

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!”

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