

The valuation results are the following:

According to the data for the Typical-Custom Year you entered, and the assessment of the qualitative characteristics you did, **the Seller's Discretionary Earnings (SDE) of the company are estimated at the level of €82.000**, and the Multiplier's Curve that represents the company is the **MEDIUM**.

As result, the, **Value of the company is estimated** between **€124.640** and **€147.600** assuming that it follows the mean average.

For more information, please contact www.dealsAndDEALS.eu and we will happy to direct you.

Thank you very much!

IMPORTANT TO BE READ:

It should be noted that, the result of the following valuation is based only on the method of the "**Profits Multipliers**" and the advantages and the disadvantages of this method are known from the bibliography (especially regarding the comparability of the companies). As "profits" in this valuation is considered the **SELLER'S DISCRETIONARY EARNINGS (SDE)** due to:

- a) The small size of the business (Turnover < €3mil.),
- b) The personal nature of the Business (Personal Business - with the essential meaning of the term), and
- c) The ability of the owner to handle revenue and expenses at his will.

However, a detailed and professional valuation study, requires the usage of many methods of in order to reach into a credible value.

The valuation through the on-line tool, is based on the correlation of the levels of the SDE and the Multiplier (from a statistic sample) without taking into accounts any possible other qualitative or quantitative factor, the assessment of which could differentiate the result considerably.

FROM THE ABOVE IT IS CONCLUDED THAT e.deals&DEALS.eu HAS NO RESPONSIBILITY FOR THE RESULT OF THE ONLINE VALUATION, WHICH DOES NOT CONCLUDES DIRECTION, REFERENCE, INDUCEMENT, DEMAND, BUT JUST A VALUATION OPINION BASED ON A STATISTICAL SAMPLE AND IN ACCORDANCE TO THE AVERAGE, MAXIMUM AND MINIMUM CURVES.

The data you entered are:

Standard Fiscal Year

Earnings before tax € 100.000

Owner Personal Expenses (registered in the company)

Owners Insurance expense € 1.000

Excess Travel/Meals/Entertainment € 5.000

Retirements Expenses € 1.000

Auto expense € 3.000

Excess Charity contributions € 0

Rest Data

Algebraic Difference on Salaries (with Social Security) of all company's owners/partners (except from ONE) and all the owners' family members [Algebraic Difference = Reasonable Salary - Paid Salary] € 16.000

Algebraic Difference on Rents on buildings of owners property [Algebraic Difference = Reasonable Rent - Paid Rent] € 8.000

Depreciation/Amortization € 5.000

Interest expense € 3.000

Annual Investment € 12.000

= Cash Flow Seller (Seller Discretionary Earnings) € 82.000

Your evaluation of the quality characteristics are the following

Industry prospects (increasing 3, stable 2, decreasing 1)	3
Competition (increasing 3, stable 2, decreasing 1)	2
Profitability comparableness (lower 1, equal 2, larger 3 Profitability percentage, by the industry)	1
Attractiveness of the employment (difficult 1, acceptable 2, desired 3 kind of employment)	2
Attractiveness of the activity (large 3, medium 2, low 1 Establishing Cost)	3
Attractiveness of the activity (large 3, medium 2, low 1 need in Fixed Assets)	1
Attractiveness of the activity (activity in Manufacturing 1, Commerce 2, in Service 1)	2
Organizational Structure and Operation (large 3, medium 2, low 1 capability of the management team)	1
Organizational Structure and Operation (large 3, medium 2, low 1, quality of relationship with clients/suppliers)	2
Organizational Structure and Operation (large 3, medium 2, low 1, clients/suppliers dispersion)	3
Organizational Structure and Operation (large 1, medium 2, low 3, necessity of owners involvement into the daily operation)	3
Location (non-acceptable 1, acceptable 2, satisfactory 3)	2
Attractiveness for Buyers (are needed crucial 1, ordinarily 2, no special 3 capabilities, which effects the number of candidate Buyers)	1
FF&E Renewal needs (high 1, medium 2, low 1, Renovation Need)	2
Fixed Assets situation (good 3, medium 2 and fair 1 Fixed assets Situation)	1
Attractiveness of transaction terms (100% cash 3, equally cash and arrangement 2, 100% arrangement 1)	3