

VALUATION OF STARTUPS

2017

Standard Forecast

Year		0	1	2	3	4	Residual
Cash Flow Forecast		-5,00	-7,00	-2,00	0,00	5,00	10,00
Unadjusted Cash Flows							
Discount Factor	30,0%	1,00	0,77	0,59	0,46	0,35	Sum
Discounted Cash Flows		-5,00	-5,38	-1,18	0,00	1,75	-9,82
Terminal Value							
Growth	2,0%	35,71					
Discounted TV		12,50					
Enterprise Value		2,69					

Forecast with Survival Probability

Year		0	1	2	3	4	Residual
Cash Flow Forecast		-5,00	-7,00	-2,00	0,00	5,00	10,00
Probability of Success of Previous Stage			40,0%	60,0%	80,0%	90,0%	95,0%
Cumulative Probability of Survival		100,0%	40,0%	24,0%	19,2%	17,3%	16,46%
Probability-adjusted CF Forecast		-5,00	-2,80	-0,48	0,00	0,86	1,65
Adjusted Cash Flows							
Discount Factor	12,0%	1,00	0,89	0,80	0,71	0,64	Sum
Discounted Cash Flows		-5,00	-2,50	-0,38	0,00	0,55	-7,33
Terminal Value							
Growth	2,0%	16,46					
Dicounted TV		10,46					
Enterprise Value		3,13					

Valuation Approach – Year 0

Year	0	1	2	3	4	Residual
Cash Flow Forecast	-5,00	-7,00	-2,00	0,00	5,00	10,00
Unadjusted Cash Flows						
Discount Factor	30,0%	1,00	0,77	0,59	0,46	0,35
Discounted Cash Flows	-5,00	-5,38	-1,18	0,00	1,75	-9,82
Terminal Value						
Growth	2,0%	35,71				
Dicounted TV		12,50				
Enterprise Value		2,69				
Year	0	1	2	3	4	Residual
Cash Flow Forecast	-5,00	-7,00	-2,00	0,00	5,00	10,00
Probability of Success of Previous Stage		40,0%	60,0%	80,0%	90,0%	95,0%
Cumulative Probability of Survival	100,0%	40,0%	24,0%	19,2%	17,3%	16,46%
Probability-adjusted CF Forecast	-5,00	-2,80	-0,48	0,00	0,86	1,65
Adjusted Cash Flows						
Discount Factor	12,0%	1,00	0,89	0,80	0,71	0,64
Discounted Cash Flows	-5,00	-2,50	-0,38	0,00	0,55	-7,33
Terminal Value						
Growth	2,0%	16,46				
Dicounted TV		10,46				
Enterprise Value		3,13				

Valuation Approach – Year 1

Year		0	1	2	3	4	Residual
Cash Flow Forecast			-7,00	-2,00	0,00	5,00	10,00
Unadjusted Cash Flows							
Discount Factor	30,0%		1,00	0,77	0,59	0,46	Sum
Discounted Cash Flows			0,00	-5,38	-1,18	0,00	-6,57
Terminal Value							
Growth	2,0%	35,71					
Dicounted TV		16,26					
Enterprise Value		9,69					
Year		0	1	2	3	4	Residual
Cash Flow Forecast			-7,00	-2,00	0,00	5,00	10,00
Probability of Success of Previous Stage				60,0%	80,0%	90,0%	95,0%
Cumulative Probability of Survival			100,0%	60,0%	48,0%	43,2%	41,14%
Probability-adjusted CF Forecast			-7,00	-1,20	0,00	2,16	4,11
Adjusted Cash Flows							
Discount Factor	12,0%		1,00	0,89	0,80	0,71	Sum
Discounted Cash Flows			-7,00	-1,07	0,00	1,54	-6,53
Terminal Value							
Growth	2,0%	41,14					
Dicounted TV		29,28					
Enterprise Value		22,75					

Contact

Christian Schopper

Private: christian.schopper@aon.at

Business: christian.schopper@corpfince.com