**1. Total Enterprise Value [My Setting] [12/31/2016] ($USDmm, Historical rate)**

A company has two types of investors: equity investors and debt investors. Both investors have a claim on the company’s asset and revenue. So when valuate a company, it’s important to consider both the equity investor part and the debt investor part.

Enterprise value includes both the value of equity investor’s claim (market value of stocks, a.k.a. market capitalization) and debt investor’s claim (amount of debt on balance sheet) of the company

However, cash is subtracted, because an acquirer is paying cash to equity investors and debt investors to buy their claims of the company, which includes the cash in the company.

Let's say you have company A with 1 $ in equity, 10$ in outstanding loans and 5$ in cash. So, you buy the company for 11$ (1+11) and have 5$ of cash left which you get to pocket, so you effectively only paid 6$ (11-5).

**2. Total Revenue [LTM] ($USDmm, Historical rate)**

A.k.a. Sales. For example, I sold 5 lemonade today for $1 each, my revenue will be $5

**3. EBITDA [LTM] ($USDmm, Historical rate)**

Earnings before Interest, Tax, Depreciation and Amortization.

Can be calculated as net income+interest+tax+depreciation and amortization

It is less-distorted measurement of a company’s performance (ability to generate profit) because it takes out the effect of financing decisions and accounting decisions

Financing decisions is reflected in **interest expense**. Some company choose to raise capital by issuing debt, which raise the interest expense. Some other choose to issue stocks, which won’t raise interest expense. Yet neither activity is related to a company’s core business (i.e. making and selling stuff).

Accounting decisions is reflected in tax and depreciation and amortization. Annual **Depreciation and Amortization** number is estimated by management team (in the Excel, I just estimated the machine to be salvaged in 10 years, but what if it actually last 12 years?), and it decreases taxable income, which also result in lower **taxes**. However, all these figures are irrelevant to the core business (i.e. making and selling stuff).

Because it is less-distorted, you see EBITDA more often than net income in valuation. When encountered it, just treat it as “net income”

**4. EBITDA Margin % [LTM]]**

Although EBITDA is a less-distorted measurement of a company’s performance, it is similar to net income because both ties to the company’s profitability. Thus EBITDA margin (EBITDA/Revenue) is measuring the efficiency of the company’s profit generation ( for each dollar sale, what percent become net income?)

**5. TEV/LTM Total Revenues [My Setting] [LTM as of 12/31/2016] (x)**

Since EV is a valuation of the company (its current asset and future profit), TEV/LTM Revenue gives us a sense on how the market is valuating the company.

**6. TEV/LTM EBITDA [My Setting] [LTM as of 12/31/2016] (x)**

Similarly, EBITDA can also be used as the denominator to calculate a multiple

**7. Est. Annual Revenue Growth - 1 Yr % - Capital IQ [Latest] (%)**

This is just a number estimated by financial professionals, based on their experience and expectation of the company

**8. Est. Annual EBITDA Growth - 1 Yr % - Capital IQ [Latest] (%)**

This is just a number estimated by financial professionals, based on their experience and expectation of the company

**9. Total Revenues, 1 Yr Growth % [LTM] (%)**

What percent the revenue has grown, since last year

**10. EBITDA, 1 Yr Growth % [LTM] (%)**

What percent the EBITDA has grown, since last year

**11. Total Revenues, 3 Yr CAGR % [LTM] (%)**

**12. EBITDA, 3 Yr CAGR % [LTM] (%)**

Compounded annual growth rate for 3 years. EBITDA from 3 years ago, times (1+CAGR)^3, will equal to this year’s EBITDA.

**13. Total Revenues, 5 Yr CAGR % [LTM] (%)**

**14. EBITDA, 5 Yr CAGR % [LTM] (%)**

Compounded annual growth rate for 5 years. EBITDA from 5 years ago, times (1+CAGR)^5, will equal to this year’s EBITDA.

**Return on Assets % [LTM]**

Net Income/Assets, another measurement of the efficiency of the company’s profit generation ability.

**Return on Equity % [LTM]**

Net Income/Equity, also a measurement of the efficiency of the company’s profit generation ability. But this one is more relevant than the above, because assets includes both debt investors and equity investors’ stake in the company, yet net income only includes equity investors’ stake.

**Capex as % of Revenues [Latest Annual] (%)**

Measures how much a company is investing into new equipment. While Capex decreases cash of a company, it is not necessarily a bad thing, as investment is needed for business to grow.

**EBITDA / Interest Exp. [LTM]**

Measures if a company is able to cover their interest obligation

**Total Debt/Capital % [Latest Annual]**

Debt/Asset, measures how much of the company is financed by debt. Higher D/E, higher risk of the company

**Total Debt/Equity % [Latest Annual]**

Debt/Equity, this focuses more on the capital structure of the company, less obvious than the above one for presenting financial risk.