

# 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

**Hussin A.Rothana**



## **Small Business Valuation:**

**Small Business Valuation Methods** Yannick Coulon, 2021-11-22 Valuation is the natural starting point toward buying or selling a business or securities through the stock market Essential in wealth management the valuation process allows the measurement of the strengths and weaknesses of a company and provides a historical reference for its development This guide on valuation methods focuses on three global approaches the assetbased approach the fundamental or DCF approach and the market approach Ultimately this book provides the basics needed to estimate the value of a small business Many pedagogical cases and illustrations underpin its pragmatic and didactic content However it also contains enough theories to satisfy an expert audience This book is ideal for business owners and additional players in the business world legal professionals accountants wealth management advisers and bankers while also of interest to business school students and investors

**Valuing Small Businesses and Professional Practices** Shannon P. Pratt, 1986 The Art of Business Valuation Gregory R. Caruso, 2020-08-20 Starting from the practical viewpoint of I would rather be approximately right than perfectly wrong this book provides a commonsense comprehensive framework for small business valuation that offers solutions to common problems faced by valuers and consultants both in performing valuations and providing ancillary advisory services to business owners sellers and buyers If you conduct small business valuations you may be seeking guidance on topics and problems specific to your work Focus on What Matters A Different Way of Valuing a Small Business fills a previous void in valuation resources It provides a practical and comprehensive framework for small and very small business valuation Companies under 10 million of revenues and often under 5 million of revenues with a specialized focus on the topics and problems that confront valuers of these businesses Larger businesses typically have at least Reviewed Accrual Accounting statements as a valuation starting point However smaller businesses rarely have properly reviewed and updated financials Focus on What Matters looks at the issue of less reliable data which affects every part of the business valuation You ll find valuation solutions for facing this challenge As a small business valuator you can get direction on working with financial statements of lower quality You can also consider answers to key questions as you explore how to value each small business Is this a small business or a job How much research and documentation do you need to comply with standards How can you use cash basis statements when businesses have large receivables and poor cutoffs Should you use the market method or income method of valuation Techniques that improve reliability of the market method multiplier How might you tax affect using the income method with the advent of the Estate of Jones and Section 199A Do you have to provide an opinion of value or will a calculation work How do you calculate personal goodwill As a valuation professional how can you bring value to owners and buyers preparing to enter into a business sale transaction How does the SBA loan process work and why is it essential to current small business values What is the business brokerage or sale process and how does it work How do owners increase business value prior to a business sale This book examines these and other questions you may

encounter in your valuation process You ll also find helpful solutions to common issues that arise when a small business is valued

**The Small Business Valuation Book** Lawrence W Tuller,2008-08-17 How much a small business is worth can be difficult to determine but when a business is about to change hands a fair and objective valuation is crucial to the sale This book is an invaluable resource for business owners or buyers looking for accurate small business appraisals This completely revised and updated book outlines the major valuation methods including discounted cash flow excess earnings asset value and income capitalization This edition includes completely new material on the following topics exploring the 8 myths of business valuations using the Internet for research and advice on startups and first generation service businesses With this book appraising a business has never been easier or more accurate

**Understanding Business Valuation** Gary R. Trugman,2018-01-12 This fifth edition simplifies a technical and complex area of practice with real world experience and examples Expert author Gary Trugman s informal easy to read style covers all the bases in the various valuation approaches methods and techniques Author note boxes throughout the publication draw on Trugman s veteran practical experience to identify critical points in the content Suitable for all experience levels you will find valuable information that will improve and fine tune your everyday activities

**Business Valuation For Dummies** Lisa Holton,Jim Bates,2015-09-15 Buying or selling a business Acquire the tools and learn the methods for accurate business valuation Business valuation is the process of determining the value of a business enterprise or ownership interest Business Valuation For Dummies covers valuation methods including advice on analyzing historical performance evaluating assets and income value understanding a company s financial statements forecasting performance estimating the cost of capital and cash flow methods of valuation Written in plain English this no nonsense guide is filled with expert guidance that business owners managers at all levels investors and students can use when determining the value of a business It contains a solid framework for valuation including advice on analyzing historical performance evaluating assets and income value understanding a company s financial statements estimating the cost of capital business valuation models and how to apply those models to different types of businesses Business Valuation For Dummies takes you step by step through the business valuation process explaining the major methods in an easy to understand manner with real world examples Inside you ll discover The value of business valuation including when it s necessary The fundamental methods and approaches to business valuation How to read a valuation report and financial statements The other players in the valuation process How to decide you re ready to sell and the best time to do so The three stages of due diligence the meet and greet the hunting and gathering the once over How to decide you re ready to buy and find the right business for you What due diligence means on the buying side of things When to call in the experts divorce estate planning and gifting attracting investors and lenders This is an essential guide for anyone buying a business selling a business participating in a merger or acquisition or evaluating for tax loan or credit purposes Get your copy of Business Valuation For Dummies to get the information you need to successfully and accurately place a value on any business

Valuing Small Businesses and Professional Practices Shannon P. Pratt, Robert F. Reilly, Robert P. Schweih, 1993 More than 11 500 copies sold in the first edition It s the essential guide to small business appraisal for owners accountants attorneys brokers appraisers bankers financial and estate planners and business consultants This completely revised and updated second edition maintains its unparalleled coverage of the intricate details unique to small business valuation while taking you step by step through the entire valuation process Beginning with the fundamentals Pratt brings together both theoretical principles and generally accepted practices to give you a complete balanced approach to the most effective valuation techniques Based on his extensive experience in working on over 2 000 business valuation assignments and often being called on to testify as an expert witness in the field Pratt gives you dozens of easy to follow examples and exhibits Updated with the latest changes in the field this second edition includes the most current business valuation standards the most up to date transaction databases for small businesses and professional practices expanded coverage of key issues including understanding and using capitalization and discount rates subchapter S Corporations estate planning considerations and employee stock ownership plans ESOPs an entire section on litigation and dispute resolution including insight into how valuations differ for different purposes such as divorces damage suits taxes and other disputed valuation matters and all new information on valuing minority interests and court decisions affecting the valuation of specific types of professional practices Written in clear easy to understand language Valuing Small Businesses and Professional Practices is intended to be an invaluable guide for both beginning and experienced professionals To facilitate quick reference searches for every level of reader this hands on resource includes present value tables reprints of key revenue rulings including 59 60 ASA business valuation standards expanded reference sources and bibliography and a thorough topical index BOOK JACKET Title Summary field provided by Blackwell North America Inc All Rights Reserved *Small Business Finance and Valuation* Rick Nason, Dan Nordqvist, 2020-09-23 This book covers the financial aspects of a business including those that are important to start grow and sustain an enterprise According to the U S Small Business Administration over 99 percent of businesses are small or medium size yet the majority of books are focused on large corporations This book aims to close that gap and also focus on the practitioners the entrepreneurs small business owners consultants and students aspiring to practice in this space Small businesses are the growth engine of the economy and it is important that we provide them with the tools for success This book covers the financial aspects of a business including those that are important to start grow and sustain an enterprise We accomplish this by providing concepts tools and techniques that are important for the practitioner The overall aim is to provide this information in straightforward way while also providing the depth required for areas that warrant it

**Small Business Management** Tim Mazzarol, Sophie Reboud, 2019-11-21 This textbook familiarises students with the theory and practice of small business management and challenges assumptions that may be held about the way small business management can or should adopt the management practices of larger firms For students interested in establishing

and managing their own small firm this book helps them to focus their thinking on the realities of life as a small business owner manager both its challenges and its rewards For postgraduate students that are keen to make a difference this text enables them to understand how they might consult to small firms and assist owner managers to establish and grow their ventures In addition to students this book is also useful to small business owner managers as a general guide on how they might better manage their operations Managers in large corporations and financial institutions who deal with small businesses as clients or suppliers and professionals such as accountants lawyers and consultants who provide advice and other services to small businesses will also find the book of interest

**How to Get the Financing for Your New Small Business** Sharon L. Fullen, 2006 While poor management is cited most frequently as the reason small businesses fail inadequate or ill timed financing is a close second Whether you re starting a business or expanding one sufficient ready capital is essential This new book will provide you with a road map to secure the financing The book goes into traditional financing methods and assists the reader in setting up proper financial statements and a proper business plan It details the differences between debt and equity financing and how and why to use each Valuation techniques are explained for determining what your business is truly worth However the book s real strength is in explaining alternative and creative methods of financing such as SBA financing angel investors IPOs limited public offerings and venture capital Numerous real world examples are given for structuring a deal to benefit both the financier and the entrepreneur Essential resources for finding the detailed information you need are included throughout

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