

Practical Business Valuation

Customised spreadsheets, analyses and reports to value your business



Contents Overview

The software contains over 30 valuation methods, including:

- **P:E valuations** – Spreadsheets for companies and for sole-traders/partnerships, including help with discounts and tax
- **Discounted cash-flows** – ideal for businesses with no track record, or for parts of a business being separated out
- **Book value valuations** – including how to adjust for a forced sale, or break-up basis
- **Minority valuations** – how these can be done for a range of valuation methods
- **Valuing intangible assets** – the important assets that do not appear on the balance sheet, but add significantly to the value of the business, including goodwill and intellectual property
- **Valuing shares and options** – how to value an earn-out agreement
- **Identifying the best company to purchase** – identifying growth companies from the herd, and how to take into account future potential and efficiencies in the decision-making process.

The handbook leads you through the process of how to identify the correct valuation methodology, with a simple to follow flowchart approach, plus:

- Outline of the different valuation methods
- When to use a business valuation including:
 - Selling a business
 - Buying a business
 - During a dispute
- Change of ownership
- Types of business entity
- Earnings based methods
- Book value/asset methods
- Minority interest

- Choosing a valuation method
- Ratios
- Intangible assets and their valuation
- Brands and their valuation
- Legal aspects for share valuers
- Crisis valuation
- Valuations in mergers and de-mergers
- Valuation on incorporation
- Using valuations to achieve your goal in negotiation
- Matrix decision-making
- Credit Ratings
- Free cash valuation
- Section 459 valuations
- Valuing a partnership
- Valuations for tax purposes
- Share options
- "What if?" scenarios
- The cost of purchasing a business
- Buying an overseas business
- Valuing a new business
- Preference shares and bonds
- Earnings before interest, tax, depreciation and amortisation
- Valuing in specialist industries
- Choosing between businesses
- Identifying growth companies
- Evaluating business efficiency
- Preparing a business for sale

Updates

- Issued quarterly to reflect modifications to legal aspects or content, as well as for functional improvements

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