

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 accountant or 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. This will be a very rough estimate, but a useful starting point.

Top Three Indicators for Your Industry (Check yours off)

#1	#2	#3	Multiple	Multiple Value (Get from tables)	Your Company's Figures		Your Company's Estimated Value (Market Value of Invested Capital)		
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	MVIC/ Net Sales	___ . ___	×	Net Sales	\$ ___ , ___ , ___ , 000	=	\$ ___ , ___ , ___ , 000
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	MVIC/ Gross Profit	___ . ___	×	Gross Profit	\$ ___ , ___ , ___ , 000	=	\$ ___ , ___ , ___ , 000
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	MVIC/ EBIT	___ . ___	×	EBIT	\$ ___ , ___ , ___ , 000	=	\$ ___ , ___ , ___ , 000
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	MVIC/ EBITDA	___ . ___	×	EBITDA	\$ ___ , ___ , ___ , 000	=	\$ ___ , ___ , ___ , 000
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	MVIC/ Disc. Earnings	___ . ___	×	Discretionary Earnings	\$ ___ , ___ , ___ , 000	=	\$ ___ , ___ , ___ , 000
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	MVIC/ BVIC	___ . ___	×	BVIC	\$ ___ , ___ , ___ , 000	=	\$ ___ , ___ , ___ , 000

Add up your estimates

\$ ___ , ___ , ___ , 000

Number of estimates ÷

ESTIMATED VALUE OF YOUR COMPANY

\$ ___ , ___ , ___ , 000