

i Please refer to page 2 for important disclosures.

The bizval Pizzeria
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ESTIMATED VALUATION

R 11,944,000



R 10,749,000

RANGE



R 13,139,000



Annual Revenue
R 33,000,000



Number of Employees
Between 21 and 50



Age of Business
Three to five years



Property Value
R 0



Operating Sector
Restaurants



Operating Region
Africa - Southern

METHODOLOGIES

Discounted Cash Flow (DCF)
R 16,936,000

How to improve this

Focus on profitable growth so your future cash flows increase

Give yourself breathing room: collect debtors faster and pay creditors later

Keep inventory and capital investment under control to preserve cash

Earnings Multiple
R 7,170,000

How to improve this

Increase your existing earnings with higher sales, bigger margins or lower expenses

Improve the quality of earnings by having more customers and reducing concentration risk

Net Asset Value (NAV)
R 1,200,685

How to improve this

Invest in attractive assets at prices below their market value

Pay off your debts to increase the level of equity in the business

IMPORTANT DISCLOSURES

The DCF may be zero if your business is not currently achieving a sufficient return on capital. The earnings multiple result may be zero if your business is loss-making. In this case, the NAV method takes into account the replacement value of your assets vs. levels of debt.

If you are a startup and you have developed your own technology, then the traditional valuation methodologies may vary significantly from what your business is worth to the right buyer.

If your business is growing quickly, then the DCF method is best as it gives the most credit to future cash flows rather than existing profits.

A more mature business with steady earnings should focus on the results of the DCF and earnings multiple methodologies.

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