



Valuation Advisory Services

KayOne
Consulting



“Some Men Know The Price Of Everything And The Value Of Nothing”

- Oscar Wilde

Our team of highly trained and experienced valuation professionals can help you identify complex issues in valuation, analyse the alternatives, and provide implementable solutions

Valuation is the process of estimating the value of an enterprise. It is both art and science. It is an art because it relies on informed judgment and reasoning. It is a science because it relies on fundamentals, reliable market information, and quantitative techniques to produce a legitimate conclusion.

Valuation involves the comprehensive analysis of the historical and current situation of the business with an eye to the future. The business valuation process is market oriented. It seldom approximates book value and generally is not equal to the sum of the individual assets.

Business owners often lack a clear understanding of company value, which sometimes proves costly.

A valuation process follows the following phases:

- ▶ Determining the purpose of the valuation
- ▶ Understand the company's background and its environment
- ▶ Preliminary financial assessment
- ▶ Performing the valuation of the company
- ▶ Applying discounts and premia (as appropriate)
- ▶ Reporting and discussion of the valuation and other findings

In early-stage companies, valuation is more of an art, where limited data about the past is available. As the company's business model matures, the valuation exercise is more of a science than an art, when more data driven approaches can be taken. Assumptions and projections about the future generally have a great impact on the determination of the company's value.



M&A Valuation

Understanding the true value of a business is of paramount importance in buy or sell transactions. We help clients understand their true value, and the underlying value drivers. Our expertise includes:

- Calculation of Value
- Financial Modelling
- Buy/Sell Synergies
- Strategic Investment Decisions

Valuations for Financial Reporting

Compliance with GAAP and IFRS usually requires businesses to ascertain fair values. Our expertise includes:

- Purchase Price Allocations
- Fair Value Measurements
- Impairment Studies
- Advice to Board and Special Committees

Tax Reporting

Increased reporting requirements, and scrutiny from the tax authorities require an eye for detail, and defensible valuation reports. Our expertise includes:

- Non-qualified Deferred Compensation Plans
- Share Based Payments
- Gift & Estate Tax
- Liquidation and Reorganization

Disputes and Litigation

We provide valuation support services in the case of disputes and litigation. Our expertise includes:

- Shareholder Disputes
- Expert Testimony
- Litigation Support



Why KayOne



Expertise

Our expertise comes with working with an extensive variety of domestic and international clientele. We have worked on valuations for financial reporting, tax compliance and management planning.



Defensible

All our reports are drafted based on widely accepted valuation methodologies and principles. These reports have stood the test of time, and have been accepted by industry peers, and experts



Credentials

We have worked with domestic and international clients on a variety of cases. Our team holds specialized credentials awarded by CPA Australia, ICAI (India), IBBI, CIMA(UK) and NACVA (USA)



Our Approach

We take a holistic approach to the valuation exercise, instead of making it a mere number crunching exercise. This allows us to arrive at an unbiased value, that is independent, and acceptable to third parties

Contact

Our valuation advisory practice provides our clients with advice and support to navigate challenging and complex valuation matters.



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About KayOne Consulting

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