

A BVR SPECIAL REPORT

EXCERPT FROM

WHAT IT'S WORTH:

Valuing Jewelry Stores

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Introduction

The purpose of this report is to provide valuation analysts with a solid foundational understanding of the business of jewelry stores.

The report explains how these firms operate, the nature of their revenue streams, value drivers, the industry environment, the risks involved, and other factors. On the quantitative side, this report provides benchmarking data on transaction multiples, financial ratios, rules-of-thumb pricing, and advice from experts in the field. The data presented in this report are from one particular point in time, so analysts must make sure they are using data relevant to the valuation date of the subject entity or interest.

This report also contains some unique perspectives on the jewelry store industry from an experienced valuation practitioner. Also included is a listing of relevant court cases as well as case analyses from BVR's *BVLaw* platform.

The industry research in this report is drawn from information Vertical IQ provided that represents just a small part of what it offers. Vertical IQ's industry reports and regular updates have intelligence on small- and medium-size businesses in more than 500 industries that details the risks, industry trends, financial metrics, operations, and financial challenges.

An entire section is devoted to benchmarking data from DealStats, financial ratios, pricing rules of thumb, and insights via the *Business Reference Guide*. There is also a listing of additional resources related to the jewelry store industry, including trade associations.



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