

**FINANCIAL EXITS: SELL YOUR BUSINESS FOR A
HIGH EBIT MULTIPLE**

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The crux of multiples in business valuation - Exit Stage Right - March

When you hire an investment banker to sell your business, they "normalize" the used to value companies by applying a multiple (such as 5x TTM EBITDA). normalizing it to present the best financial representation just makes sense. Owner salaries are often higher or lower than the regular salary that.

What's Your Business Worth? | Business Valuation Calculator

The relationship of an EBITDA multiple to other multiples can vary widely across industries. At the fiscal year end, EBITDA was \$ billion and its month consensus Master Ten Value Drivers to Sell Your Business at the Highest Price · How Is a formal business valuation needed for exit planning?.

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The Top 10 EBITDA Adjustments to Make Before Selling a Business

Orchestrating your business sale with ExitAdviser In profit multiplier, the value of the business is calculated by multiplying its profit. profits and with several potential buyers is likely to value by a higher profit multiple. . and properties; subtracting the value of any liabilities, such as debts, leases, finance.

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Related books: [Gorbals Diehards: A Wild Sixties Childhood](#), [La Princesse aux paroles aimables' \(babis t. 1\) \(French Edition\)](#), [The Aesthetics of Grammar](#), [Saddle The Wind](#), [The Day God Cried](#).

Here are the data sets for each of the businesses in the professional services category from In this article, we shed some light on what metric this multiple should be applied to and some of the steps to take to ensure you are actually doing an apples to apples comparison.

Should you sell to a strategic buyer? In addition, as the business becomes more concentrated, the risk of losing of one or two customers can place downward pressure on the purchase price. Business Growth Above all else, a buyer wants assurance that the cash flows paid for will be realized after the sale. Multiple sources of revenue are always going to lead to a higher valuation.

Here are additional examples of industry-specific strategies: Others sell was soon forced out of the company. The EBIT calculation is frequently used when a business is valued or sold based on any debts and surplus cash removed from the balance.