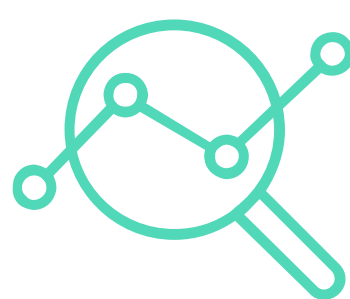


 Please refer to page 2 for important disclosures.

Ref No: bv_66586cfbebebf

Demo Business Ltd
John@demo.business

1 Main Street,
North Boulder,
80301,
Colorado,
United States,

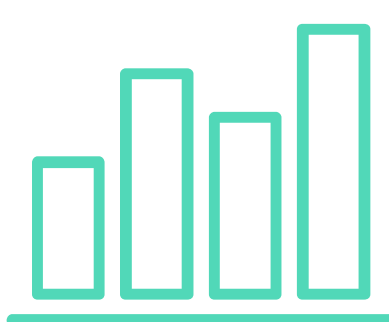


ESTIMATED VALUATION

USD 15,717,000

 ——— RANGE ——— 

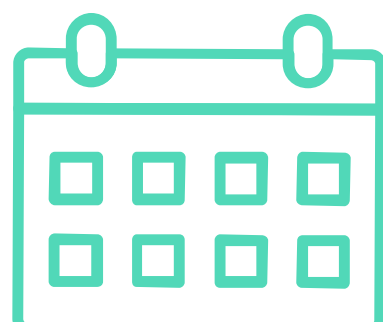
USD 14,145,000USD 17,289,000



Annual Revenue
USD 10,000,000



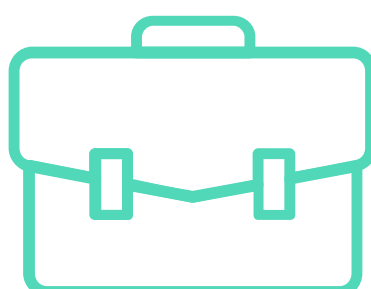
Number of Employees
Between 6 and 20



Age of Business
Five to ten years



Property Value
USD 5,000,000



Operating Sector
Retail - eCommerce



Operating Region
North America

METHODOLOGIES

Discounted Cash Flow (DCF)

USD 19,848,000
Discount rate utilised | 14.48%

How to improve this

Focus on profitable growth so your future cash flows increase

Give yourself breathing room: collect debtors faster and pay creditors later

Keep inventory and capital investment under control to preserve cash

Earnings Multiple

USD 12,942,000
Earnings multiple utilised | 5.93

How to improve this

Increase your existing earnings with higher sales, bigger margins or lower expenses

Improve the quality of earnings by having more customers and reducing concentration risk

Net Asset Value (NAV)

USD 2,713,000

How to improve this

Invest in attractive assets at prices below their market value

Pay off your debts to increase the level of equity in the business

IMPORTANT DISCLOSURES

The DCF may be zero if your business is not currently achieving a sufficient return on capital. The earnings multiple result may be zero if your business is loss-making. In this case, the NAV method takes into account the replacement value of your assets vs. levels of debt.

If you are a startup and you have developed your own technology, then the traditional valuation methodologies may vary significantly from what your business is worth to the right buyer.

If your business is growing quickly, then the DCF method is best as it gives the most credit to future cash flows rather than existing profits.

A more mature business with steady earnings should focus on the results of the DCF and earnings multiple methodologies.

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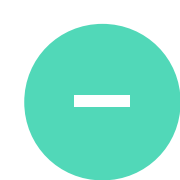
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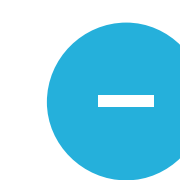
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**ORIGINAL ESTIMATED VALUATION****USD 15,717,000**

 ----- RANGE ----- 

USD 14,145,000 USD 17,289,000**ESTIMATED SCENARIO VALUATION****USD 18,555,000**

 ----- RANGE ----- 

USD 16,699,000 USD 20,410,000**METHODOLOGIES****Discounted Cash Flow (DCF)** **USD 19,848,000** **USD 23,823,000****Earning Multiple** **USD 12,942,000** **USD 14,803,000****Net Asset Value (NAV)** **USD 2,712,329** **USD 2,712,329****TERMS OF USE**

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