



FairExit
— ADVISORS —

Certified Valuation Report

For legal proceedings, partnership disputes, estate planning
and businesses with greater than \$50M in annual revenue.

Certified Valuation Report

A comprehensive analysis crafted by NACVA-certified experts, meeting USPAP and NACVA standards. Ideal for situations requiring thorough scrutiny, such as legal proceedings, partnership disputes, and estate planning, this 65+ page report provides a detailed and defensible fair market value assessment.

Why this matters

Gain the advantage of a defensible valuation, backed by comprehensive documentation and methods tailored for complex businesses.



Key features

- **Valuation Summary:** A clear overview of estimated selling price, equity value, and key insights.
- **Adjusted Financials:** Enhanced financials for a clearer view of performance.
- **Owner's Interview:** Direct insights from owners and management.
- **Discount Rate:** In-depth explanation of the applied discount rate.
- **Market Approach:** Valuation using industry-relevant multiples.
- **Asset Approach:** Valuation based on net asset value.
- **Income Approach:** Focus on income-generating potential.
- **Industry Benchmarking:** Comparison with industry peers.
- **Comparable Transactions:** Context from similar market transactions.
- **Accessible Support:** Connect with a certified appraiser for interviews, video summaries, and consultations.

Frequently Asked Questions

What information do I need to get started?

The data collection process usually takes about 30-45 minutes to collect. At a high-level, here's what we'll need from you:

General Business Information

- Company Owner(s) Full Name(s)
- Company Owner(s) Title(s)
- Company's Primary Address
- Legal Business Name i.e. ABC, LLC
- DBA, if applicable
- Transaction and ownership history
- Company website, if applicable
- Entity type i.e. LLC, Partnership, C-Corp, Non-profit, etc.

Financials

You can choose to upload either financial statements (Profit & Loss Statement and Balance Sheet) or tax returns of the business for the last five full years, current year and/or trailing 12 months for highly seasonal businesses. Tax returns are usually preferred if you are buying or selling a business; however, financial statements are usually preferred for strategic planning purposes. Consult with your advisor, lender, or CPA regarding their preference.

How long will the valuation process take?

The valuation process typically takes 4 weeks, depending on your business's complexity.

When does it make sense to get a certified valuation?

Business owners should consider obtaining a certified business valuation at critical points, such as when preparing to sell or buy a business, securing financing, planning for succession, handling legal disputes, or assessing financial stability for contracts and partnerships. A valuation provides an objective, in-depth analysis of a company's worth, supporting informed decision-making and helping protect the business's financial interests.