

## Description of Neri Capital Partners' Business Valuations Options

Note: Please call or email Michael Togneri (800-216-4819 x.701 / mtogneri@nericap.com) for the cost of the various level of valuations listed below.

### 1. Bronze Valuation (complementary)

- Client is given access to Neri Capital's valuation software;
- Client keyboards their own financial data into valuation form;
- Client will receive business value expressed as EQUITY VALUE;
- Neri Capital Partners will answer questions by email or phone conference.

*Note: If you are concerned about your business financial data being shared outside of Neri Capital Partners, please download, and execute NCP's Confidentiality Agreement. (optional, but recommended)*

### 2. Silver Valuation

- Client provides Neri Capital Partners three years of Profit and Loss Statement and Balance Sheets, plus YTD actual with balance of year projected;
- Neri Capital will review data, ask questions, and enter data into valuation software;
- Client will receive a 29-page Valuation Report that includes:
  - i. Business market value expressed as Asset, Equity, Enterprise, and Liquidation value;
  - ii. Thirteen (13) key metrics of client's business compared with key metrics from other businesses with the same NACIS code. Each metric will be shown as overperforming, underperforming, or performing at sector average.

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### 3. Gold Valuation

- Client provides Neri Capital Partners three years of Profit and Loss Statement and Balance Sheets, plus YTD actual with balance of year projected;
- Neri Capital Partners will review data, ask question, and enter data into valuation software;
- Client will receive a 29-page report that includes:
  - i. Thirteen (13) key metrics of client's business compared with key metrics from other businesses with the same NACIS code. Each metric will be shown as overperforming, underperforming, or performing a sector average.
  - ii. Thirteen (13) key metrics of client's business compared with key metrics from other businesses with the same NACIS code. Each metric will be shown as overperforming, underperforming, or performing at sector average;
  - iii. A Neri Capital Partners' Advisor will meet with client to review 29-page report and make verbal recommendations in specific areas to improve business performance.

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### 4. Platinum Valuation

- Client provides Neri Capital Partners three years of Profit and Loss Statement and Balance Sheets, plus YTD actual with balance of year projected;
- Neri Capital Partners will review data, ask questions, and enter data into valuation software;
- A Neri Capital Partners' Advisor will meet with client to review 29-page report and make verbal recommendations in specific areas to improve business performance.

- Neri Capital Partners will prepare an independent report containing written recommendations and strategies to improve business performance.
- At the 1<sup>st</sup> anniversary valuation, Neri Capital Partners will provide a complementary undated business valuation.

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## **5. Premium Valuation – Certified Business Valuation**

Under the direction of a Certified Business Appraiser (CBA) Neri Capital Partners will provide a Certified Business Valuation for situations that warrants an independent review of key data, and an elevated level of analysis related to material financial and operational circumstances.

The CBA agrees to a “scope of work” in accordance with professional standards before she/he begins the business valuations. Specific areas where a Certified Business Valuation could be required:

- Partner/shareholder disputes;
- Transaction planning, e.g., verification of sell price and terms;
- Divorce proceedings in the settlement stage;
- Determination of insurable value;
- Certain estate and gift tax situations;
- 409-A Compliance;
- Exit Planning for Business owner.

When Certified Business Valuation is completed, Neri Capital Partners' Advisor will meet with client and review business valuation, answer questions, make recommendations.