

# Valuation Fact Finder

## 1 Basic information

|                       |  |
|-----------------------|--|
| Business name         |  |
| Industry name or code |  |
| Zip code              |  |

## 2 Company profile

|                             |                            |                   |
|-----------------------------|----------------------------|-------------------|
| Contact person's first name | Contact person's last name |                   |
| <hr/>                       |                            |                   |
| E-mail address              |                            |                   |
| <hr/>                       |                            |                   |
| Address 1                   |                            |                   |
| <hr/>                       |                            |                   |
| Address 2                   |                            |                   |
| <hr/>                       |                            |                   |
| City                        | State                      | Zip code          |
| <hr/>                       | <hr/>                      | <hr/>             |
| Phone number                | No. of employees           |                   |
| <hr/>                       | <hr/>                      |                   |
| Type of ownership           | Tax form                   | Year of inception |
| <hr/>                       | <hr/>                      | <hr/>             |

### Reason for valuation

- |                             |                                |                           |
|-----------------------------|--------------------------------|---------------------------|
| Seeking equity financing    | Seeking debt financing         | Estate planning           |
| Looking to sell my business | Looking to buy a business      | Insurance & risk planning |
| Accounting preparation      | 409-A valuation pre-assessment | Strategic Planning        |

# Valuation Fact Finder

## 3 Income & Expenses

|  | 2021<br>(projected) | 2020 | 2019 |
|--|---------------------|------|------|
| Revenue                                |                     |      |      |
| Pretax income                          |                     |      |      |
| Officer compensation                   |                     |      |      |
| Interest expenses                      |                     |      |      |
| Non cash expenses                      |                     |      |      |
| One-time/non-operating expenses/losses |                     |      |      |
| One-time/non-operating revenues/gains  |                     |      |      |

## 4 Assets

Balance sheet data will be compared to industry benchmarks and the valuation will be adjusted accordingly.

|                      | 2021<br>(projected) | 2020 | 2019 |
|----------------------|---------------------|------|------|
| Cash                 |                     |      |      |
| Accounts receivable  |                     |      |      |
| Inventory            |                     |      |      |
| Other current assets |                     |      |      |
| Fixed assets         |                     |      |      |
| Intangible assets    |                     |      |      |

# Valuation Fact Finder

## 5 Liabilities

|                              | 2021<br>(projected) | 2020 | 2019 |
|------------------------------|---------------------|------|------|
| Accounts payable             |                     |      |      |
| Other short-term liabilities |                     |      |      |
| Bank loans                   |                     |      |      |
| Other long-term liabilities  |                     |      |      |
| Contingent liabilities       |                     |      |      |

## 6 Growth

Please provide us with your estimate in **percentage** format.

Projected revenue growth  
(annualized growth rate)

Long term EBITDA margin

Percent of business recurring

\_\_\_\_\_

Do you have intellectual property, including trade secrets or patents?

Yes

No

## 7 Operations

Percentage of sales from top three customers?

Projected profit and revenue impact if owner  
exited business.

\_\_\_\_\_

Does your current life or key person insurance coverage and risk  
management program cover the business valuation quotation above?

Yes

No

Do you rent or own?

Rent

Own

# Valuation Fact Finder

If you **OWN** instead of rent, please complete this section.

|   |  |
|---|--|
| What is the Fair Market Value of Your Property?   |  |
| What is the remaining mortgage on the property?   |  |
| What is the square footage?   |  |
| Is the property owned by this entity? if yes, what would the true market level monthly rent be?                               |  |
| Is the property owned by a 2nd entity with common ownership? if yes, What is the current monthly rent paid to the 2nd entity? |  |
| What would the true market level monthly rent be?   |  |

If you **RENT** instead of own, please complete this section

|   |  |
|---|--|
| Is rent paid to an independent 3rd party? if yes, what is your monthly rent? What is the square footage?  |  |
| Is rent paid to an entity that you own or are affiliated with? if yes, What is the current monthly rent you are paying? What would the true market level monthly rent be? What is the square footage? |  |



## What's next?

Once we receive your completed form, we will schedule time to discuss your business valuation and its implications with you.