



IBG Business Valuation Services

May 2004

Business valuations are considered an essential part of any business. Knowing the value of your business will help you create and manage your company so that it has premium value to you.

IBG has consulted exclusively for beverage suppliers and wholesalers nationally since 1986. IBG professionals have over 50 years of extensive experience in all aspects of beverage sales, marketing, administration and operations at both wholesale and supplier levels.

Additionally, our experience includes national public accounting experience as well as valuation experience at the supplier level where over 200 valuations were performed. We have valued distributorships ranging from less than 200,000 cases to over 15 million cases covering all brands sold in the United States. Our valuation methodology has been legally tested and has withstood the scrutiny.

IBG sees more than trucks, forklifts, inventory and property. We see the value underlying your company. Throughout the more than 15 years we have valuing businesses for our clients we have always brought clarity to difficult and complex situations.

Our familiarity of industry policies, procedures and our hands-on experience allows IBG to cut through time-consuming industry specific issues others typically are unfamiliar with. In other words, there is no learning curve.

Whether your purpose is tax or estate planning, restructuring a loan, management incentive programs, buying, selling or merging all or part of a business or just curiosity, IBG will provide a fair determination of the value at a reasonable, fair price.

If you have a need to determine an objective, independent and accurate value of your business, please contact us and we will be happy to discuss. There is no obligation.