

BASIC VALUATION MULTIPLES

3-5x Adjusted EBITDA¹

2-3x SDE²

45-50% of Annual Revenues



KEY VALUATION FACTORS

BUYER CONCERNS

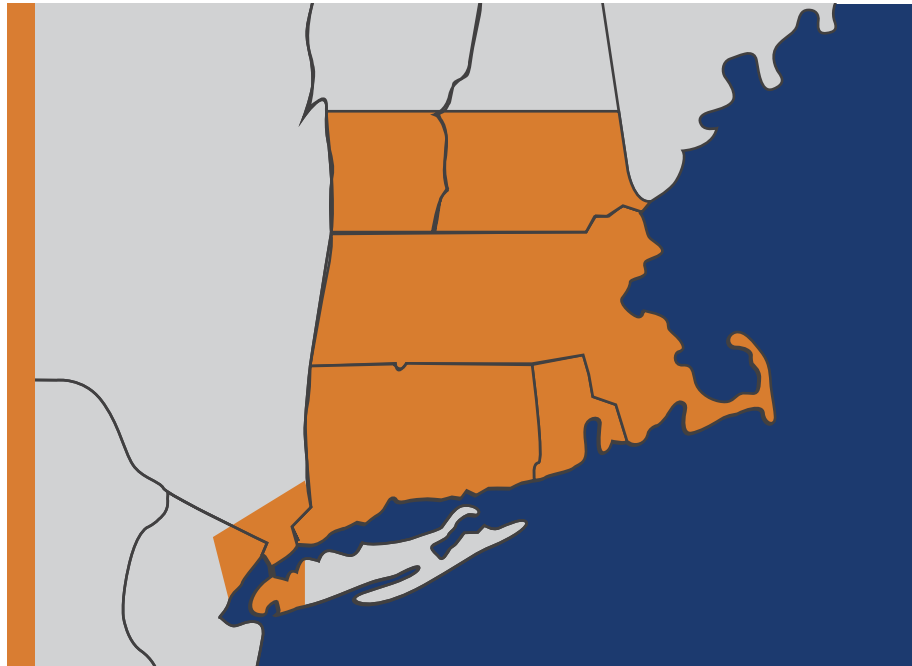
IMPACT ON SALE

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| CUSTOMER CONCENTRATION | Revenues rely on a few customers and key relationships are dependent on owner. | <ul style="list-style-type: none"> Higher multiples when no customer accounts for more than 10% of sales Deferred payment terms and fewer buyers Lower multiples for dependence on government spending without long-term contract |
| SERVICES OFFERED & MARKETS SERVED | Ability to offer a variety of services across many market segments is critical. | <ul style="list-style-type: none"> Limited service capabilities will reduce multiples Capacity to deal with institutional, commercial, residential and government clients will increase multiples |
| GOVERNMENT | Regulatory compliance is critical. Heavy dependence on government spending increase risks. | <ul style="list-style-type: none"> Clear and documented adherence to regulatory requirements increases multiples Overdependence on government spending 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 | <p>Economic Conditions</p> <p>Reputation</p> <p>Customer Service</p> | <p>Revenue Growth</p> <p>Value Added Services</p> <p>Capital Expenditures</p> |


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.

