

# Valuation Overview

## sbLiftOff Valuation Services

**Are you looking to sell all or part of your company?  
Maybe you're looking to restructure or bring on a partner?**

An sbLiftOff valuation provides you with the support to make informed decisions with actionable insights. Our transaction and consulting experience enables us to analyze, model, and value companies.

## sbLiftOff Speaks GovCon

Our valuation service is GovCon specific. GovCon is different than the commercial market and understanding your company's value must incorporate GovCon specific measures.

## Additional Valuation Considerations

- Robust Backlog
- Profit Margins
- Sustained Growth
- Pipeline of New Opportunities
- Diverse Customer/Contract Base
- Set-Aside Work
- Percentage of Prime Contracts

## The sbLiftOff Valuation Package

sbLiftOff will perform an extensive review of financial and non-financial information to produce a valuation package to determine the fair market value. Milestone and deliverables included in the valuation package include the following:



Detailed analysis of financial statements



Prepare pro forma financial statements



Evaluate Backlog headwinds and tailwinds



Sensitivity analysis on current and future enterprise values



Walk of purchase price to net proceeds—i.e. cash in seller's pocket



Tactical recommendations to maximize enterprise value