

Scouvo Deal Health Scan ? Sample

REDACTED SAMPLE ? Illustrative only. Not a live analysis.

Deal: Gulf Coast HVAC Services (fictional / redacted)

Health score: 62 | Label: Mixed

Executive summary:

Stated revenue and asking price are present in the package, but cash-flow quality and customer concentration cannot be verified from materials provided.

Lease terms and working capital peg remain open items.

Red flags:

- Customer concentration not evidenced in source docs
- Add-backs referenced without supporting schedules

Missing information:

- Tax returns (3 years)
- Working capital peg / NWC schedule
- Monthly P&L (trailing 12)

Recommended next steps:

1. Request monthly P&L and bank statements
2. Map top-10 customers with % of revenue
3. Clarify lease assignment and term remaining

Evidence policy: Scouvo lists missing items explicitly and does not invent figures. Live outputs depend on documents you upload.

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