

BASIC VALUATION MULTIPLES

3-5x Adjusted EBITDA¹

2-3x SDE² + Inventory

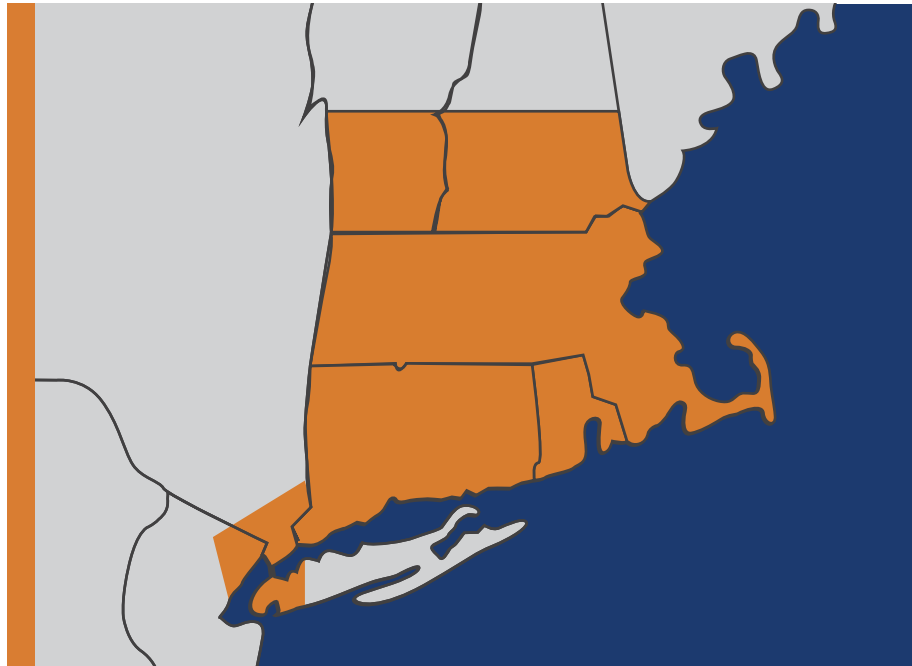
KEY VALUATION CONSIDERATIONS

	BUYER CONCERNS	IMPACT ON SALE
BUSINESS MIX	Types of products and services offered drives business value.	<ul style="list-style-type: none"> Higher multiples for companies offering both HVAC and plumbing services Lack of service agreements may lower multiples
RECURRING REVENUES	Repeat customers and recurring revenues are important to maintain profitability.	<ul style="list-style-type: none"> Auto-renewal service agreements increase multiples Deferred payment terms for customer relationships dependent on owner Strong recurring revenues offset concerns of customer loss
SKILLED EMPLOYEES	Retention of qualified contractors is critical, but increasingly difficult.	<ul style="list-style-type: none"> High employee retention rates or hiring programs increase multiples Understaffing or lack of skills or certifications will decrease multiples
MANAGEMENT	Quality of management team and systems.	<ul style="list-style-type: none"> Well-rounded management increases multiples Overdependence on owners lowers multiples Good financial management and reporting systems increase multiples
OTHER IMPORTANT CONSIDERATIONS	Value Added Services Customer Concentration Industries Served	Capital Requirements Reputation Local/Regional Market Share


These are only a few variables and do not constitute a complete valuation. Contact us for a no charge, no obligation **Opinion of Value** that defines our view on the current business valuation and the terms under which it would be sold.

COMPANY OVERVIEW

VR Business Sales New Haven represents owners of businesses valued between \$500,000 and \$25 million or with annual revenues from \$1 million to \$25 million. Operating within a wide range of industry segments, the office provides exceptional merger and acquisition advisory services to companies operating within a wide range of industry segments in Connecticut, Southern New England and Metro NY. Independently owned and operated.



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Jeff has over thirty years of business experience including positions in engineering, manufacturing, marketing, business startup and acquisition. He owned and operated an import/export firm as well as a manufacturing company. Jeff offers a wealth of practical experience when advising clients on selling or buying a business and brings a level of professionalism to the process that makes him one of the best recognized and most admired business intermediaries in Connecticut. Jeff is one of the few business brokers in New England that has secured the prestigious designations of Certified Business Intermediary (CBI) from the International Business Brokers Association (IBBA) and a Mergers & Acquisition Master Intermediary (M&AMI) from M&A Source. He is also a member of the Board of Directors for M&A Source.

