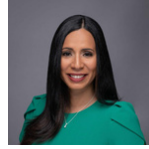


Valuation Services

STRATEGIC PLANNING



MELISSA GRAGG
CVA, MAFF



ALINA RIVERA
CVA, MAFF, CFE, CGMA, CIRA

Valuation and Sensitivity Analysis for Sale or Purchase of a Company

We provide consulting and financial analysis to assist individuals, family members, partners, prospective buyers and sellers considering the value of a business for sale or purchase. We utilize the asset, market and income approaches to determine a reasonable value for the business.

We have access to industry research reports and transactional data for private companies to determine market multiples. We can also analyze various financial scenarios, show a range of value and work with the owners to understand how to transition the business.

We do this through in-person or online meetings. We can also set-up meetings with business succession attorneys, investment bankers or business brokers.

Steps to Working with Us

Here are some of the steps to work with us to develop a Sale or Purchase plan:

- Initially we determine if we will consult with one owner, all owners or the buyer/seller.
- We provide a valuation document request for three to five years of various financial data.
- We provide a secure online portal for all parties to upload and review documents.
- We input the financial data, pull the research reports and market comparable transactions and create a list of questions and schedule our "discovery" meeting.
- We use web conferencing technology to facilitate meetings online if one party cannot be physically present.
- The valuation expert will then incorporate all the information from the discovery meeting into the valuation analysis, address any additional questions to all parties via group emails and determine the value of the business(es).
- Another meeting will be arranged for the valuation expert to communicate the findings of the valuation analysis, as well as answer any questions regarding the assumptions used to determine the value.

Once you have decided to move forward, we will present you with a formal engagement letter, discuss timeline for completion and schedule out the meetings. Typically, it takes us 4-5 weeks to complete the valuation process with a report or 2-3 weeks with no report.

If you have any questions about costs, timing or other financial issues – please call Melissa Gragg at (314) 541-8163.