



Company Valuation to Prepare for Transaction

Case Study

Background

Our client built a successful business importing materials for various industries. A long-standing vendor approached them with a joint venture proposal, prompting the need for a valuation to begin negotiations

Objectives

- + Review financial and operational information relevant to intangible assets + key man valuation
- + Analysis of the customer list and corresponding financial performance for the review period
- + Perform valuation calculations focusing on mutually agreed upon management
- + Prepare a comprehensive valuation summary and address any questions

Solutions

- + Performed detailed review of financials and held management meetings to understand the unique environment facing the industry at the time
- + Based on review, S+H selected the discounted cash flow and comparable transactions methodologies to determine the value of the company
- + Prepared a detailed valuation report, detailing assumptions, macro-economic impacts, and other critical factors requiring documentation

Delivered a robust valuation model and detailed report supporting the value of a company to facilitate transaction negotiations.

**Import of Goods
+ Manufacturing**
INDUSTRY

50
EMPLOYEES

\$40M
ANNUAL
REVENUE