

## BASIC VALUATION MULTIPLES

**3-6x** Adjusted EBITDA<sup>1</sup>

**1.5-3x** SDE<sup>2</sup>

**1 - 1.2x** Annual Revenues



## KEY VALUATION FACTORS

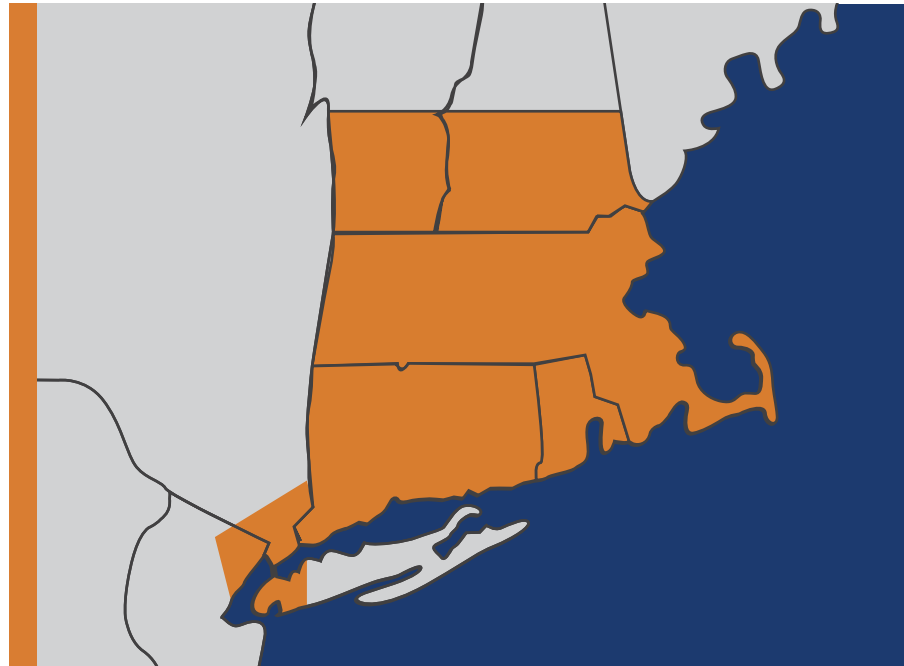
	BUYER CONCERNS	IMPACT ON SALE
<b>SERVICE MIX</b>	Types of accounting services drive business value.	<ul style="list-style-type: none"> <li>Higher multiples for a wide variety of service offerings, international expertise and certain specialized services</li> <li>Ability to operate in several markets increases multiples</li> </ul>
<b>CUSTOMER CONCENTRATION</b>	Revenues rely on a few customers and key relationships are dependent on owner.	<ul style="list-style-type: none"> <li>Higher multiples when no customer accounts for more than 10% of sales</li> <li>Deferred payment terms and fewer buyers</li> <li>Long-term contracts offset concerns of customer loss</li> </ul>
<b>MANAGEMENT &amp; SUCCESSION</b>	Quality of management team with succession planning for retiring accountants.	<ul style="list-style-type: none"> <li>Well-rounded management increases multiples</li> <li>Overdependence on owners lowers multiples</li> <li>Succession planning and retaining skilled staff increases multiples</li> </ul>
<b>REPUTATION</b>	Success is heavily dependent on reputation and expertise.	<ul style="list-style-type: none"> <li>High retention and referral rates increase multiples</li> <li>Poor reputation lowers multiples</li> </ul>
<b>OTHER IMPORTANT CONSIDERATIONS</b>	<ul style="list-style-type: none"> <li>Certifications</li> <li>Customer Service</li> <li>Revenue Growth</li> </ul>	<ul style="list-style-type: none"> <li>Local/Regional Market Share</li> <li>Billing Recovery Rates</li> <li>Customer Retention</li> </ul>

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.

