What It's Worth: Brewery Value

Description: Whether you are a business appraiser, a craft brewery owner, or an investor, you need to pay close attention to quickly shifting trends in the hypercompetitive brewery industry that is growing at an annual rate of 18%. Breweries are quite unique to assess from a value perspective and there are specific considerations to take into account including product life cycle, how or whether state-specific franchise laws affect the brewery's distribution options, the potential impact of changes in the excise tax on beer currently being debated in Congress, and state laws regarding distributor agreements.

Take a sneak peek inside the report:

This new special report, What It's Worth: Brewery Value, offers advice from top experts who work with craft breweries and study valuation issues associated with this industry daily. These experts walk you through the very specific factors involved in brewery valuation, from the best valuation approaches to use, considerations for valuing the buildings associated with the brewery, the specialized equipment needed to produce the beers, and the value of the key personnel who operate the brewery, such as the brewmaster. It contains valuable benchmarks that will help you understand where a craft brewery falls in terms of revenue, liabilities, and overall value and provides current trends, pressing issues, and the key drivers of craft brewery value.

Highlights of the report include:

- Understand the unique considerations to take into account when valuing a brewery: Learn the most effective approaches and unique factors when valuing a brewery, including inventory, brew capacity, key employees, and distribution methods

- Reliably benchmark a brewery's value with real-world data from nearly 800 businesses: See where your subject company falls in its financial performance compared to other breweries with benchmarking data including revenue, liabilities, and operating ratios

- Ensure a successful transition for a brewery owner with key insights and trends on top value drivers: Consider all aspects of a succession plan and gain insight on the major aspects your clients should think about when they plan their exit strategy

- Reinforce your conclusions with access to two important brewery valuation court cases: Get lessons from the courts on how brewery valuations and economic damages relate to distributor relationships

Contents:

Introduction

Section I: The Landscape Of Value For The Brewery Industry

1. Key Value Drivers In Craft Breweries

Section II: Valuation Methods And Considerations For Breweries

2. Special Issues To Consider When Valuing Craft Breweries
3. Court Cases Of Note In Brewery Transactions
   - Warren Distributing Co. V. Inbev Usa, Llc
   - Tri Cnty. Wholesale Distrubs. V. Labatt Usa Operating Co. Llc

Section III: Buy-Sell Trends In The Craft Brewery Market

4. Current Market And Buy-Sell Activity For Craft Breweries Are Skyrocketing

Section IV: Selling And Succession Planning For Brewery Owners
5. How To Maximize The Value Of A Craft Brewery
6. How Succession Planning Builds Craft Brewery Value

Section V: Financial And Valuation Data For Craft Breweries

8. Pricing A Brewery: Rules Of Thumb
9. Craft Brewery Financial Metric And Business Model Resources

Ordering:

Order Online - http://www.researchandmarkets.com/reports/3747026/

Order by Fax - using the form below

Order by Post - print the order form below and send to

Research and Markets,
Guinness Centre,
Taylors Lane,
Dublin 8,
Ireland.
Fax Order Form
To place an order via fax simply print this form, fill in the information below and fax the completed form to 646-607-1907 (from USA) or +353-1-481-1716 (from Rest of World). If you have any questions please visit
http://www.researchandmarkets.com/contact/

Order Information
Please verify that the product information is correct.

Product Name: What It's Worth: Brewery Value
Web Address: http://www.researchandmarkets.com/reports/3747026/
Office Code: SC2G73ZF

Product Format
Please select the product format and quantity you require:

<table>
<thead>
<tr>
<th>Quantity</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic (PDF) - Single User:</td>
<td>USD 199</td>
</tr>
</tbody>
</table>

* The price quoted above is only valid for 30 days. Please submit your order within that time frame to avail of this price as all prices are subject to change.

Contact Information
Please enter all the information below in BLOCK CAPITALS

Title: Mr ☐ Mrs ☐ Dr ☐ Miss ☐ Ms ☐ Prof ☐
First Name: ___________________________ Last Name: ___________________________
Email Address: * ___________________________
Job Title: ___________________________
Organisation: ___________________________
Address: ___________________________
City: ___________________________
Postal / Zip Code: ___________________________
Country: ___________________________
Phone Number: ___________________________
Fax Number: ___________________________

* Please refrain from using free email accounts when ordering (e.g. Yahoo, Hotmail, AOL)
Payment Information

Please indicate the payment method you would like to use by selecting the appropriate box.

☐ Pay by credit card: You will receive an email with a link to a secure webpage to enter your credit card details.

☐ Pay by check: Please post the check, accompanied by this form, to:
Research and Markets,
Guinness Center,
Taylors Lane,
Dublin 8,
Ireland.

☐ Pay by wire transfer: Please transfer funds to:
Account number 833 130 83
Sort code 98-53-30
Swift code ULSBIE2D
IBAN number IE78ULSB98533083313083
Bank Address Ulster Bank,
27-35 Main Street,
Blackrock,
Co. Dublin,
Ireland.

If you have a Marketing Code please enter it below:
Marketing Code: ____________________________

Please note that by ordering from Research and Markets you are agreeing to our Terms and Conditions at http://www.researchandmarkets.com/info/terms.asp

Please fax this form to:
(646) 607-1907 or (646) 964-6609 - From USA
+353-1-481-1716 or +353-1-653-1571 - From Rest of World