

# OVERVIEW PRESENTATION OF THE NERI VALUATOR

“MORE THAN JUST PRICE, BUT A COMPREHENSIVE REPORT THAT COMPARES YOUR  
KEY METRICS WITH OTHER SIMILAR BUSINESSES”

**Neri Capital Partners**

*An Investment Bank and Advisory Firm*

“

Business Valuation is the  
heart of investing & risk  
management... without  
it, you are blind

”

**- Warren Buffett**

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# Business Valuation with Neri Capital Partners

## *Reasons Why Business Owners Typically Need a Business Valuation*

- Adequately Insured for Life & Business Risks
- Planning to Exit your Business
- Estate or Trust Planning
- Seeking Operating or Expansion Equity
- Looking to Buy a Business
- Divorce
- Section 409a Allocations
- Fair Value Accounting
- Partnership Buy-in or Dispute
- Planning to Exit your Business
- Attracting Top Caliber Talent

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# Business Valuation

*An Important Statistic*



**OF SMALL BUSINESS OWNERS  
DO NOT KNOW WHAT THEIR  
BUSINESS IS WORTH**

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# Business Valuation

## Why Business Valuations are Rarely Performed

### Expensive

Traditional Business Valuations can cost upwards of \$10,000 to complete



### Time Consuming

Traditional Business Valuation can take up to 4 weeks to complete



### Intrusive

The time involved becomes a hassle for the business owner



### Event Driven

Most Business Owners see the need for a business valuation when an event occurs

# Business Valuation

## Democratizing Big Data

We use big data to make business valuations available to business owners

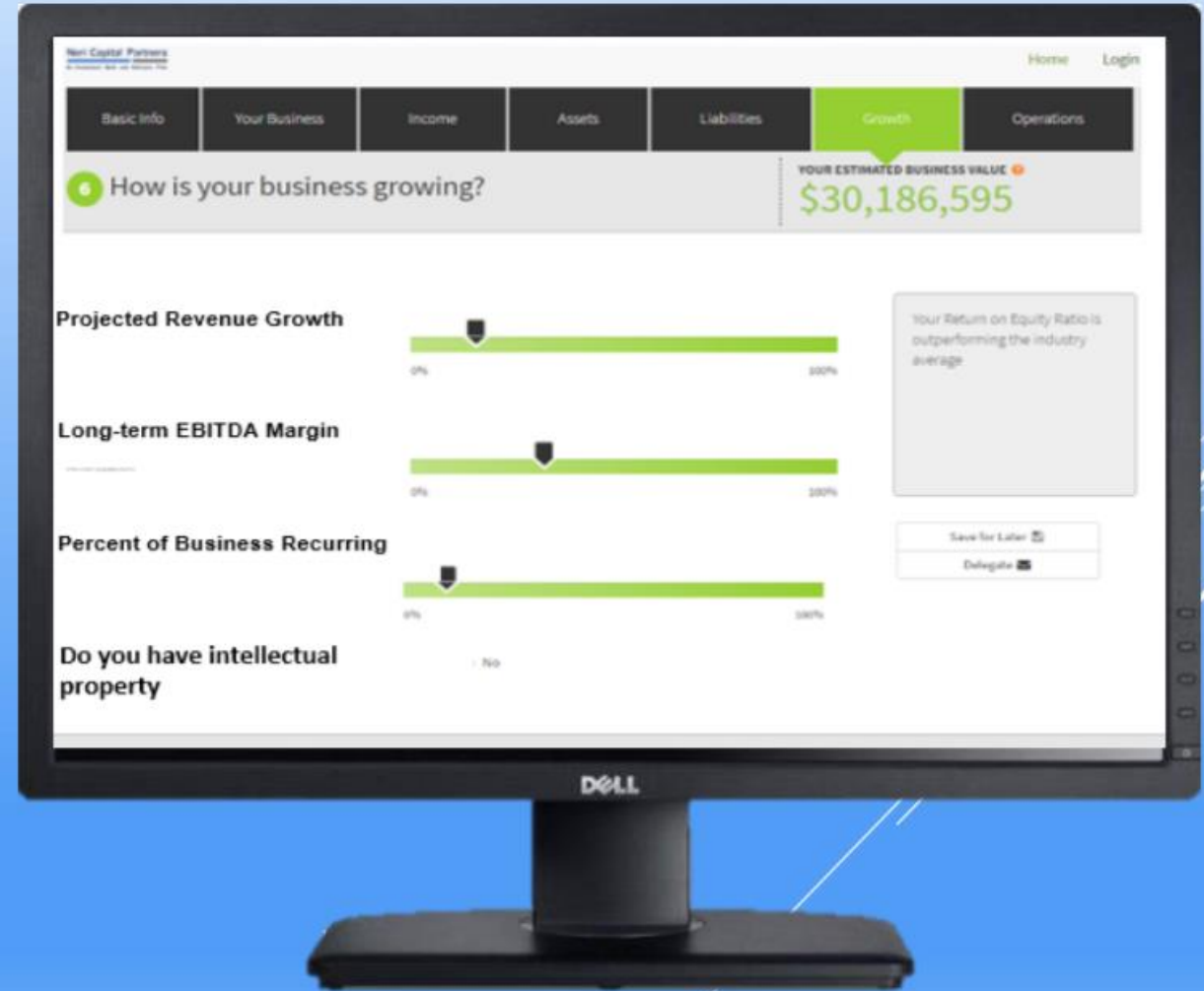
➔ **DRIVEN BY BIG DATA**  
*We compare your business to over two dozen data sources.*

➔ **REAL TIME DATA**  
*Our system runs on data that is constantly updated, which means your business valuation is based on the most current data available.*

➔ **7-STEP PROCESS**  
*Our 7-step process is built with your busy schedule in mind. We have simplified the data gathering process to make it easy for you to complete.*

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# Business Valuation

## Four Valuation Figures

### Equity Value *(Latest Valuation)*

**\$8,854,359**

This fair market value conclusion is the value of the company available to its owners or shareholders and incorporates all of the assets included in the "asset value" plus the firm's liquid financial assets (cash, A/R, deposits, etc.) and minus its liabilities (ST and LT).

### Asset Sale Value

**\$8,110,183**

This common transaction-oriented fair market value conclusion includes the firm's inventory, furniture, fixtures and equipment and all intangible assets ranging from customer base to goodwill.

### Enterprise Value

**\$8,299,359**

This fair market value estimate is equal to the "total value of the firm" or the value of the firm's equity plus its long term debt, e.g. it reflects the value of the entire capital structure (equityholders and debtholders) or "enterprise".

### Liquidation Value

**\$906,609**

The liquidation value conclusion is based on the key assumption of insolvency and the immediate sale of all assets (on or off the balance sheet) at or near "fire sale" level coupled with the nearly simultaneous retirement of all liabilities. This figure does not include accounts receivable.

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# Real Time Business Valuations

We Track your Business Value

- ❑ Our system updates your business's value daily
- ❑ Using the power of Big Data, we monitor and track your business's growth.
- ❑ We rank your business locally and nationally among other businesses in your industry.



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