

## AC Corporate Transaction Services

### Family Office Services

**Provide an independent and professional valuation for a Founder and his spouse to engage with staff to sell his business.**

#### Background

A 25 year old consulting business providing specialist skills and services in the geotechnical and construction sector approached us to undertake a valuation of their business to assist with a succession plan. Such a plan had been developed in coordination with a third party and a transaction was currently being considered with existing staff within the business.

#### Approach

We provided an indicative valuation of included:

- at a high level, obtain an understanding of the industry and the key strategic issues which have an impact on valuing the enterprise;
- review appropriate financial information, budgets and management accounts which represent management's outlook for the enterprise;
- develop an integrated valuation model based on results of the business assessment, using all data collected and aligned with insights and experience of similar enterprises, recent transactions and market-based information;
- hold discussions with management to verify or corroborate any issues identified; and
- apply reasonableness and reality checks on the calculated values.

#### Outcomes achieved

We provided our valuation conclusions in a report, which sets out the results of our work and methodologies employed.

#### Client Feedback

"A big thank you for concluding our transaction on time, within budget and under extreme pressure!"

#### Introduction to AC Corporate Transaction Services

We are professional service firm based in Sandton, South Africa. Our expertise covers corporate finance, share transactions, business development, strategy and governance matters. The firm is supported by a team of qualified professionals and associates who provide custom designed solutions, with an emphasis on high-impact, value-enhancing work that is clearly understood.

#### For further information, contact

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#### Engagement Overview



**Role**  
Valuation Expert



**Sector**  
Consulting / Professional Services



**Geography**  
South Africa



**Enterprise Value**  
R30m



**Team Size**  
25 staff



**Type of Engagement**  
1-month duration