

Title Industry Business Valuation and M&A Road Map



1. Initial Valuation

How much is the agency potentially worth?

- Market Multiples Report**
Gain understanding of market transaction multiples from recent comparable transactions
- Normalized Cash Flow Analysis**
Gain understanding of normalized cash flows generated by agency as well as cash to accrual considerations
- Benchmark Report**
Gain understanding of key financial metrics compared to industry peers (Optional)



2. Synergy Assessment

Would the transaction make a smart combination?

- Client Base Analysis**
Identify synergies and redundancies
- Relationships and Fit**
Are the key employees a good fit culturally and operationally?
- Technology Considerations**
Gain understanding of system platforms to identify synergies and challenges
- Risk Assessment**
Gain understanding of the risks associated with the transition, merge or sale of agencies
- Earnout Provisions**
Gain understanding of the structure of potential earnout scenarios
- Goodwill**
Assess the monetary value of reputation, influence, and goodwill of the agency



3. Opportunity Assessment

Do we have the opportunity to buy/sell & for how much?

- Detailed Financial, Tax and Profitability Due Diligence**
Gain detailed understanding of cash flows, profitability, cost structure, balance sheet/working capital requirements and tax matters of target buyer or seller to substantiate contemplated transaction consideration price (can be shared with co-investors or lenders)
- Transaction Valuation**
Construct a detailed valuation model of the contemplated transaction
 - General ledger accounting analysis
 - Escrow accounting analysis



4. Transaction Execution

How do you assist with the execution of the transaction?

- Transaction Diligence**
Transaction execution including tax structuring considerations
- Deal Execution**
Putting the transaction details on paper and executing the deal



Post Transaction

What happens after the transaction?

- Ongoing tax & compliance work
- Purchase price allocation analysis for financial and tax reporting
- Integration:
 - People
 - Processes
 - Systems



For more information on Aprio Title Industry Business Valuation and Transaction Advisory services, contact:

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