

Deloitte.

Corporate Finance

For what it's worth...

Specialist valuation advice



Audit. Tax. Consulting. Corporate Finance.

Valuation is a controversial and complex subject. It requires an in-depth understanding of the market, the asset and its competitors, financial and non-financial information, as well as factors such as the legal and regulatory environment. Valuation advice needs the right blend of analysis, experience and professional judgment.

What do we offer?

M&A and investment analysis

- What are my strategic options for the business: how much is the business worth to me now? How much could it be worth to me?
- What are the available exit routes and how much could the business be worth to potential acquirers?
- What is my investment portfolio worth?
- What is the value of the companies in my fund?
- Is a valuation opinion required under the Takeover Code or Companies Act?

Our team, which includes FSA-approved professionals, assists management and stakeholders in transactions, strategic reviews and investment appraisals.

We work closely with other specialist teams in Deloitte Corporate Finance Advisory and Consulting, including industry and private equity experts, to provide integrated advice at all stages of transactions.

Reorganisation, turnaround and recapitalisation

- What is the value of security held over the business, assets or shares of an entity?
- Is the value of the business greater than the amount of outstanding debt and, if not, where does the value of the business sit relative to the debt structure?
- What are the value implications of different reorganisation or insolvency options?

We work closely with the Deloitte Reorganisation Services Group to advise management, shareholders, debt providers and other creditors of businesses undergoing restructuring in respect of security valuation and value realisation strategies.

Our work often plays a key role in informing the decisions around the contribution of new capital or the appointment of administrators or liquidators.

Litigation, expert determination and disputes

- How much has the value of a business, or asset, been affected by a breach of contract, breach of warranty or infringement of a patent or the rights attaching to shares or an asset?
- Has a loss of value been suffered due to the professional negligence of an advisor?
- How much is a minority interest in an unquoted business worth?

Questions about values, or the valuation process, often occur in disputes. When they do, you will want to appoint experts who understand the issues; who can reach sound conclusions grounded in an independent, objective and thorough analysis of all the evidence; and who can explain the issues and their conclusions clearly and concisely to others involved in the dispute resolution process.

We often act:

- As an **expert witness**: our team includes credible and experienced professionals who have been instructed as expert witnesses and have prepared reports on a wide range of valuation issues for tribunals and courts internationally in addition to the UK. Our team is fully conversant with their duties under the Civil Procedure Rules.
- As an **independent expert appointed to determine a value**: whether under the Articles of Association or the terms of an agreement between the parties in dispute, we are experienced in delivering a thorough, fair and efficient process where you can have confidence in the final result.
- As an **advisor to one of the parties in an expert determination**: we draw upon our experience of acting as independent experts to assist a party in all stages of the process, from identifying and evaluating potential independent experts to preparing written or oral submissions on behalf of a party to the dispute.

We work closely with Deloitte industry and technical specialists, including our Forensic & Dispute Services group, to deliver solutions tailored to the specific circumstances of the matter.

Tax, financial and regulatory reporting

- How should the purchase price of an acquired business be allocated amongst the tangible and intangible assets and liabilities acquired?
- What are the likely capital gains or other tax/duty consequences of a proposed transaction?
- Will our UK employees have an income tax liability if they participate in an employee share scheme?
- What is the impact of International Financial Reporting Standards on my balance sheet and profits?
- Are the balance sheet values of my investments and intangibles assets (including goodwill) impaired and, if so, by how much?

Businesses are increasingly confronted with tax, financial and regulatory valuation requirements. International Financial Reporting Standards and a move to "fair value accounting" mean clients need professional advice regarding domestic and international regulations, and the interaction between the different regulatory regimes.

We work closely with valuation, accounting and tax professionals from Deloitte's global network to provide comprehensive and up-to-date advice on these complex and changing issues.

Intellectual property and intangible assets

- How much is my brand or patent worth?
- What is the value of my customer database?
- How much finance can I raise with my intellectual property rights as security?
- What loss have I suffered through infringement of my intellectual property rights?

The valuation of intellectual property and intangible assets presents many different challenges to those for the valuation of tangible assets, businesses or shares. We have many years of experience in valuing intellectual property and in dealing with the commercial and valuation issues unique to intellectual property rights and assets.

We value all forms of intellectual property and other intangible assets. Our advice covers the management, exploitation and protection of intellectual property and the related impact on shareholder value.

Who are we?

Deloitte's Valuation Group is part of our Corporate Finance practice. We have extensive experience of valuing shares, businesses and intangible assets in a variety of commercial contexts, including: mergers and acquisitions, reorganisations, tax, shareholder and contractual disputes and regulatory and financial reporting. Our commercial perspective is supported by technical rigour, in addition to the insights and experience gained from performing numerous major assignments in the UK and internationally every year.

Our team includes ACAs, MBAs and CFAs from a variety of backgrounds who bring to bear their qualifications and experience.

The UK Valuation group is a key member of Deloitte's global valuation practice. This provides access to a team of over 1,200 dedicated valuation professionals in all major geographic markets and jurisdictions.

In addition to providing stand-alone valuation advice, we work closely with Deloitte's industry and technical specialists across our four business divisions: Audit, Tax, Consulting and Corporate Finance to deliver an integrated solution tailored to our clients' needs.



For further information

If you would like further information about the Deloitte Valuation Group, or if you want to discuss a specific matter, please contact one of our senior team members:

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