

BASIC VALUATION MULTIPLES

3.5-5x Adjusted EBITDA¹

2-3x SDE²

95% of Annual Revenues



KEY VALUATION FACTORS

BUYER CONCERNS

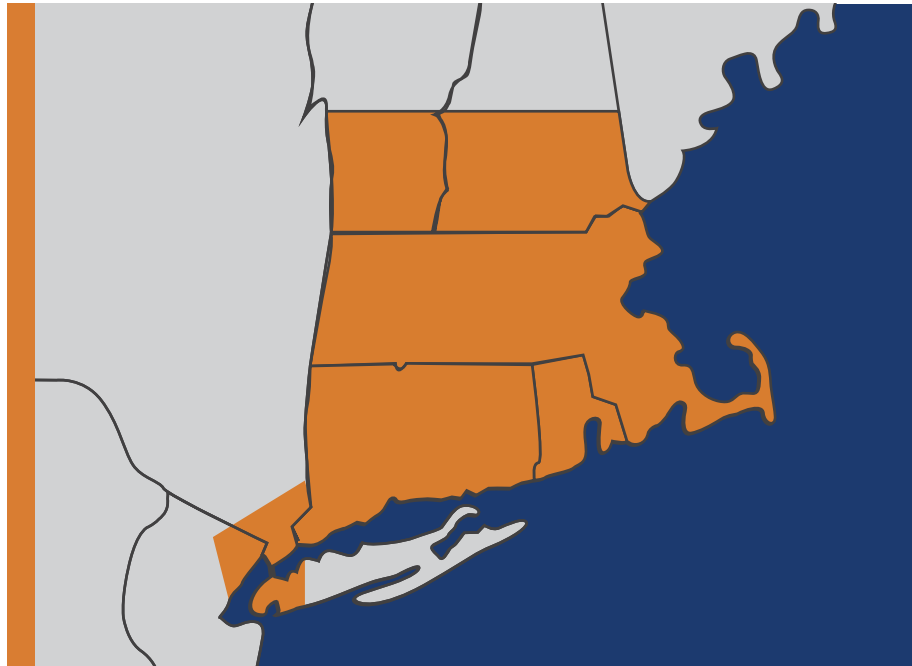
IMPACT ON SALE

CLIENT CONTRACTS	Municipal and long term contracts provide stability.	<ul style="list-style-type: none"> Multi-year and municipal contracts increase multiples Staffed sales team increases multiples Lack of retained clients and recurring revenues lowers multiples
EQUIPMENT & SERVICES	Equipment and technology meets operating, growth and safety needs.	<ul style="list-style-type: none"> Up-to-date equipment, technology and automation increases multiples Recycling service capabilities increase multiples Need for additional investments lowers multiples
DRIVER RETENTION	Shortage of drivers in industry, may cause company strain.	<ul style="list-style-type: none"> High employee retention rates increases multiples Understaffing and failure to retain drivers lowers 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	Customer Concentration Industries Served Customer Service	Revenue Growth Value Added Services Capital Expenditures


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.

