

# Business Valuation

*Prepared For: ABC Company*

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## **The Vant Group**

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# Executive Summary

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*Section 01*

## Executive Summary

<b>Governing Standard:</b>	Rev. Ruling 59-60
<b>Purpose:</b>	Assisting in the determination of an asking price associated with a potential sale of Company or To determine an estimate value a partner buyout (Employee Buyout)
<b>Standard of Value:</b>	Fair Market Value
<b>Premise of Value:</b>	Value as a Going Concern
<b>Client Name:</b>	[Redacted]
<b>Legal Company Name:</b>	ABC Company
<b>Type of Entity:</b>	C-Corporation
<b>Date Range of Financials:</b>	January 1, 2020 – December 31, 2020
<b>Report Date:</b>	October 22, 2021
<b>Adj. EBITDA:</b>	<b>\$1,057,000</b>
<b>Adj. EBITDA Multiples:</b>	<b>1.34x - 11.26x</b>
<b>Conclusion of Values:</b>	<b>\$1,416,000 - \$11,902,000</b>

Readiness Score		
<b>Customer Score</b>	23/25	92%
<b>Growth Score</b>	23/25	92%
<b>Employee Score</b>	19/25	76%
<b>Financial Score</b>	16/25	64%
<b>Total</b>	<b>81/100</b>	<b>81%</b>

# Comparative Financial Analysis

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*Section 03*

## How Much Does a Business Owner REALLY Make?

One of the most difficult aspects of acquiring a business is understanding how much money the business owner is truly making. You've probably heard a dozen terms to describe the profit of a business – Cash Flow, True Owner Net, Seller's Discretionary Earnings (SDE), Seller's Discretionary Cash Flow, Owner Benefit, EBITDA – these terms all pretty much answer the same question ... how much money does the owner really make?

What you have to understand and accept first, before even looking at a financial statement or report, is that the objective of a business owner is to make as much money and pay as little tax as possible and that "good" accountants and CPAs find ways to help business owners accomplish this goal. This can make your attempt to determine true cash flow a little more difficult, but always keep one thing in mind – the money is there ... you just have to find it.

### **Recasting**

The first step we take in determining a business' cash flow is to recast the financials. Recasting financials is a fancy term that simply means we "correct" them, or adjust them, to provide a more accurate picture of what the business is truly producing in regards to profit. When we recast financials, we are looking for expenses to "add back" into the net profit of the business – we call these items add-backs, or fringe benefits.

### **Personal Expense**

As a rule-of-thumb, anything that is a personal expense is an add-back. This commonly includes items such as family cell phone plans, family health insurance coverage, personal vehicles and meals. Keep in mind that some of these items could be a combination of both personal and business expenses, so we must be careful only to addback the portion of the expense that is truly personal use.

### **Discretionary Spending**

In addition to personal expenses, we also have discretionary spending to account for. These expenses can include charitable donations, excessive legal fees or season tickets to a local sporting venue. What we are looking for here are specific items, although they are often legitimate business expenses, that are not mandatory to operate the business – hence, discretionary, meaning a new owner can choose not to spend this money and the business will not suffer.

### **Non-Recurring Expense**

Another major add-back can be the one-time, non-recurring or extraordinary expense. Maybe a business owner paid cash for a new piece of equipment, maybe there was a major repair that had to be done to the building after a storm, or maybe the business owner hired a consultant to evaluate his operational processes. These are all examples of legitimate business expenses that were unique and only appear once in several years of financial records. We add those items back in because they skew the "normal" cash flow picture of the business.

**Owner's Salary**

Don't forget about the owner's salary, or any pay outs to partners or other family members that are shown as expenses. We add these items back too. They are the easiest expenses to add back because the owner could very easily choose not to pay himself a salary, and those dollars would simply fall to the bottom line profit of the business.

**EBITDA**

A note on EBITDA, which stands for Earnings Before Interest, Taxes, Depreciation and Amortization. This simply refers to a business' profit before any interest; certain taxes, depreciation and amortization are deducted. EBITDA is the most widely-accepted indicator of a business' profitability, and any CPA will tell you it is universally accepted. EBITDA becomes less relevant as businesses become smaller in size, but nonetheless those items are still added back in our recast.

So once we have examined the financial statements and determined what personal expenses, discretionary spending, non-recurring charges, owner's salary and EBITDA items should be added back, we have completed the recasting of the financials. Now we have a very clear understanding of what the business' true cash flow is. Think of it as a pot of money at the end of the recasting rainbow – then it's up to you as the new owner of the business to determine how you want to run your books, and allocate those funds accordingly to empty your pot as you see fit.

**ABC Company**  
**Comparative Income Statement (Cash Basis)**

	<b>2020</b>	
	<b>Tax Return</b>	
<b>Sales</b>	<b>\$ 5,073,814</b>	
Cost of Goods Sold	1,879,089	37.0%
Net Gain	(2,255)	0.0%
Other Income	8,767	0.2%
<b>Gross Profit</b>	<b>\$ 3,201,237</b>	<b>63.1%</b>
<b>Operating Expenses</b>		
Compensation of Officers	500,813	9.9%
Salaries and Wages	637,917	12.6%
Repairs & Maintenance	4,059	0.1%
Rent <sup>A</sup>	103,156	2.0%
Taxes & Licenses	77,178	1.5%
Interest	7,424	0.1%
Depreciation	17,095	0.3%
Advertising	401,466	7.9%
<i>Other Deductions</i>		
Auto and Truck Expense	18,396	0.4%
Bank Charges	583	0.0%
Business Promotions	7,862	0.2%
Communications <sup>B</sup>	1,065	0.0%
Credit Card Processing Fees	44,586	0.9%
Dues and Subscriptions	10,461	0.2%
Insurance	20,328	0.4%
Legal and Professional	12,200	0.2%
Meals & Entertainment	1,496	0.0%
Office Expenses	8,052	0.2%
Outside Services <sup>C</sup>	729,733	14.4%
Parking Fees and Tolls	2,532	0.0%
Postage	897	0.0%
Security	257	0.0%
Supplies	14,655	0.3%
Telephone <sup>D</sup>	18,463	0.4%
Travel	28,997	0.6%
Utilities	21,539	0.4%
Computer Services and Supplies	11,052	0.2%
Permits and Fees	1,980	0.0%
Training/Continuing Education <sup>F</sup>	6,176	0.1%
<i>Total Other Deductions</i>	<b>961,310</b>	<b>18.9%</b>
<b>Total Operating Expenses</b>	<b>\$ 2,710,418</b>	<b>53.4%</b>
<b>Income from Operations</b>	<b>\$ 490,819</b>	<b>9.7%</b>
<b>Bankable EBITDA</b>		
<sup>1</sup> Net Gain	2,255	0.0%
<sup>2</sup> Other Income	(8,767)	-0.2%
<sup>3</sup> Owner Salary - [Redacted]	429,050	8.5%
<sup>4</sup> Spouse Salary - [Redacted]	71,763	1.4%
<sup>5</sup> Interest	7,424	0.1%
<sup>6</sup> Depreciation	17,095	0.3%
<b>Total Bankable EBITDA</b>	<b>\$ 1,009,639</b>	<b>19.9%</b>
<b>Non-Essential Expenses</b>		
<sup>7</sup> Auto Expenses	3,000	0.1%
<sup>8</sup> Owner's Other Family Member	7,526	0.1%
<sup>9</sup> Cell Phone	6,882	0.1%
<sup>10</sup> Meals & Entertainment	1,496	0.0%
<sup>11</sup> Travel	28,664	0.6%
<b>Total Non-Essential Expenses</b>	<b>\$ 47,568</b>	<b>0.9%</b>
<b>Adjusted EBITDA</b>	<b>\$ 1,057,207</b>	<b>20.8%</b>



**ABC Company****Comparative Balance Sheet (Cash Basis)**

	<u>2020</u> <u>Tax Return</u>
<b>Assets</b>	
<u>Current Assets</u>	
Cash	382,512
Other Current Assets	12,451
<b>Total Current Assets</b>	<b>\$ 394,963</b>
<u>Fixed Assets</u>	
Buildings and Other Depreciable Assets	338,369
Less: Accumulated Depreciation	(199,440)
<b>Net Fixed Assets</b>	<b>\$ 138,929</b>
<u>Other Assets</u>	
Other Assets	7,564
<b>Net Other Long-Term Assets</b>	<b>\$ 7,564</b>
<b>Total Assets</b>	<b>\$ 541,456</b>
<b>Liabilities &amp; Shareholder Equity</b>	
<u>Current Liabilities</u>	
Other Current Liabilities	65,394
<b>Total Current Liabilities</b>	<b>\$ 65,394</b>
<u>Noncurrent Liabilities</u>	
Other Noncurrent Liabilities	197,986
<b>Total Noncurrent Liabilities</b>	<b>\$ 197,986</b>
<b>Total Liabilities</b>	<b>\$ 263,380</b>
<u>Shareholder Equity</u>	
Capital Stock	1,000
Retained Earnings	277,076
<b>Total Shareholder Equity</b>	<b>\$ 278,076</b>
<b>Total Liabilities and Equity</b>	<b>\$ 541,456</b>

# Comparable Companies

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*Section 03*

**ABC Company**  
**Comparable Companies**

Comparable	Sale Price or MVIC	Revenue	EBITDA	EBITDA Multiple
Passive Des Moines Home Renovation Compa	\$ 5,648,580	\$ 5,340,237	\$ 1,569,050	3.24x
Exceptional Quality Home & Commercial Se	\$ 2,900,000	\$ 3,864,076	\$ 595,594	4.38x
Stone Countertop Fabrication Plant Retir	\$ 2,295,000	\$ 4,104,030	\$ 796,778	2.59x
Kitchen and Bath Cabinets Manufacturing	\$ 2,350,000	\$ 3,043,456	\$ 759,207	2.79x
\$1 M Profit Building Supplies	\$ 4,000,000	\$ 8,000,000	\$ 1,000,000	3.60x
Kitchen, Bath & Building Products Showro	\$ 1,800,000	\$ 6,362,723	\$ 721,104	2.25x
Roofing Business For Sale in Orlando Are	\$ 7,990,000	\$ 6,119,875	\$ 2,252,448	3.19x
Machine Tool Dealer	\$ 2,500,000	\$ 6,285,173	\$ 664,604	3.39x
Fence Contractors- Over \$6M in Sales!	\$ 2,800,000	\$ 6,815,362	\$ 1,696,633	1.49x
Leading Roofing Contractor! Owner Retiri	\$ 850,000	\$ 3,620,316	\$ 569,401	1.34x
Cash flowed 3.2M on 6.91M in sales (2021	\$ 5,000,000	\$ 6,950,378	\$ 3,150,000	1.43x
Niche Contractor	\$ 2,100,000	\$ 4,880,605	\$ 635,060	2.98x
Profitable Siding & Window Company, \$3.7	\$ 2,950,000	\$ 3,714,003	\$ 969,780	2.74x
Commercial/Residential Window Coverings	\$ 1,900,000	\$ 3,300,000	\$ 670,000	2.55x
Fence Fabrication and Installation Co.	\$ 1,250,000	\$ 5,193,994	\$ 451,765	2.49x
Well-Established Windows and Doors Insta	\$ 7,000,000	\$ 7,740,000	\$ 1,600,000	3.94x
Commercial Glazing Contractor-SDE \$1MM-S	\$ 4,000,000	\$ 3,992,000	\$ 1,067,000	3.37x
Well Established Ceiling Contractor for	\$ 3,000,000	\$ 3,235,133	\$ 855,883	3.15x
Well-Known Custom Cabinetry/Millwork Con	\$ 3,700,000	\$ 3,500,000	\$ 870,000	3.83x
Insulation Installer	\$ 2,750,000	\$ 4,212,151	\$ 968,923	2.55x
Fence Contractor Serving the Mid-Atlant	\$ 2,400,000	\$ 6,000,000	\$ 500,000	4.32x
Long Established Custom Cabinet Company	\$ 3,350,000	\$ 3,433,413	\$ 1,025,774	2.94x
Southeast FL Pool Contracting & Plasteri	\$ 3,200,000	\$ 6,590,059	\$ 784,504	3.67x
\$6 Million Revenue Commercial Glass Comp	\$ 4,450,000	\$ 6,189,965	\$ 1,007,172	3.98x
Excavation Business	\$ 5,495,000	\$ 3,276,637	\$ 969,940	5.10x
South Florida Stone & Granite Fabricatio	\$ 2,800,000	\$ 5,200,000	\$ 600,000	4.20x
Profitable Florida Based Roofing Company	\$ 4,199,000	\$ 6,196,157	\$ 611,707	6.18x
Established, Fast-Growing, Profitable Ro	\$ 2,900,000	\$ 5,072,122	\$ 1,150,998	2.27x
Custom Closet Manufacturer and Installat	\$ 1,850,000	\$ 3,195,613	\$ 951,553	1.75x
Very Successful Fence Contractor	\$ 840,000	\$ 3,400,000	\$ 195,000	3.88x
Atlanta Based Underground Fiber Optics I	\$ 5,925,000	\$ 5,225,000	\$ 1,580,141	3.37x
Well Established Premier Contractor for	\$ 2,900,000	\$ 5,119,794	\$ 1,281,563	2.04x
Leadership Flooring Company with 3 Locat	\$ 2,699,000	\$ 4,298,467	\$ 1,009,160	2.41x
Profitable Excavating & Paving Contracto	\$ 2,500,000	\$ 5,128,175	\$ 636,274	3.54x
Excavating and Underground Wet Utility C	\$ 3,400,000	\$ 6,124,969	\$ 1,273,903	2.40x
Under Contract: High Growth Replacement	\$ 850,000	\$ 4,000,000	\$ 500,000	1.53x
Very Profitable Kitchen Remodeling. 90%	\$ 1,600,000	\$ 3,210,240	\$ 399,844	3.60x
Premier Commercial Installation Co sinc	\$ 3,510,000	\$ 3,510,020	\$ 280,564	11.26x
Cash flows \$500K on 3M in sales. Passive	\$ 1,600,000	\$ 3,100,000	\$ 500,000	2.88x
Multi-Unit Kitchen Company	\$ 749,000	\$ 4,000,000	\$ 400,000	1.69x
Interior Design & Building Products Show	\$ 1,650,000	\$ 3,900,000	\$ 565,000	2.63x
Commercial Casework, Woodwork and Cabine	\$ 5,950,000	\$ 3,872,596	\$ 1,509,816	3.55x
Flooring Contractor/Installer	\$ 3,299,000	\$ 7,735,777	\$ 1,147,173	2.59x
SBA Pre-Qualified Sales and Installation	\$ 2,195,000	\$ 4,768,014	\$ 562,271	3.51x
High End Residential Remodel	\$ 850,000	\$ 4,000,000	\$ 398,147	1.92x
Highly Profitable Flooring Company for S	\$ 6,000,000	\$ 5,000,000	\$ 1,200,000	4.50x
Commercial Dry Wall	\$ 3,500,000	\$ 5,257,632	\$ 1,186,444	2.65x
Growing Home Improvement & Remodeling Co	\$ 2,300,000	\$ 6,938,408	\$ 1,198,789	1.73x
Full Service Flooring Business	\$ 795,000	\$ 3,498,000	\$ 315,000	2.27x
Building Products Showroom & Design Cent	\$ 1,650,000	\$ 3,900,000	\$ 565,000	2.63x
Roofing Company for Sale DFW #2035	\$ 2,500,000	\$ 3,100,498	\$ 422,015	5.33x
Profitable Commercial Landscaping/Constr	\$ 5,200,000	\$ 4,477,752	\$ 993,989	4.71x
Project management made simple.	\$ 2,300,000	\$ 3,157,863	\$ 1,217,301	1.70x
Steel Fabrication & Installation Company	\$ 6,750,000	\$ 4,279,135	\$ 1,333,255	4.56x
Solar Sales & Installation - Growing, Pr	\$ 4,995,999	\$ 8,000,000	\$ 750,000	6.00x
Commercial Flooring Contractor Opportuni	\$ 3,300,000	\$ 7,851,509	\$ 899,223	3.30x
Tampa Bay Area Roofing Contractor for sa	\$ 950,000	\$ 4,069,094	\$ 454,599	1.88x
Fabulous Multi Million Dollar Business f	\$ 4,200,000	\$ 5,400,000	\$ 800,000	4.73x
Management of Residential & Commercial I	\$ 5,300,000	\$ 5,375,086	\$ 1,533,254	3.11x
Fire Sprinkler System Design, Install &	\$ 1,499,000	\$ 3,012,826	\$ 636,792	2.12x
General Contracting, Electrical & Mechan	\$ 6,200,000	\$ 4,756,828	\$ 1,472,747	3.79x
Take this Business to the Next Level	\$ 5,000,000	\$ 4,800,000	\$ 787,000	5.72x
Multi-Faceted Construction Business	\$ 1,795,000	\$ 4,520,000	\$ 333,800	4.84x

Due to the fact that comparable companies sourced from BizBuySell (BBS) are not precedent transactions, we have discounted their multiples by 10% to serve as a proxy based off of our professional experience to reflect our perceived value of what the company would ultimately sell for.

**ABC Company**  
**Comparable Companies**

Comparable	Sale Price or MVIC	Revenue	EBITDA	EBITDA Multiple
Maximum	\$ 7,990,000	\$ 8,000,000	\$ 3,150,000	11.26x
Minimum	\$ 749,000	\$ 3,012,826	\$ 195,000	1.34x

**High Value**

EBITDA	\$ 1,057,000
Multiple Applied	11.26x
<b>Adj. EBITDA Valuation</b>	<b>\$ 11,901,820</b>
<i>Rounded (1,000s)</i>	<i>\$ 11,902,000</i>

**Low Value**

EBITDA	\$ 1,057,000
Multiple Applied	1.34x
<b>Adj. EBITDA Valuation</b>	<b>\$ 1,416,380</b>
<i>Rounded (1,000s)</i>	<i>\$ 1,416,000</i>

# The Vant Group Overview

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*Section 04*



**Business Description**

**About The Vant Group**

- Experienced M&A firm since 1999
- Specialize in transactions for businesses with revenues up to \$100 Million
- Focused on the Southwest U.S. with a national footprint
- Motivated staff of MBAs and prior business owners
- Authority on Business Transfer having authored two books: EXIT and ENTRANCE
- Innovative Five-Point Advantage

**The Vant Group’s Mission**

*“When it comes to buying or selling a business, you can depend on the first-hand experience of The Vant Group – gained through buying and selling businesses for our own portfolio for the last 20 years. This experience coupled with 500+ business transactions provides the knowledge to assist you in every aspect of the business transfer process to obtain the outcome you desire.”*

**Our Values**





**The Vant Group Team**



**Alex Vantarakis, *Founder***



**Anthony Cullins, *Partner***



**Dirk Armbrust, *Managing Director***



**Dwayne Evans, *Managing Director***



**David Lockey, *Managing Director***



**Art Goodwin, *Managing Director***



**John Kaplan, *Managing Director***



**Hensay Qualah, *Associate***



**David Wang, *Corporate Counsel***



**Bob Dohmeyer, *SBA Valuations Banker***

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**Selected Transaction Experience**



Thornhill Catering  
**has been acquired by**  
 Vant Equity Group



Served as the exclusive sell-side intermediary



Marketing Candy from Rose  
 Group Companies, LP  
**has been acquired by**  
 Debby Stillabower



Served as the exclusive sell-side intermediary



Deep Ellum Brewing  
 Company  
**Valuation Services**  
 Dallas, TX



The Vant Group provided an Opinion Letter of Value to Deep Ellum Brewing Company

**Electrical Services  
 Provider**

*\*\*Name Redacted\*\**  
**Valuation Services**  
 Grand Prairie, TX



The Vant Group provided an Opinion Letter of Value to electrical contracting company Kevo Electrical Inc.



All Tech, LLC  
**Valuation Services**  
 McKinney, TX



The Vant Group provided an Opinion Letter of Value to electrical services provider All Tech, LLC



Your Opportunity Engine.

Integrity Staffing Solutions, Inc.  
**Valuation Services**  
 Tyler, TX



The Vant Group provided an Opinion Letter of Value to Integrity Staffing Solutions, Inc. for two franchise locations in LA and TX



Ducon Construction, Inc.  
 dba Southwest Lath & Plaster  
**has been acquired by**  
 Kihl Holdings, LLC



Served as the exclusive sell-side intermediary



Champion Life Safety  
 Solutions, LLC  
**has been acquired by**  
 Charles "Chuck" Henderson



Served as the exclusive sell-side intermediary



Cantwell Power Solutions, LLC  
**Valuation Services**  
 Fort Worth, TX



The Vant Group provided an Opinion Letter of Value to backup power solutions provider Cantwell Power Solutions, LLC



**Selected Industries Represented**

**Professional Services**

Commercial Landscape Janitorial Services	CPA Firm Website Hosting	Medical Billing IT Services	Environmental Consulting Civil Engineering Design
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**Consumer Services**

Call Center Pest Control	Carpet Cleaning Therapy Practice	Commercial Printer Glass Cleaning	HVAC Service Auto Services
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**Manufacturing**

Custom Door Pallet	Custom Glass Plastics Products	Electronics Tubular Products	Aircraft Parts & Supplies Commercial Sign
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**Wholesale / Distribution**

Building Supply Scrap Metal	HVACR Wholesaler Specialty Oxygen	Janitorial Supply Water Filtration	Promotional Products Wholesale Electrical
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**Construction**

Concrete Foundation Lathe & Plaster	Niche Construction Commercial Concrete	Pool Construction Fire Sprinkler	Stone & Masonry Supply General Contractor
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## The Five Point Advantage

Seller Representation	Buyer Representation	Valuation Reports	Advisory Services	Debt Funding
<p><i>“We’ve sold 80% of our listings vs. the industry average of 38%”</i></p>	<p><i>“Our Buyer Representation goes well beyond merely deal origination”</i></p>	<p><i>“Our clients obtain 97% of their appraised price because our business valuations are built on experience”</i></p>	<p><i>“Is your business ready to be sold at the maximum value?”</i></p>	<p><i>“Growth depends on capital”</i></p>
<ul style="list-style-type: none"> <li>▪ <b>Traditional Sale:</b> Synergistic Corporate Buyer or Individual Buyer; financing terms vary</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Corporate Buyer:</b> Increase the revenue and value of an existing business through acquisition</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Opinion of Value:</b> Basic report to gauge value</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Business Health Assessment:</b> Is a business ready to be sold at maximum value?; Implement TVG Advantage if necessary</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Buying a Business:</b> Up to 10%+ down payment, 10-year term, 8% interest rate</li> </ul>
<ul style="list-style-type: none"> <li>▪ <b>Facilitation Sale:</b> Buyer is identified by the seller and requires business transfer expertise</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Individual Buyer:</b> Live the <i>American Dream</i> by becoming a business owner</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Full Business Valuation:</b> Detailed report for exit planning, funding needs, and legal proceedings</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Revenue Growth and Cost-Reduction Services:</b> Ultimately increasing bottom-line profit</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Starting a Business:</b> Up to 30% down payment, 10-year term, 8% interest rate</li> </ul>
<ul style="list-style-type: none"> <li>▪ <b>Employee Buyout:</b> Up to 10% down payment, 0%-10% owner financing, 80%-90% bank financing</li> </ul>		<ul style="list-style-type: none"> <li>▪ <b>Accredited Business Valuation:</b> Specialty case valuation for certain non-standard purposes</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Employee &amp; Operational Effectiveness:</b> Having all employees moving in the same direction</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Working / Expansion Capital:</b> Terms based on profitability, accounts receivable, and projected revenue</li> </ul>
<ul style="list-style-type: none"> <li>▪ <b>Partner Buyout:</b> Up to 10% down payment, 90%-100% bank financing</li> </ul>			<ul style="list-style-type: none"> <li>▪ <b>Project-Based &amp; Monthly Consulting:</b> Guidance along the way to implement impactful strategies</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Owner-Occupied Real Estate:</b> Up to 10% down payment, 25</li> </ul>

## The Vant Group Difference

### Experienced in the Art of Business Transfer

- TVG Longevity and high number of closed transactions

### Entrepreneurial Mindset

- Buying and selling for our own portfolio for over 20 years

### Proactive Approach

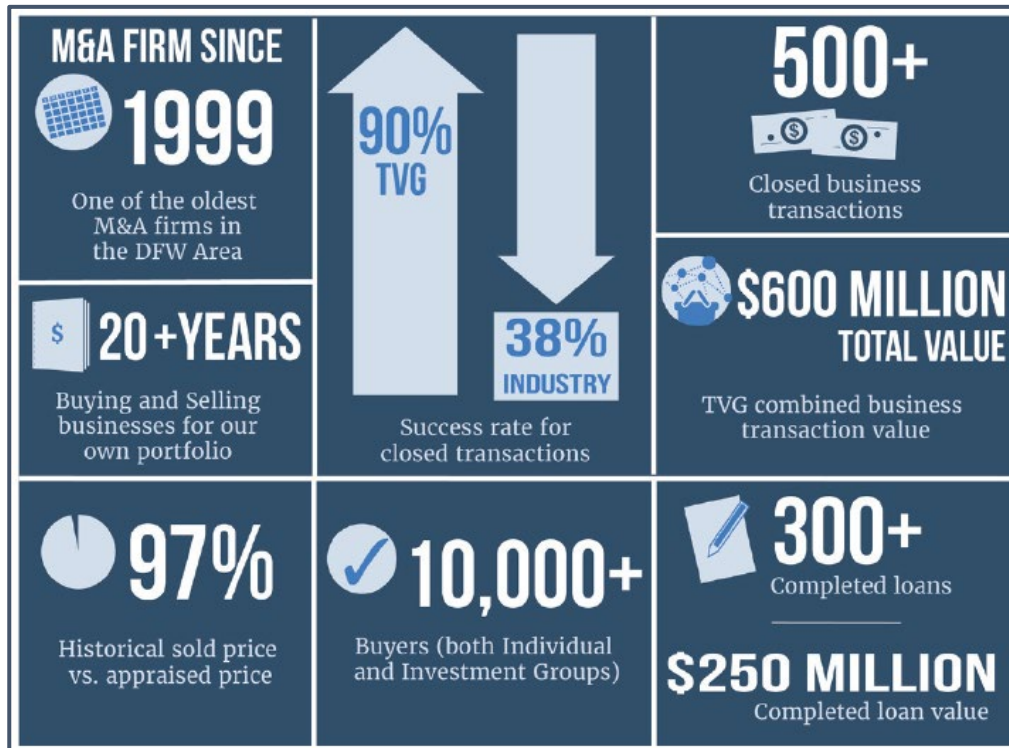
- Anticipating and eliminating “deal killers” before they happen

### Proven Methodology

- Systematic approach throughout the entire process

### Relationship Driven

- Extensive relationships with buyers, bankers, and professional service providers



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**The Vant Group**

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President  
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Dallas, TX 75252

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