

# Sample asset valuation report – historical operating results

Following slide showcases information about historical operating results of ABC corporation with the help of cashflow statement and statement of financial position.

## Historical Operations

- 1
- Regular subscription revenue have increased from \$00X MM to \$00X MM over an operating span of 5 years
- 2
- Regular subscription costs reflect standard industry music content royalties and account for 30% of revenues
- 3
- Direct costs for "on-demand" subscriptions are fixed and ranges from \$00X per minute to \$00X per minute for content development. To date, approximately 00X programs have been developed, totaling \$0X MM
- 4
- About 00% expenses are of labor costs with balance representing 3rd party consultation and facility cost (Operating, sales and marketing, general and administration expenses are semi-variable in nature). Expenses increase pro-rata with "On-demand" revenues
- 5
- ABC corporation incurred about \$0X MM in research and development over a span of 5 years
- 6
- General brand and marketing costs 1/3rd of total S&M spend, which is 00% of revenues
- 7
- Financial position involves \$0X MM of working capital, \$00X MM of PP&E, \$00X MM of net debt

|                   | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|-------------------|------|------|------|------|------|------|
| 1 Revenue         |      | 100  | 104  | 108  | 114  | 121  |
|                   | -    | -    | -    | -    | -    | 40   |
| 2                 | 33   | 33   | 33   | 33   | 33   | 33   |
| 3                 | 67   | 100  | 200  | 440  | 600  | 600  |
|                   | -    | -    | -    | 21   | 41   |      |
|                   | 33   | 33   | 33   | 33   | 33   | 33   |
| Income Profit     |      | 33   | 33   | 33   | 33   | 33   |
| 4 Operating Costs | 11   | 10   | 21   | 21   | 21   | 21   |
| 5 R&D             |      | 4    | 11   | 21   | 44   | 12   |
|                   | 11   | 26   | 32   | 62   | 67   | 99   |
| 6 S&M             | 10   | 21   | 36   | 66   | 101  | 121  |
| 7 G&A             | 0    | 0    | 11   | 10   | 21   | 25   |
| EBITDA            | (10) | 4    | 33   | 70   | 110  | 170  |
|                   |      | 4%   | 8%   | 10%  | 17%  | 20%  |
| Depreciation      |      | 66   | 70   | 90   | 90   | 90   |
| EBIT              | (10) | (62) | (36) | (20) | 40   | 71   |
| Tax               |      |      |      |      |      |      |
| Depreciation      | -    | (60) | (70) | (80) | (80) | (80) |
| Income            | 200  | 171  | 101  | 122  | 110  | 110  |
| Working Capital   |      | 0    | 10   | 10   | 20   | 10   |
|                   | 33   | 33   | 33   | 33   | 33   | 33   |

| Statement of Financial Position |    |                      |    |
|---------------------------------|----|----------------------|----|
| Net working capital             | 33 | Net debt             | 33 |
| Broadcasting PP&E               | 33 | Equity               | 33 |
| Total Assets                    | 33 | Liabilities & equity | 33 |

R&D - Research and Development  
S&M - Sales and Marketing  
G&A - General and Administrative  
PP&E - Property, plant, and equipment



# Asset Management Valuation Survey

**VTAC**

The logo for VTAC, featuring a stylized red and white circular graphic to the right of the text.

## **Asset Management Valuation Survey:**

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**Valuing a Property Management Company** Shannon P. Pratt,1988

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