

BASIC VALUATION MULTIPLES

3-5x Adjusted EBITDA¹

1-3x SDE² + Inventory

50% of Annual Revenues
+ Inventory



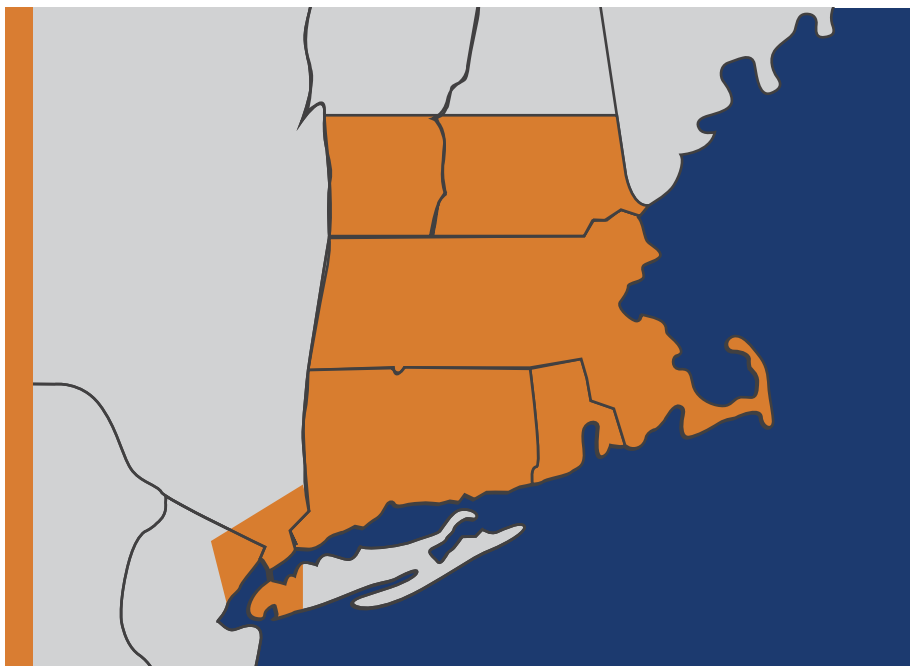
KEY VALUATION FACTORS

	BUYER CONCERNS	IMPACT ON SALE
INVENTORY MANAGEMENT	Efficient inventory management and order fulfillment impact profitability.	<ul style="list-style-type: none"> Efficient processes and inventory management systems will increase multiples Extraordinary CapEx investments post sale will negatively impact multiples
CUSTOMIZED SOFTWARE	Systems, automation, internet catalogs and purchasing websites are increasingly important.	<ul style="list-style-type: none"> Up-to-date systems and customized software increase multiples Internet catalogs and customer purchasing websites increase multiples
SUPPLIER RELATIONSHIPS	Industry is supplier dependent.	<ul style="list-style-type: none"> Higher multiples when no supplier accounts for more than 10% of sales Exclusive territorial rights and strong relationships increase 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	Industries Served Customer Service Revenue Growth	Economic Conditions Marketing 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.



Jeff Swiggett, CBI, M&AMI

 (203) 772-3773

 jeffs@vrnewhaven.com

 www.vrnewhaven.com

 941 Grand Ave, New Haven, CT 06511

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.

