VALUATION REPORT

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 14,145,000 – **USD 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 methologies 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.

SCENARIO REPORT

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,

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

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