

4

3

6

KOUSTAS+CO
CHARTERED ACCOUNTANTS

VALUATION SERVICE

the WHAT

Valuation assignments generally take the form of one of three distinct methods:

- I. Full Valuation
- II. Limited Scope Valuation; or
- III. Calculation Engagement

Alternatively, you may wish us to undertake a Business Appraisal which generally considers broader issues and has more of a [Business Health Check](#) focus.

Regardless of your requirements, our service broadly contemplates the following:

- » That the national standards and acceptable methodologies have been adopted;
- » That the valuation report is documented in a manner and to a standard that would enable another professional to understand the basis of calculations, including substantiation of the results, having regard to the factors and assumptions relied upon; and
- » That the valuation report has been prepared by someone with the appropriate and necessary experience.

the WHY

Business owners and their professional advisors—be they legal or other finance professionals—often engage our expertise to provide an independent opinion as to business value (be it the business itself, the underlying equity or a minority share).

Our valuation services are called upon for a myriad of reasons, some of which include:

- » Family law property settlements;
- » Shareholder disputes;
- » To assess business 'health';
- » Succession planning;
- » Business or share sales;
- » Business or share acquisitions (e.g. Management Buy Out);
- » Providing a 'walk-away' price;
- » Mergers and acquisitions;
- » Introduction of new shareholders (e.g. Capital Raising);
- » To support Employee Share and Option Plan offers; and
- » Restructure under ATO requirements (e.g. change of owner or generational transition of family businesses) with an understanding as to the significance of the availability of the Small Business Capital Gains Tax Concessions.

In the often emotionally tumultuous family law environment, our clients and their lawyers regularly rely upon our [Structure SWOT](#) service (which often includes a valuation element) to address the complexities created by those wishing to conceal information or assets and to seek to portray the true position of the facts. In this environment, we have also previously been engaged by family law firms to act in the capacity of a single expert witness.

TO LEARN MORE

...about how we can provide you with expert financial support, contact Matthew, our Business + Practice Development Manager.

T (03) 8530 1600 M 0413 788 715 E matthews@koustas.com.au W www.koustas.com.au

the HOW

We are fastidious about employing discipline, integrity of procedure and methodology. Our valuation reports adhere to the standards set out in APES 225 & APES 320 and conform to the ATO's specific guidelines and requirements.

Detailed questionnaires;

Spending quality time with business owner(s),
and other key stakeholders, if appropriate;

Assessing and proving financial performance;

Reviewing exposure to risk;

Testing the potential of a business and supporting with data;

Assessing the value of net tangible assets.

Understanding the purpose of the valuation is critical and we take the time at the outset to define the scope of the engagement.

our POINT *of* DIFFERENCE

The team at Koustas & Co have developed a thorough, meticulous yet flexible framework for producing reliable and defensible business valuations that draw upon the extensive knowledge that has been gained from working with many different businesses and industries during the firm's near 20-year lifespan. It is our technical expertise and commercial outlook that sets our valuation reports apart.

Our clients know that by working with us that they will have the confidence and trust that we will provide the requisite evidence to support their claim, case or position.

Ultimately, our clients want to know that when they put their case forward—be it during a negotiation or in the event of litigation—that they can do so with certainty and peace of mind.

TO LEARN MORE

...about how we can provide you with expert financial support,
contact Matthew, our Business + Practice Development Manager.

T (03) 8530 1600 M 0413 788 715 E matthews@koustas.com.au W www.koustas.com.au