

Project Goggles

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| Issues | <ul style="list-style-type: none">▪ The owners of a safety products manufacturer and distributor were looking to divest the business.▪ There was substantial growth potential in the business that needed to be captured in the valuation. |
| Challenge | <ul style="list-style-type: none">▪ Provide a commercial valuation to give the owners a basis upon which to treat with prospective purchasers. |
| Outcomes | <ul style="list-style-type: none">▪ Our report identified the value associated with potential future growth in the business.▪ Armed with enhanced knowledge of the business value, the proprietors were better able to evaluate offers.▪ The purchase price offered did not adequately reflect the business value, and the proprietors elected to retain the business. |
| Result | <ul style="list-style-type: none">▪ By producing a commercial valuation report, we provided a framework in which to evaluate the offers received. |
| Solutions | <ul style="list-style-type: none">▪ Business valuations▪ Distressed M&A |