



Business Opportunity Package

Sample Manufacturing Company Alias

Package prepared by: Bob Bruns

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Company Profile

Sample Manufacturing Company Alias

Not Verified

FO1147

Company develops, manufactures and commercializes a broad suite of intravascular ultrasound and functional measurement products that aid in the diagnosis and treatment of vascular and structural heart disease. It has been reported that over 70 million people in the United States have cardiovascular disease. Vascular disease, or atherosclerosis, is caused by the accumulation of fat-laden cells in the inner lining of the artery, leading to the formation of plaque or lesions. Accumulation of plaque in the arteries narrows the diameter of the inner channel of the artery, or the lumen, which reduces blood flow.

Through our expertise in transducer, catheter, software, and hardware technologies we provide endovascular solutions to clinicians to image, navigate, monitor physiological parameters, aid in the diagnosis and guide treatment of a patient's vascular disease. Company offers a broad suite products that we believe enhance the percutaneous interventional treatment of vascular and structural heart disease by improving the efficiency and efficacy of existing percutaneous interventional procedures and by enabling important new therapeutic solutions.

Financial

Not Verified

	Sales	\$966,000	% of sales
Cost of Goods Sold (COGS)		\$500,000	52%
Gross Profits		\$465,000	48%
Expenses, net of addbacks		\$112,757	12%
Sellers Discretionary Earnings		\$352,243	36%

Price and Terms - Business

Purchase Price	\$761,940
Seller Carry Available	\$76,194
Included Inventory	\$40,000
Equipment, Fair Market Value	\$50,000
Approximate Net Current, A/R-A/P	\$0
Debts to be assumed	\$0

Contact Information

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Financials

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Profit and Loss

Revenues, 12 months

Gross Sales	\$966,000
Returns	\$1,000
Adjusted Gross	\$965,000
Cost of Goods Sold (without labor)	\$500,000
Gross Profits	\$465,000

Expenses

Total Operating Expenses	\$200,000
Net Income	\$265,000

Specific Expenses

Owners Compensation (C-Corp)	\$50,000
Salaries and Wags	\$100,000

Positive Addbacks

Absentee Owner, Fair Market Value	\$0
Interest Paid	\$12,769
Depreciation	\$5,674
Amortization	\$0
One Time Expenses	\$5,000

Owners Perks

Personal Autos	\$7,800
Excess Personal Compensation	\$0
Personal Insurance	\$2,000
Other	\$4,000

Negative Addbacks

Fair Market Rent (if property is owned)	\$0
Uncompensated Family	\$0

Balance Sheet

Net Current Accounts that Transfer

Accounts Receivable	\$0
Accounts Payable	\$0
Notes Payable	\$0

Other Assets that Transfer

Saleable Inventory	\$40,000
Furniture Fixtures and Equipment	\$50,000
Leasehold Improvements	\$20,000
Other assets that Transfer	\$0

Calculated Earnings

Sellers Discretionary Earnings, SDE	\$352,243
EBIT	\$296,569
EBITDA	\$302,243

Questionnaire

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Risk Factors, 1 = high risk, bad 10 = low risk, good

Stability of historical earnings	5
Profit Trend	8
Industry Trend	7
Type of business	4
Location and Facilities	6
Stability and Skill of the Employees	3
Competition	4
Diversification: products, services, markets	4
Desireability & Marketability	6
Depth of Management	2
Terms of sale	2
Perception of Risk	5
Ease of Replication	4
Can you raise your prices?	6

Other Factors

Number of customers in the top 70% of sales	45
Number of years in business	5

Valuation Results

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Estimated Enterprise Value

Current Assets, Fair Market Value

Accounts Receivable	\$0
Inventory	\$40,000
Furniture, Fixtures and Equipment	\$50,000
Other Assets	\$0
Leasehold Improvements	\$20,000

Liabilities

Accounts Payable	\$0
Notes payable	\$0
Calculated questionnaire SDE multiple	1.62

Financial data

Sellers Discretionary Earnings	\$352,243
Gross Profit	\$465,000

Valuation Estimate

Low Value Estimate	\$676,055
High Value Estimate	\$761,941