



# Independent Board advice

## Valuations

August 2020

### Strategic valuation advice to uncover growth opportunities

Fundamental company value is enhanced by optimising your transaction, investment, growth and operational strategies. Obtaining strategic valuation advice helps you understand where value creation opportunities lie within your organisation.

We advise senior management and boards of directors of public and private companies on raising capital, prioritising market opportunities or considering mergers, acquisitions, joint ventures and divestitures.

### How we can help

Our strategic valuation advice identifies, values, and guides decisions on business growth strategies, strategic alternatives, capital allocation, and operational improvements that impact the bottom line and drive shareholder value.

Along with this, custodians of a business need to continuously stay on top of market trends and review where value is being enhanced or destroyed. Thus, we take stock of core vs. non-core business activities and help identify hidden areas of value. Obtaining independent valuation advice also helps safeguard decision makers and protects stakeholder interests.

## Products/services

01.

### What specific areas can we help with?

- Business portfolio analysis;
- Strategic options analysis;
- Industry and market scoping studies to assist with evaluation and prioritisation of market opportunities;
- Valuations to assist with M&A, capital raising, joint ventures and divestiture strategies;
- Internal reorganization;
- Financial projections for transactions and capital investment decisions;
- Financial impact analysis of alternative transaction structures and terms;
- Collateral valuations for financing.

02.

### What are the benefits of obtaining independent strategic advice?

- Higher rates of return on investment decisions;
- Lower premiums paid for acquisition targets;
- Higher probability of success;
- Board level comfort for strategic decisions – doing things for the right reason;
- Demonstrates corporate governance.

03.

### Obtaining independent valuation advice can help safeguard decision makers and protect stakeholder interests

- Quality assurance in decision making;
- Reduction of risks from commercial disadvantages resulting from inadequate transaction prices;
- Compliance with fiduciary duties of care;
- Avoidance of interest-driven decisions;
- Support for the supervisory board with its surveillance activities.

## Creating value

Business valuation requires a sound understanding of how value has been created prior to the valuation date, and how it will continue to be created in the future. Central to this is the ability to understand how a company develops new ideas or concepts and deploys its capital, aiming to drive returns in excess of its cost of capital.

The process of value creation varies by industry and the company's position in its life cycle. Understanding this process is crucial to providing robust valuation advice.

Representative situations where we can provide independent board advice include:

Sell-side/buy-side mergers and acquisitions

Spin-offs, carve-outs, divestitures

Going-private transactions

Related-party transactions

Fund raising, minority investments, and other financing transactions

Requirements pursuant to financing or collateral

Any transaction requiring a shareholder vote



## Connect with us



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