

CAUTION:

A number of factors need to be considered when using BIZSTATS® data to prepare market based valuations. Users of data should also be familiar with market based valuation methodology.

Sales Revenue:	Sales per Annum (<i>excludes GST</i>)
EBPIDT	Total Cash Surplus or Sellers Discretionary Cash of business including: <ol style="list-style-type: none">1. Net Profit <i>before</i> taxation2. Proprietors income (salary, wage, directors fees)3. Any Interest Paid4. Any Depreciation Claimed
W/O	Number of Full-Time Working Owners (Or full-time equivalent)
Lease Mths Rem	Number of months remaining on current lease <ul style="list-style-type: none">• e.g. 12 = 12 months remaining• A/S = As required if a new lease is available• MTM = month to month• N/A = Not applicable (e.g. a freehold sale) <p><i>(Please note: Freehold Values are not included in the sale price of the business – but may be available upon request)</i></p>
Gross Revenue Multiple:	This measure is mainly used in the food retail industries in the upper North Island (e.g. restaurant, café, bars, dairies, superettes etc.) It is usually not relevant to other businesses. = $\frac{\text{Sale Price of Plant + Intangible Assets}}{\text{Average Weekly Sales (including GST)}}$
Intangible Assets as % of EBPIDT:	= $\frac{\text{Sale price of Intangible Assets}}{\text{EBPIDT}}$
Selling EBIDPT Multiple:	= $\frac{\text{Total Sale price of Business}}{\text{EBPIDT}}$
Pre-Tax ROI %	= $\frac{\text{EBPIDT}}{\text{Total Sale Price of Business}}$

If you need additional explanation or clarification:

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