

# SME Share Valuation – Field Data Sheet

## 1. INPUTS

| Transaction Type         | Value | Notes  |
|--------------------------|-------|--|
| Revenue (LTM)            |       | Last 12 months revenue                                   |
| EBITDA (Normalized)      |       | Adjusted EBITDA used for multiple                        |
| EBITDA Multiple          |       | Typical SME range 3–6 years (for Business buyout ONLY)   |
| Total Assets (FMV)       |       | Fair market value of assets (asset approach)             |
| Total Liabilities        |       | All debts and obligations                                |
| Shares Outstanding       |       | Total issued shares (all classes combined if applicable) |
| Retained Earnings        |       | Accumulated after-tax profits (equity)                   |
| Minority Discount *      |       | Example: 0.20 (20%)                                      |
| Marketability Discount * |       | Example: 0.15 (15%)                                      |
| Weight Income Approach * |       | Example: 0.70 - (If 100% enter 1)                        |
| Weight Assets Approach * |       | Auto calculation - Weighted Income and Assets must =100% |

## 2. SHAREHOLDERS

| Shareholder | Shares | # Years Share Held |
|-------------|--------|--------------------|
|             |        |                    |
|             |        |                    |
|             |        |                    |
|             |        |                    |
|             |        |                    |

## 3. EXIT CALCULATIONS

Starting Year: \_\_\_\_\_

Current Year: \_\_\_\_\_

| Other Interests | Asset | Value | Income |
|-----------------|-------|-------|--------|
|                 |       |       |        |
|                 |       |       |        |
|                 |       |       |        |