



THE VALUATOR GROUP



— WE VALUE ALL ASSETS —
FOR MARKET & INSURANCE PURPOSES



VALUATION PROCESS FOR EACH BUSINESS / LEGAL ENTITY

BUSINESS VALUATION (ENTERPRISE & OPERATIONS) AND COMPANY VALUATION (SHARE EQUITY)

The Valuation process will include, inter alia, the following process:

1. UNDERSTANDING OF THE BUSINESS MODEL

- Products and services
- Value platform (source of revenue income streams)
- Tangible and intangible productive assets
- Value drivers
- Financial structure
- Organisational structure
- Critical success factors

2. BUSINESS EMISSION

- Future prospects
- Goals and objectives
- Targets for next 5 years and beyond

3. CONFIRMATION OF VALUATION DATE

4. FINANCIAL ANALYSIS

- Review and analysis of historical financial position
- Review and analysis of historical financial performance

5. NORMALISATION AND ADJUSTMENTS

- Impact on future earnings

6. FINANCIAL POSITION AT VALUATION DATE

- Carrying (book) values versus fair values

7. VALUATION ASSUMPTIONS

8. FORECAST FUTURE EARNINGS AND CASH FLOWS (FOR WINDOW PERIOD)

9. FORECAST FUTURE CAPEX AND CHANGES IN WORKING CAPITAL (FOR WINDOW PERIOD)

10. RISK ANALYSIS

- Business / company specific risk rating

11. RISK ANALYSIS

- Cost of equity / internal rate of return

12. COMPUTATION OF CAPITALISATION RATE

13. PRIMARY AND SECONDARY VALUATION METHOD

14. REASONABILITY TEST

- Identification of any reasonability / benchmark valuation method

15. VALUATION COMPUTATION

- Business (operations and enterprise) valuation computation
- Company (shares / equity) valuation computation

16. VALUATION CERTIFICATE

The valuation process includes interviews, discussions and the evaluation of essential documentation to be provided by the client.

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