

A B C D E F G H I J K L

# The Free Cash Flow Business Valuation Model

Instructions: Change any of the forecasting variables shown in red below and observe the effect on the model's outputs in the section below. To what variable is the business value conclusion most sensitive? To what variable is it least sensitive?

## The Discounted Free Cash Flow Model for a Complete Business

### Pie In the Sky Company

#### Forecasting Variables:

|                                           | 2002 | 2003                | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|-------------------------------------------|------|---------------------|------|------|------|------|------|------|------|------|
| Revenue growth factor                     | 20%  | 30%                 | 40%  | 50%  | 60%  | 50%  | 40%  | 30%  | 20%  | 10%  |
| Expected gross profit margin              | 50%  | 51%                 | 52%  | 53%  | 54%  | 55%  | 56%  | 57%  | 58%  | 59%  |
| S, G, & A expense % of revenue            | 50%  | 40%                 | 30%  | 29%  | 28%  | 27%  | 26%  | 25%  | 24%  | 23%  |
| Depr. & Amort. % of revenue               | 10%  | 10%                 | 10%  | 10%  | 10%  | 10%  | 10%  | 10%  | 10%  | 10%  |
| Capital expenditure growth factor         | 40%  | 35%                 | 30%  | 25%  | 20%  | -10% | -15% | -20% | -25% | -30% |
| Net working capital to sales ratio        | 19%  | 18%                 | 17%  | 16%  | 15%  | 14%  | 13%  | 12%  | 11%  | 10%  |
| Income tax rate                           | 40%  |                     |      | 40%  |      |      |      |      |      |      |
| Assumed long-term sustainable growth rate | 5%   | per year after 2011 |      |      | 5%   |      |      |      |      |      |
| Discount rate                             | 20%  |                     |      | 20%  |      |      |      |      |      |      |

#### Valuation Model Outputs:

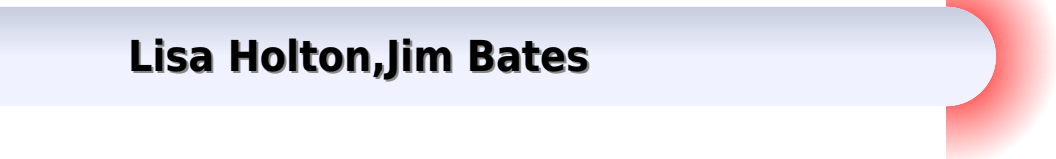
|                             | 2002    | 2003    | 2004    | 2005    | 2006    | 2007  | 2008  | 2009  | 2010  | 2011   |
|-----------------------------|---------|---------|---------|---------|---------|-------|-------|-------|-------|--------|
| Gross profit margin         | 50%     | 51%     | 52%     | 53%     | 54%     | 55%   | 56%   | 57%   | 58%   | 59%    |
| Net operating profit margin | -10%    | 1%      | 12%     | 10%     | 10%     | 11%   | 12%   | 13%   | 14%   | 16%    |
| Free cash flow (\$ mil)     | (\$1.3) | (\$1.4) | (\$1.3) | (\$1.4) | (\$1.0) | \$0.7 | \$2.8 | \$5.2 | \$7.3 | \$8.8  |
| Terminal value (\$ mil)     |         |         |         |         |         |       |       |       |       | \$61.8 |

PV of Company Operations (\$ mil) \$11.1

Market Value of Company Assets (\$ mil) \$11.8

# Small Business Valuation

**Lisa Holton, Jim Bates**



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