	2.6%	-0.6%	0.6%	8.5%	4.5%	2.8%	0.3%	2.9%	3.3%	7.7%	6.6%	3.3%	3.5%	3.0%	3.8%	9.6%	9.5%	9.2%	9.5%	10.4%	11.6%	7.0%	7.2%	6.9%	7.0%	7.3%	7.7%
Biotechnology	9.4%	13.3%	10.0%	8.8%	6.5%	7.1%	20.0%	13.8%	16.5%	11.3%	5.7%	15.6%	26.2%	18.9%	15.3%	13.0%	8.5%	19.3%	21.7%	20.9%	21.4%	22.1%	22.6%	22.7%	15.4%	14.5%	15.8%	17.0%	16.0%	16.7%
Broadcasting, Cable & Satellite	5.3%	4.1%	5.6%	7.0%	5.3%	3.6%	6.8%	7.3%	4.0%	7.1%	4.1%	3.4%	7.2%	9.1%	6.4%	7.1%	7.0%	6.1%	28.9%	28.7%	27.8%	28.1%	28.1%	28.4%	22.0%	22.3%	22.2%	21.9%	20.5%	20.8%
Communications Equipment	1.6%	3.8%	2.9%	0.7%	4.2%	1.2%	3.2%	2.9%	4.2%	4.1%	7.1%	-1.4%	13.3%	8.4%	5.0%	4.0%	9.9%	-1.4%	13.1%	13.5%	13.8%	14.4%	15.4%	14.5%	7.5%	7.2%	8.7%	9.1%	8.9%	7.9%
Computers: Commercial Services	5.2%	5.3%	5.9%	6.3%	5.8%	5.8%	7.4%	6.8%	7.0%	7.9%	5.9%	5.0%	7.4%	6.5%	8.2%	8.8%	5.3%	6.3%	18.5%	16.7%	17.4%	17.0%	16.8%	16.7%	13.4%	13.8%	13.4%	13.4%	13.3%	13.1%
Computers: Hardware	6.2%	2.5%	1.6%	-0.3%	-3.4%	-2.2%	8.6%	-4.9%	-13.9%	-15.7%	-10.2%	-11.7%	8.3%	-0.9%	-15.2%	-15.2%	-11.3%	-12.3%	12.0%	10.8%	7.9%	7.3%	7.3%	7.1%	7.5%	7.6%	6.7%	6.1%	6.0%	5.5%
Computers: Software	7.7%	8.2%	7.5%	6.0%	7.8%	6.4%	3.8%	5.8%	4.5%	5.7%	8.7%	3.4%	5.2%	5.6%	6.1%	5.6%	9.2%	2.4%	21.6%	21.5%	21.9%	22.6%	22.5%	22.7%	16.4%	15.6%	16.2%	16.9%	17.1%	16.6%
Computers: Storage & Peripherals	1.0%	1.1%	0.2%	0.1%	-6.0%	-4.9%	3.9%	1.8%	-5.1%	-13.2%	-12.1%	-15.0%	-0.8%	-2.6%	-7.3%	-12.1%	-14.9%	-20.8%	18.8%	18.3%	17.7%	16.8%	15.4%	14.7%	12.4%	12.3%	11.7%	10.7%	9.0%	8.3%
Environmental & Waste MGMT	4.6%	2.8%	1.4%	0.0%	1.8%	-0.1%	6.0%	4.7%	4.3%	2.2%	0.2%	-0.8%	6.6%	6.4%	4.5%	1.2%	1.1%	1.6%	25.3%	25.7%	25.6%	25.9%	26.1%	25.5%	14.5%	15.1%	15.1%	15.0%	16.2%	16.3%
Food & Nonalcoholic Beverages	3.0%	2.7%	2.0%	2.4%	1.9%	0.5%	6.7%	7.3%	8.2%	7.4%	8.8%	11.4%	6.9%	7.5%	7.1%	6.9%	10.8%	11.3%	14.4%	14.3%	14.2%	14.6%	14.5%	14.7%	11.1%	11.1%	11.5%	11.6%	11.8%	11.4%
Healthcare: Facilities	8.3%	12.1%	13.0%	11.9%	9.8%	9.7%	9.7%	15.2%	17.1%	18.3%	12.3%	10.7%	11.4%	14.3%	14.9%	19.7%	16.3%	11.1%	13.0%	12.9%	12.6%	12.8%	12.3%	11.7%	8.3%	8.4%	8.4%	8.6%	8.7%	8.8%
Healthcare: Managed Care	7.8%	9.9%	9.7%	13.9%	8.5%	7.1%	7.0%	10.2%	14.6%	16.9%	8.4%	6.0%	8.4%	11.2%	15.6%	18.2%	6.1%	4.1%	5.5%	5.3%	5.3%	5.1%	4.7%	4.4%	4.9%	4.8%	4.5%	4.6%	4.3%	3.9%
Healthcare: Pharmaceuticals	6.2%	5.4%	7.7%	11.5%	7.1%	6.6%	6.5%	7.4%	8.7%	12.6%	9.9%	8.9%	5.6%	6.3%	9.4%	11.4%	12.0%	8.0%	27.0%	27.3%	27.4%	28.7%	26.2%	25.5%	16.7%	17.4%	17.3%	18.4%	17.1%	15.8%
Healthcare: Products & Supplies	3.8%	4.4%	5.9%	6.1%	5.6%	7.2%	8.2%	7.1%	10.5%	9.8%	7.8%	12.6%	8.7%	8.6%	9.1%	9.2%	10.7%	11.9%	21.8%	22.4%	22.0%	22.0%	22.2%	21.9%	16.0%	16.6%	17.5%	17.6%	18.3%	17.2%
Heavy Equipment & Trucks	3.2%	-1.9%	-4.9%	-9.2%	-9.6%	-8.3%	0.9%	0.1%	-5.9%	-8.9%	-14.5%	-13.7%	1.1%	7.3%	0.3%	-1.7%	-7.0%	-9.2%	13.0%	14.0%	13.9%	14.4%	13.4%	13.3%	10.7%	11.1%	11.3%	10.3%	9.1%	7.2%
Homebuilding	8.4%	10.3%	12.0%	11.3%	8.5%	9.9%	17.3%	12.0%	12.1%	13.0%	14.8%	20.5%	19.6%	15.0%	17.5%	15.5%	17.5%	25.9%	11.1%	10.7%	11.1%	11.5%	12.1%	11.8%	9.7%	9.6%	10.0%	10.4%	10.6%	10.9%
Industrial Machinery	5.3%	1.8%	-0.2%	-2.6%	-5.9%	-5.5%	8.7%	4.6%	2.6%	-0.4%	-5.1%	-7.3%	10.9%	5.6%	3.7%	-1.9%	-5.8%	-8.2%	15.4%	15.2%	15.9%	15.7%	15.7%	15.8%	12.2%	12.2%	12.2%	11.8%	12.2%	12.0%
Lodging & Gaming	1.4%	0.8%	2.4%	4.0%	3.9%	1.2%	3.6%	3.8%	5.3%	3.8%	3.4%	2.5%	6.1%	5.9%	6.5%	4.5%	4.2%	1.1%	21.5%	22.0%	22.9%	23.3%	24.0%	23.8%	13.4%	12.6%	13.6%	15.0%	14.5%	14.1%
Natural Gas Distribution	9.2%	-1.1%	-2.8%	-2.0%	-6.2%	-8.3%	7.8%	2.4%	6.5%	5.3%	3.1%	4.2%	6.9%	1.0%	7.0%	3.9%	2.6%	3.4%	26.5%	26.6%	27.2%	28.3%	28.9%	30.7%	16.2%	16.7%	17.1%	17.7%	18.0%	18.9%
Oil & Gas: Equipment & Services	10.6%	5.8%	-4.6%	-15.0%	-27.0%	-34.5%	12.8%	7.9%	-4.6%	-17.5%	-29.6%	-35.8%	15.4%	7.6%	-13.6%	-29.4%	-32.4%	-42.6%	25.0%	24.1%	23.4%	21.3%	20.5%	18.8%	15.4%	13.0%	10.9%	9.3%	6.7%	4.4%
Oil & Gas: Production & Marketing	11.3%	-4.9%	-19.7%	-30.5%	-38.7%	-38.2%	29.5%	14.8%	9.0%	-13.9%	-52.4%	-59.1%	28.9%	8.8%	6.2%	-22.1%	-64.3%	-30.3%	56.8%	58.7%	55.8%	50.7%	43.8%	40.2%	26.3%	23.7%	18.0%	6.8%	1.0%	-2.9%
Paper & Forest Products	3.2%	2.1%	-0.8%	-3.1%	-4.9%	-4.1%	7.8%	7.3%	4.5%	-0.8%	-1.5%	0.3%	10.2%	13.0%	10.5%	0.3%	-1.9%	-1.1%	15.9%	16.1%	16.3%	16.2%	16.1%	15.5%	10.7%	11.3%	11.0%	10.5%	10.3%	9.8%
Publishing & Advertising	2.9%	0.3%	2.0%	1.2%	1.0%	1.4%	4.0%	3.7%	5.0%	3.0%	-0.1%	-0.5%	3.1%	4.3%	4.5%	1.9%	-0.5%	1.0%	17.5%	16.7%	15.4%	15.8%	15.7%	15.7%	10.7%	10.7%	10.9%	11.1%	12.2%	12.0%
Real Estate Investment Trusts	10.8%	10.0%	10.0%	8.0%	7.6%	7.5%	11.6%	10.3%	9.3%	8.2%	7.0%	7.5%	11.1%	14.9%	11.3%	9.7%	7.5%	6.9%	57.8%	57.6%	58.8%	58.3%	57.9%	58.1%	31.9%	32.2%	31.6%	32.0%	31.3%	30.6%
Restaurants	4.9%	15.3%	15.0%	5.9%	6.3%	12.9%	10.8%	24.1%	8.6%	12.6%	12.6%	10.1%	11.7%	29.1%	8.4%	14.6%	15.3%	6.1%	15.3%	37.3%	10.9%	14.7%	15.1%	25.0%	10.3%	93.3%	36.2%	9.7%	9.4%	24.7%
Retailing: General	-0.5%	1.7%	2.0%	2.1%	2.5%	1.3%	-0.9%	2.1%	2.0%	2.7%	1.9%	-4.2%	-0.9%	2.1%	2.1%	1.9%	-2.3%	-12.0%	10.5%	10.3%	10.4%	10.7%	10.7%	10.2%	7.5%	7.4%	7.4%	7.6%	7.5%	6.9%
Retailing: Specialty	6.6%	7.4%	6.4%	7.0%	6.5%	5.4%	4.8%	11.7%	8.8%	9.7%	9.9%	4.5%	2.7%	12.2%	9.0%	11.3%	8.3%	3.7%	11.0%	10.2%	10.2%	9.9%	9.8%	9.5%	8.1%	7.8%	7.6%	7.6%	7.4%	7.0%
Semiconductor Equipment	15.3%	8.1%	12.3%	7.9%	6.5%	2.9%	17.0%	17.5%	17.2%	18.5%	14.0%	4.4%	22.6%	25.0%	25.2%	14.9%	17.5%	5.3%	20.3%	21.3%	20.7%	20.4%	21.0%	20.1%	10.6%	12.3%	12.1%	12.4%	13.8%	13.0%
Semiconductors	7.3%	7.2%	11.3%	9.3%	5.9%	2.6%	13.9%	15.5%	21.7%	22.6%	10.3%	6.8%	21.6%	22.7%	23.6%	20.0%	3.4%	-0.6%	19.8%	21.0%	20.5%	21.0%	20.9%	23.0%	13.4%	13.6%	12.5%	12.8%	12.4%	12.5%
Supermarkets & Drugstores	5.9%	4.9%	4.6%	4.0%	2.2%	1.3%	7.1%	7.6%	9.1%	7.2%	8.5%	4.9%	5.6%	7.3%	7.6%	12.5%	8.2%	3.9%	4.8%	4.9%	4.9%	4.9%	5.0%	5.1%	3.1%	3.2%	3.2%	3.2%	3.2%	3.4%
Telecommunications: Wireless	2.9%	5.2%	6.4%	6.2%	3.5%	2.3%	-6.3%	-0.4%	3.6%	4.3%	2.9%	3.5%	-5.7%	-6.1%	-6.2%	-3.4%	1.7%	4.6%	28.4%	28.7%	28.5%	28.5%	32.5%	32.2%	15.4%	14.7%	14.0%	14.2%	14.7%	14.6%
Telecommunications: Wireline	5.4%	5.2%	8.2%	7.4%	5.7%	3.8%	-4.1%	-5.4%	-1.9%	1.4%	1.3%	5.0%	-5.7%	-6.1%	-6.2%	-3.4%	3.3%	5.8%	33.8%	33.3%	32.8%	33.0%	34.5%	34.6%	15.7%	15.3%	14.4%	14.2%	15.0%	15.2%
Transportation: Commercial	8.3%	8.1%	5.8%	3.6%	1.0%	-0.1%	11.9%	14.4%	17.0%	14.1%	11.8%	7.3%	14.7%	16.0%	15.1%	11.6%	10.3%	6.1%	17.7%	18.1%	18.6%	19.1%	19.6%	19.1%	10.8%	11.3%	11.2%	11.2%	11.5%	11.6%

** The 35 CVG Industry Indices presented herein are comprised of public companies ranging in numbers between approximately 15 and 70 companies. The presented data reflects the median measure by industry. Readers interested in detailed data of a particular industry are invited to contact the Cortland Valuation team.

The information contained in this Report is obtained from sources we believe to be reliable, but no representation or guarantee is made about the accuracy or completeness of such information, or the opinions expressed herein. Nothing in this Report is intended to be a recommendation of a specific security or company or intended to constitute an offer to buy or sell, or the solicitation of an offer to buy or sell, any security. Financial data provided by Capital IQ.

