

Detailed Report

Omicron Bakery & Restaurant

Omicron Bakery & Restaurant - 3/7/23

Quist Insights



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SPOTLIGHT



Initial Assessment

Your Company

Omicron Bakery & Restaurant

Primary Contact

Ken (Partner Admin) Bero

Survey Name

Omicron Bakery & Restaurant - 3/7/23

Sector

72. Accomodation and Food Services

Industry

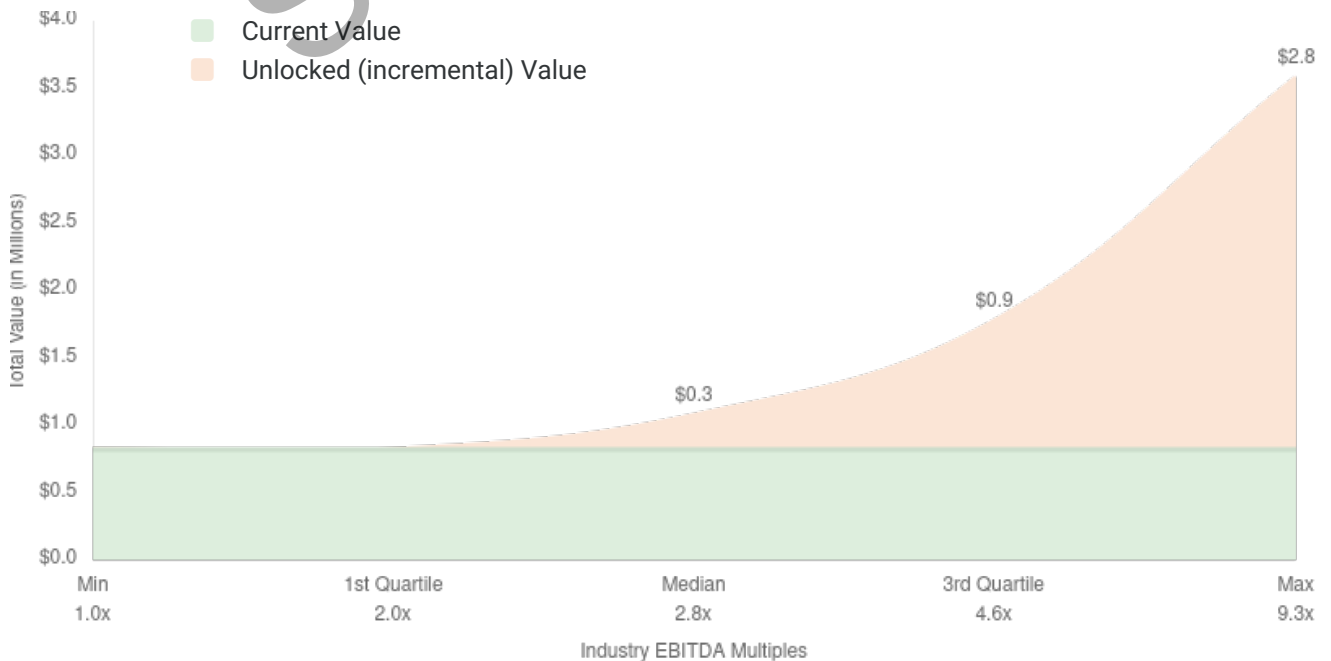
7225 Restaurants and Other Eating Places

Estimated Value

\$740,000 to \$910,000

Your Unlocked Business Value

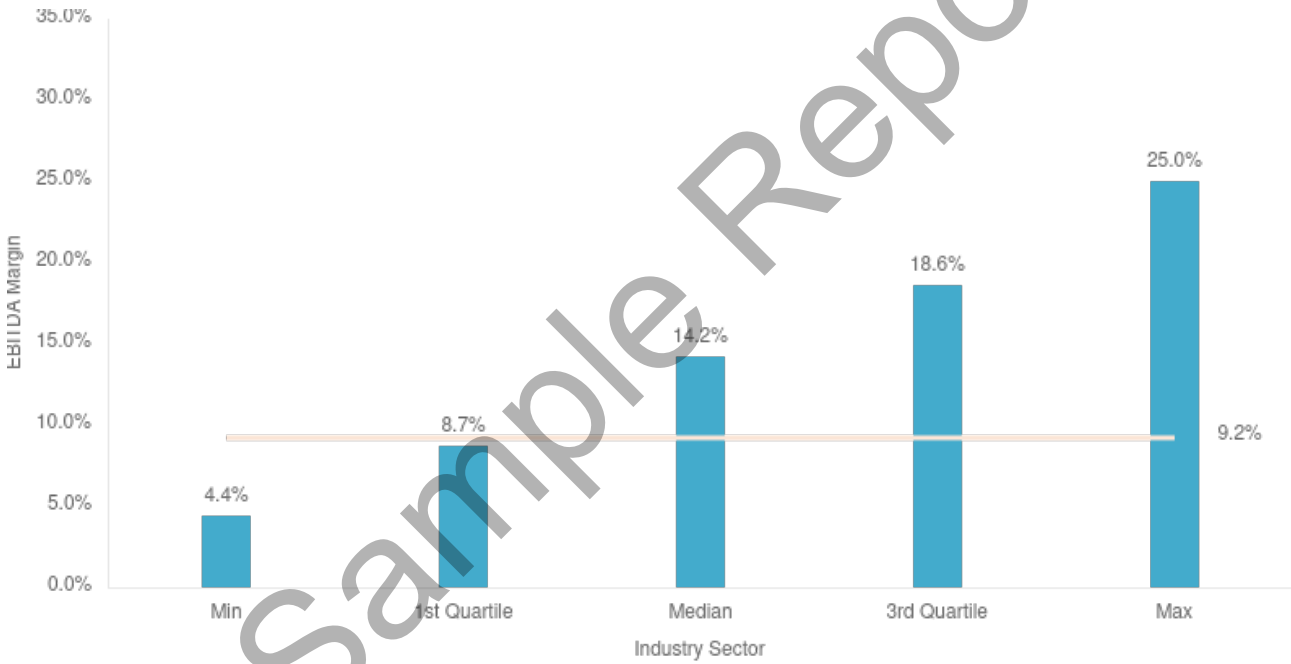
The chart below illustrates an estimate of your current business value (in green) and the additional value (in orange) that could be earned if your business achieved higher industry multiples - this is also referred to as your Value Gap.



Profitability: Your Company vs. Sector

The chart below illustrates your profit margin (in orange) compared to your industry's profit margin (in blue) broken down by quartiles.

Company Revenue	\$4,200,000
Company EBITDA	\$385,000
Company EBITDA Margin	9.2%



Potential Value Gap Issues

State of the Business

You're on your way but there's still work to be done.

- ⚠️ Improve revenue predictability from repeat customers.
- ⚠️ Improve financial management and record keeping.
- ⚠️ Improve competitive position from low barriers to entry.
- ⚠️ A relatively small addressable market may limit your business attractiveness.

State of the Owner

It's time to get going! You've got some work ahead of you.

- ⚠️ Lower your company's dependency on you.
- ⚠️ Understand the true value of your company.
- ⚠️ Organize and update corporate documents.
- ⚠️ Understand the selling process and the options available to you.
- ⚠️ Document your contingency plan.
- ⚠️ Understand the Value Drivers (both intangible and tangible assets) in your business.

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Sample Report