



VENTURE VALUATION

VALUATION REPORT

Sampletec

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EXECUTIVE SUMMARY

Description:

Sampletec Inc. is a provider of digital x-ray solutions that combines hardware, storage, scanning, communication, and expert services. Thanks to the innovative combination of these tasks, the company is able to provide its customers with a value added.

Strengths:

- Sampletec has a comprehensive business model that aims at providing general solutions. It is applicable to the medical and the industrial market, which broadens the customer base and revenue streams and reduces the market risk.
- Strong strategic and marketing alliances help providing and securing the technological leadership and accessing new markets. These and the fact that Sampletec owns several IP rights make it difficult for potential rivals to enter the market.
- An experienced management team with a solid vision for Sampletec enables the company to remain focused and flexible.

Challenges:

- Sampletec has a comprehensive business model that aims at providing general solutions. It is applicable to the medical and the industrial market, which broadens the customer base and revenue streams and reduces the market risk.
- Strong strategic and marketing alliances help providing and securing the technological leadership and accessing new markets. These and the fact that Sampletec owns several IP rights make it difficult for potential rivals to enter the market.
- An experienced management team with a solid vision for Sampletec enables the company to remain focused and flexible.

VALUATION

VALUE RANGE

in m EUR	weighting	value spectrum				
		low	→	mean	→	high
Discounted cash flow	40%	14.1	15.6	17.4	19.6	22.1
Market comparable	20%	17.8	18.8	19.9	21.1	24.3
Venture capital	40%	21.7	22.8	21.1	25.4	26.8
Average		17.9	19.1	19.4	22.2	24.4

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