

BASIC VALUATION MULTIPLES

3-4x Adjusted EBITDA¹

2-2.5x SDE²

50% of Annual Revenues



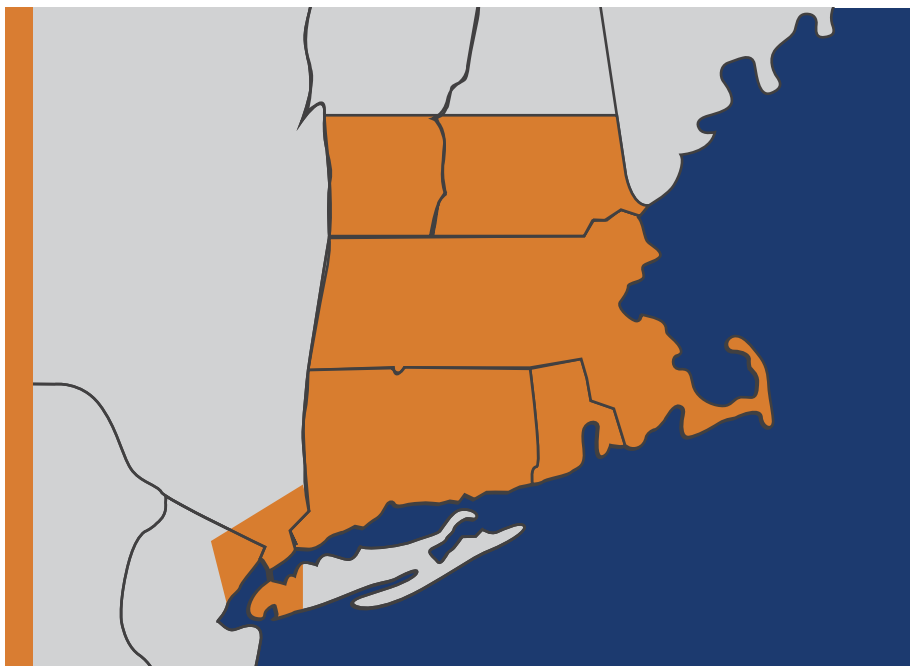
KEY VALUATION FACTORS

	BUYER CONCERNS	IMPACT ON SALE
GOVERNMENT	Regulatory compliance is critical. Government benefit programs improve profits.	<ul style="list-style-type: none"> • Clear and documented adherence to regulatory requirements increases multiples • Utilizing government programs increases multiples • Outstanding violations or issues lower multiples
TRAINING & CERTIFICATES	Staff needs quality training and certifications to ensure child safety.	<ul style="list-style-type: none"> • Quality training program and certification requirements increase multiples • Untrained staff or issues with staffing lowers multiples
ENROLLMENT	Enrollment rates and licensed capacity are critical to profitability.	<ul style="list-style-type: none"> • Low enrollment decreases multiples • Centers with higher licensed enrollments achieve better multiples
PROGRAMS	Types of programs offered to service community.	<ul style="list-style-type: none"> • Offering licensed early childhood education and Pre-K programs increase multiples • Centers with limited hours and programs earn lower multiples
OTHER IMPORTANT CONSIDERATIONS	<p>Facilities</p> <p>Reputation</p> <p>Revenue Growth</p>	<p>Economic Conditions</p> <p>Marketing</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.



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.

