

How do you Amplify Value?

“AN INVESTMENT IN KNOWLEDGE PAYS THE BEST INTEREST.”

Projection Risk - Historical Experience Versus Forecasts

Company Financial Risk (Debt or Leverage Ratios)

Operational Risks (Fixed Costs to Sales)

Customer Concentration

Product Concentration

Market Concentration

Vendor Concentration

Customer Attrition

Key Person Risk

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Positive Correlation

Value Drivers

The blocking and tackling risk factors have never mattered more than in COVID-19

Profitability Trend

Competitive Position

Retention, Depth and Quality of Staff

Revenue and Earnings Growth Trends

Depth and Quality of Management Team

Industry Risk (Firm ROA to Industry ROA)

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Negative Correlation