

# Calculate your company's value

Use this work sheet to get a rough estimate of what your business might fetch in today's market. First, find your industry in the preceding tables and note the three best valuation multiples. Enter those figures into the appropriate boxes in the "Multiple Value" column below. Next, insert the appropriate financial information in the corresponding boxes in the middle column. (This may require some help from your CFO.) In all three cases, multiply the dollar figure by the multiple and enter the sum in the far right column. Average the figures—and there's your number. Bear in mind that this will be a very rough estimate. Still, it's a starting point.

## Top Three Indicators For Your Industry

Check yours off

| #1                       | #2                       | #3                       | Multiple                              | Multiple Value | Your Company's Figures |                        | Your Company's Estimated Value...              |
|--------------------------|--------------------------|--------------------------|---------------------------------------|----------------|------------------------|------------------------|------------------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Equity Price/<br>Net Sales            | ___ . ___      | X                      | Net Sales              | \$ _____, _____, 000 = E: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Equity Price/<br>Gross Cash Flow      | ___ . ___      | X                      | Gross Cash Flow        | \$ _____, _____, 000 = E: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Equity Price/<br>EBT                  | ___ . ___      | X                      | EBT                    | \$ _____, _____, 000 = E: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Equity Price/<br>Net Income           | ___ . ___      | X                      | Net Income             | \$ _____, _____, 000 = E: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Equity Price/<br>Book Value of Equity | ___ . ___      | X                      | Book Value of Equity   | \$ _____, _____, 000 = E: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | MVIC/<br>Net Sales                    | ___ . ___      | X                      | Net Sales              | \$ _____, _____, 000 = M: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | MVIC/<br>EBIT                         | ___ . ___      | X                      | EBIT                   | \$ _____, _____, 000 = M: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | MVIC/<br>EBITDA                       | ___ . ___      | X                      | EBITDA                 | \$ _____, _____, 000 = M: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | MVIC/<br>Disc. Earnings               | ___ . ___      | X                      | Discretionary Earnings | \$ _____, _____, 000 = M: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | MVIC/<br>BVIC                         | ___ . ___      | X                      | BVIC                   | \$ _____, _____, 000 = M: \$ _____, _____, 000 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | MVIC/<br>Gross Profit                 | ___ . ___      | X                      | Gross Profit           | \$ _____, _____, 000 = M: \$ _____, _____, 000 |

Add up your estimates

\$ \_\_\_\_\_, \_\_\_\_\_, 000

Number of estimates you can calculate (up to three) ✓

AVERAGE ESTIMATED  
VALUE OF YOUR COMPANY

\$ \_\_\_\_\_, \_\_\_\_\_, 000