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SAMPLE REPORT · FICTITIOUS BUSINESS

VALUATION REPORT · LIMITED SCOPE · SAMPLE

Sample Cafe Pty Ltd

Market value of all the shares in the Company, which runs a suburban café, at 30 June 2026. A fictitious business, shown to illustrate a $699 + GST Limited Scope Valuation.

ALL THE SHARES IN THE COMPANY

$145,000

Range $127,500 to $162,500
Business value $157,500

Guided by **APES 225 Valuation Services**. APES 225 is the recognised Australian benchmark for valuation work. We follow its guidelines.

PREPARED FOR	VALUATION DATE	REPORT DATE	REFERENCE
The directors of Sample Cafe Pty Ltd (fictitious)	30 June 2026	12 November 2026	SAMPLE-2026-001

Sample · Limited Scope Valuation · Signed: sample only. This report was prepared fully online from records supplied by the owner, which were relied on and not audited, plus a free 15-minute call with the valuer. Figures are rounded to the nearest $500.

RESTRICTION ON USE: SAMPLE ONLY, NOT FOR RELIANCE

This is a sample. Sample Cafe Pty Ltd is a fictitious business and every figure in this report is invented to show the format and content of an Independent Business Valuation limited scope valuation report. It is not a valuation of any real business and no one may rely on it. In a client report this box limits use to the stated purpose and the named intended users, and states that the report is not an expert report for a court or tribunal.

Independent Business Valuation is operated by Valuation Group Pty Ltd, ABN 48 702 469 252 · Independent Business Valuation is part of Valuo · independentbusinessvaluation.com.au

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ABOUT THIS SAMPLE

This is what a $699 + GST Limited Scope Valuation from Independent Business Valuation looks like. It is for one business or ownership interest with annual turnover under $1 million and financial statements available. The business, its owner and every figure are fictitious, so the numbers here say nothing about what your business is worth.

A real report follows the same structure: the agreed subject and date, the method, the key assumptions and the limits of the scope, done fully online with a free 15-minute call with the valuer. Section 8 explains when the $1,495 + GST Full Valuation Report is the better choice.

1. SUMMARY

All the shares in Sample Cafe Pty Ltd: $145,000 at 30 June 2026, within a range of $127,500 to $162,500

A limited scope valuation of a fictitious business, on records supplied by the owner and not audited.

EXHIBIT 1

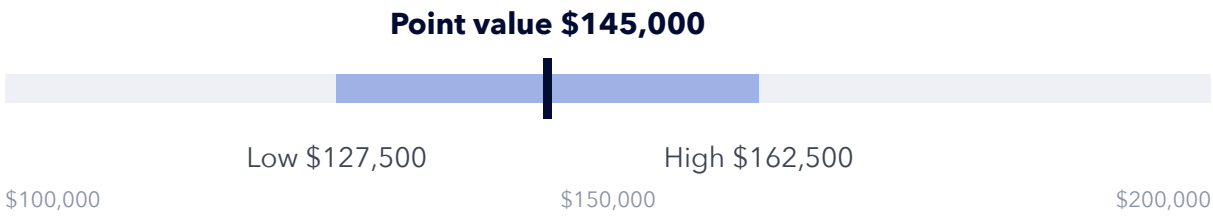
Value at 30 June 2026

	LOW	POINT	HIGH
Maintainable earnings (EBITDA after a market manager cost)	$70,000	$70,000	$70,000
Multiple of maintainable earnings (our judgement)	2.00x	2.25x	2.50x
Business value	**$140,000**	**$157,500**	**$175,000**
Add cash, less debts and amounts owed (section 6)	−$12,500	−$12,500	−$12,500
All the shares in the Company	**$127,500**	**$145,000**	**$162,500**

Source: our valuation workings, 12 November 2026 (sample).

EXHIBIT 2

All the shares: the range and the point value



Source: Exhibit 1.

1.1 **What was valued.** All the issued shares in Sample Cafe Pty Ltd (the Company), which owns and runs a 60-seat suburban café (the Business). The Company and the Business are fictitious. The basis is market value at 30 June 2026 (the Valuation Date).

1.2 **How.** Recorded EBITDA for FY2024 to FY2026 was adjusted to show what a buyer could expect to earn each year, including the cost of paying a manager in place of the owner. We adopted maintainable earnings of $70,000 and applied a multiple of 2.00x to 2.50x,

our judgement for this fictitious business, giving a business value of $140,000 to $175,000. Cash is then added and debts deducted (section 6).

1.3 **The point value.** We place the value of all the shares at $145,000, the middle of the range, using a multiple of 2.25x.

1.4 **Limited scope.** This is a Limited Scope Valuation Engagement, done fully online. We relied on the financial statements and answers the owner gave us and did not audit or verify them. If a full valuation engagement had been performed, the results may have been different.

1.5 **What would change it most.** Each $5,000 a year of maintainable earnings moves the point value by about $11,250, and each 0.25 of multiple moves it by $17,500 (Exhibit 9).

2. ENGAGEMENT AND SCOPE

Who engaged us, what we valued and on what basis

2.1 Who engaged us

The directors of Sample Cafe Pty Ltd, a fictitious company, engaged us by signing our engagement letter. In a client report this paragraph names the engaging party and the date of the engagement letter.

2.2 Purpose

Internal planning: the owner wants an early, independent view of value before deciding whether to sell within the next two years. A limited scope valuation suits a figure only the owner will use. It is not intended for a sale, a tax return or a dispute (section 8).

2.3 What was valued

All the issued shares in the Company (100 ordinary shares, held by one shareholder), valued as a whole. The Company owns the Business, including its plant and equipment, stock and the lease of the premises.

2.4 Basis of value

Market value: the price that would be negotiated in an open and unrestricted market between a knowledgeable, willing but not anxious buyer and a knowledgeable, willing but not anxious seller, acting at arm's length.

2.5 Premise of value

A going concern: the Business continues to trade and is sold as a whole, with its staff, lease and equipment.

2.6 Dates

Valuation Date: 30 June 2026, the end of the Company's financial year. Report date: 12 November 2026. Events after the Valuation Date are not reflected.

2.7 Who may rely on this report

In a client report: the directors of the Company only, for the purpose in paragraph 2.2. This sample may not be relied on by anyone.

2.8 Type of engagement

A Limited Scope Valuation Engagement. The scope was agreed in writing before work started and limits the information we reviewed and the procedures we carried out. If a full valuation engagement had been performed, the results may have been different.

2.9 Scope of work

Fully online. The owner uploaded the financial statements for FY2024 to FY2026, the balance sheet at 30 June 2026, the fixed asset register and the lease through the secure upload link on the matter. We held the free 15-minute call with the owner to confirm the adjustments in section 4. We did not visit the premises, inspect the equipment, read the general ledger, or check the records against bank statements or tax returns.

2.10 Independence and fee

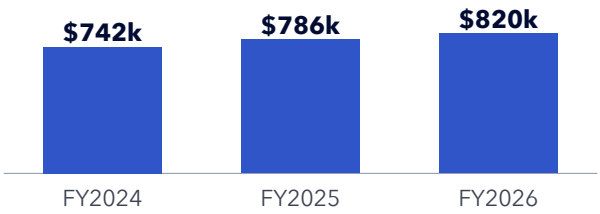
The opinions in this report are independent. We have no interest in the Company or in the outcome, and we accepted no instruction requiring a predetermined result. The fee was a fixed $699 + GST, agreed in writing before work started. Our fee does not depend on the conclusion, content or future use of this report.

3. THE BUSINESS AND ITS TRADING

Revenue grew to $820,000 in FY2026 and recorded EBITDA rose each year

EXHIBIT 3

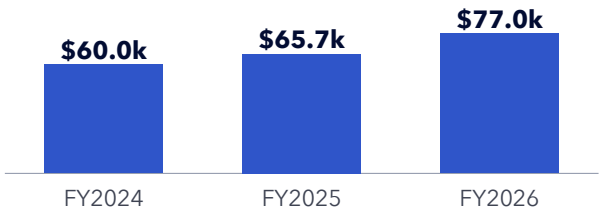
Revenue by financial year



Source: financial statements supplied by the owner, not audited.

EXHIBIT 4

Maintainable EBITDA by financial year



Source: Exhibit 6. After a market manager cost and the other adjustments.

EXHIBIT 5

Profit and loss, FY2024 to FY2026

	FY2024	FY2025	FY2026
Revenue	$742,000	$786,000	$820,000
Cost of food and beverages	−$237,400	−$247,600	−$254,200
Gross profit	**$504,600**	**$538,400**	**$565,800**
Staff wages and super	−$248,000	−$266,500	−$286,400
Owner's wages and super	−$60,000	−$60,000	−$60,000
Rent and outgoings	−$69,000	−$70,500	−$72,000
Utilities	−$16,900	−$17,800	−$18,600
Other operating costs	−$30,700	−$39,600	−$41,800
EBITDA as recorded	**$80,000**	**$84,000**	**$87,000**
Depreciation	−$17,000	−$15,500	−$14,000
Interest	−$4,200	−$3,600	−$3,000
Net profit before tax	**$58,800**	**$64,900**	**$70,000**

Source: financial statements supplied by the owner, not audited. EBITDA: earnings before interest, tax, depreciation and amortisation.

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Not a valuation of any real business

3.1 The Business is a 60-seat café in a suburban shopping strip, open seven days for breakfast and lunch, with takeaway coffee making up a large share of sales. It employs about 10 staff, most part time. The owner works in the Business full time as its manager. (All of this is fictitious.)

3.2 Revenue rose 5.9% in FY2025 and 4.3% in FY2026. The cost of food and beverages fell from 32.0% of revenue to 31.0%, which the owner put down to a menu change and tighter ordering.

3.3 The premises are leased. The owner told us the lease has four years to run plus a five-year option, and that rent is $75,000 a year from 1 July 2026. We read the lease for the rent and term only.

3.4 Cafés compete on location, quality and service, and wages are usually their largest cost. Their value depends heavily on the lease, the staff and whether trade would continue under a new owner. This sample does not include an industry review; a Full Valuation Report adds one where it matters.

4. MAINTAINABLE EARNINGS

Maintainable earnings are $70,000 a year, after paying a manager in place of the owner

EXHIBIT 6

From recorded EBITDA to maintainable EBITDA

	FY2024	FY2025	FY2026
EBITDA as recorded	$80,000	$84,000	$87,000
Add back: owner's wages and super as recorded	$60,000	$60,000	$60,000
Deduct: market cost of a full-time café manager	−$78,000	−$78,000	−$78,000
Add back: one-off coffee machine rebuild	Nil	Nil	$6,500
Add back: owner's private car costs	$4,000	$4,200	$4,500
Deduct: rent restated to the current lease rent	−$6,000	−$4,500	−$3,000
Maintainable EBITDA	**$60,000**	**$65,700**	**$77,000**

Source: financial statements and the free 15-minute call with the owner. Adjustments as told to us and not tested.

4.1 **The owner's wage.** The owner draws $60,000 a year and works full time as manager. A buyer would need to pay a manager, so we replaced the recorded wage with our estimate of the market cost of a full-time café manager, $78,000 including super. This is our assumption for this sample, not a wage survey.

4.2 **One-off and private costs.** FY2026 includes a $6,500 rebuild of the coffee machine, which the owner said will not recur. Each year includes the owner's private car costs ($4,000, $4,200 and $4,500), which a buyer would not bear.

4.3 **Rent.** Each year is restated to the rent of $75,000 a year that applies under the lease from 1 July 2026, a step known at the Valuation Date.

4.4 **Weighting.** We weighted the three years 1, 2 and 3, giving more weight to the most recent year: (1 × $60,000 + 2 × $65,700 + 3 × $77,000) ÷ 6 = $70,400.

4.5 **Adopted.** We adopted $70,000, slightly below the weighted average, because the FY2026 rise is one year of results and the cost savings behind it have not yet been tested over a full second year. This is our judgement.

5. METHOD, MULTIPLE AND BUSINESS VALUE

A multiple of 2.00x to 2.50x gives a business value of $140,000 to $175,000

EXHIBIT 7

Methods considered

METHOD	USED?	WHY
Capitalisation of maintainable earnings	Primary	A profitable, established small business is usually bought on a multiple of its earnings.
Net assets	Cross-check	The tangible assets set a floor and show how much of the value is goodwill (section 6).
Discounted cash flow	Not used	There is no reliable forecast, and a limited scope valuation does not build one.
Industry rules of thumb	Not used	A rule of thumb is not evidence of what a buyer would pay for this business.

Source: our analysis.

5.1 **The multiple is our judgement.** We applied 2.00 to 2.50 times maintainable EBITDA, with 2.25 times for the point value. This is our judgement for this fictitious business. It is not drawn from market data and should not be applied to any other business.

5.2 **What holds it up.** Three years of rising revenue, a lease with four years to run plus an option, and earnings that already carry the cost of a manager, so a buyer is not buying a job.

5.3 **What holds it down.** A small business that relies on one site and a small team, a recent margin gain that is not yet proven, and low barriers to a new café opening nearby.

EXHIBIT 8

Business value

	LOW	POINT	HIGH
Maintainable EBITDA	$70,000	$70,000	$70,000
Multiple	2.00x	2.25x	2.50x
Business value	**$140,000**	**$157,500**	**$175,000**

Source: Exhibit 6 and our judgement of the multiple. The business value includes the plant and equipment and a normal level of stock, net of normal trade creditors.

EXHIBIT 9

Sensitivity of the business value to earnings and the multiple

MAINTAINABLE EBITDA	2.00X	2.25X	2.50X
$65,000	$130,000	$146,250	$162,500
$70,000	**$140,000**	**$157,500**	**$175,000**
$75,000	$150,000	$168,750	$187,500

Source: our workings. The adopted earnings are shown in bold.

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6. FROM BUSINESS VALUE TO THE SHARES

After cash and debts, all the shares are worth $127,500 to $162,500

EXHIBIT 10

From business value to all the shares

	LOW	POINT	HIGH
Business value	$140,000	$157,500	$175,000
Add: cash at bank	$31,000	$31,000	$31,000
Less: equipment finance	−$24,000	−$24,000	−$24,000
Less: GST and PAYG payable	−$10,500	−$10,500	−$10,500
Less: staff leave owed	−$9,000	−$9,000	−$9,000
All the shares in the Company	**$127,500**	**$145,000**	**$162,500**

Source: balance sheet at 30 June 2026 supplied by the owner, not audited.

EXHIBIT 11

Balance sheet at 30 June 2026 and the goodwill check

	AMOUNT
Cash at bank	$31,000
Stock	$14,000
Prepayments	$3,000
Plant and equipment (written-down value)	$58,000
Total assets	**$106,000**
Trade creditors	−$15,000
GST and PAYG payable	−$10,500
Staff leave owed	−$9,000
Equipment finance	−$24,000
Net assets (book value of the shares)	**$47,500**

Source: balance sheet supplied by the owner, not audited. There are no shareholder loans.

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6.1 **Normal working capital stays with the business.** Stock ($14,000) and prepayments ($3,000), less trade creditors ($15,000), leave $2,000 of working capital, which we treat as a normal level that comes with the Business and is inside the business value.

6.2 **The goodwill check.** The plant and equipment at book value plus normal working capital come to $60,000. The business value of $140,000 to $175,000 therefore includes goodwill of about $80,000 to $115,000 ($97,500 at the point value). Book value is a rough guide only: we did not inspect the equipment.

6.3 **Two ways to the same answer.** The point value of the shares, $145,000, less their book value of $47,500, is $97,500: the same as the goodwill at the point value, $97,500.

7. INFORMATION, ASSUMPTIONS AND LIMITATIONS

The value rests on records the owner supplied, which we relied on and did not audit

7.1 **Information relied on.** Profit and loss statements for FY2024 to FY2026; the balance sheet at 30 June 2026; the fixed asset register; the lease; and the owner's answers on the free 15-minute call. In a client report each document is listed with its date.

7.2 **Not audited or verified.** We relied on these records and did not audit or verify them. We did not see bank statements, tax returns, activity statements, payroll records or the general ledger, and we did not test the owner's explanations of the adjustments in section 4.

7.3 **Assumptions.** The records are complete and correct. The lease runs as described and the option can be exercised. The equipment is owned by the Company, works and is not subject to any security other than the equipment finance shown. There are no undisclosed liabilities, claims or tax debts. Staff would stay with a buyer, and trade would continue under a new owner.

7.4 **Representation letter.** Before the final report, the client signs a representation letter confirming the information supplied is complete and correct.

7.5 **Limited scope.** This is a Limited Scope Valuation Engagement. If a full valuation engagement had been performed, the results may have been different.

7.6 **Not advice.** This report is not tax, legal or financial product advice. Questions of tax and law are for your advisers.

7.7 **Terms used.** Business value is the value of the Business as a going concern, including its plant, equipment and normal working capital, before cash and debts. EBITDA is earnings before interest, tax, depreciation and amortisation. Maintainable earnings are the yearly

earnings a buyer could reasonably expect to continue. The multiple is the number of years of maintainable earnings a buyer would pay. Goodwill is the part of the business value above the tangible assets. Market value is defined in paragraph 2.4.

7.8 **Not for court.** A report prepared for commercial or tax purposes is not a court expert report. Court or tribunal work is a separate engagement with its own fee.

7.9 This report is guided by APES 225 *Valuation Services*, issued by the Accounting Professional & Ethical Standards Board. We follow its guidelines because it is the recognised Australian benchmark for how a valuation should be carried out and reported.

8. WHAT LIMITED SCOPE MEANS

Limited scope suits a figure only you will use; a Full Valuation Report suits a figure others may test

8.1 **What limited scope means.** A limited scope valuation is still a valuation, but within limits on the information and procedures agreed before we start, and the report says so. It is done fully online, relies on your records without auditing them, and includes a free 15-minute call with the valuer.

8.2 **When it fits.** Internal planning, an early look before a sale or a restructure, or a figure only you will use, for a business or ownership interest with annual turnover under $1 million and financial statements available.

EXHIBIT 12

Limited Scope Valuation or Full Valuation Report

	LIMITED SCOPE VALUATION	FULL VALUATION REPORT
Fixed fee	$699 + GST	$1,495 + GST
Annual turnover	Under $1 million	Under $2 million (larger bands have their own fixed fee)
Usual purpose	Internal planning, an early look, a figure only you will use	A sale or purchase, a shareholder or partner change, a family transfer, a tax return, or a figure a buyer, lender, the ATO or another shareholder may test
Earnings	Adjustments as told to us on the call, not tested	Normalised: owner wages reset to a market rate, one-off costs removed, related-party rent tested

	LIMITED SCOPE VALUATION	FULL VALUATION REPORT
The business	A free 15-minute call	A free 15-minute call plus a conversation about customers, staff, the lease and risks the accounts do not show
Method	A primary method with a simple check	A primary method cross-checked against a second approach where the evidence allows
The interest	Valued as stated	How control, minority holdings and any shareholders agreement were treated
Report	Labelled limited scope, signed by a qualified valuer	The complete analysis, reviewed and signed

Source: Independent Business Valuation fee schedule and scope descriptions, November 2026.

8.3 **Not sure which you need?** Your free 15-minute call settles it, and the scope is confirmed in writing before you engage us. A dispute heading to a court or tribunal needs an expert report, which is a separate engagement quoted in writing.

9. THE VALUER AND DECLARATION

Signed by a qualified business valuer

In a client report this section names the valuer who signs the report and sets out their qualifications and experience. This sample does not name a person.

- The opinions in this report are independent. We accepted no instruction requiring a predetermined result, and our fee does not depend on the conclusion, content or future use of this report.
- Where information could not be verified, this report says so.
- Software helps us organise and check information. A qualified valuer makes every valuation judgement and signs every report.

SAMPLE

Signed by a qualified business valuer, Independent Business Valuation

Signature: sample only, not signed

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Want this for your business?

A Limited Scope Valuation is $699 + GST for one business or ownership interest with annual turnover under $1 million. Fully online, signed by a qualified business valuer, with a free 15-minute call included. A Full Valuation Report is $1,495 + GST for turnover under $2 million.

The fixed fee applies once we confirm the interest, purpose, structure and records fit the fixed-fee scope. Anything outside it is quoted in writing before we start.

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