

VALUATION CONSULTING

SPECIALIST BUSINESS AND INTANGIBLE ASSET VALUERS

WHO WE ARE

- A specialist business that values companies, unquoted shareholdings, intellectual (trademarks, patents, copyright, design, image rights) and intangible assets (brands, R&D, workforce etc.) all IP, worldwide.
- Directors are Chartered Accountants, RICS Registered Chartered Surveyors and RICS Business and Intangible Asset Valuers.
- Many years' experience of working within UK Government Shares and Assets Valuation, Big 4 accounting firms and investment banks.
- Directors are well known for Expert Witness work, hold Registered Expert Witness accreditations in company and intangible asset valuation and are recognised authors and lecturers worldwide.
- Partners have been instructed as Expert Witness by Governments.
- Kelvin King is founder of UK's Society of Share and Business Valuers and UK Chair of RICS Business Valuation Group.

OUR CLIENTS

- Valuation Consulting clients are worldwide and include SME's, Fortune 1000 and Europe's top 100 companies, Governments, leading financial institutions, wealthy individuals and their Trusts, accounting and legal firms, inventors and Banks.

OUR SERVICES

The valuation of Shareholdings and IP is triggered by the following typical requirements in contentious and non-contentious situations

- Owner wants to know the value of company and or IP
- Transactions and flotations
- IFRS 3 and FRS 102 purchase cost allocation to intangibles
- Fairness Opinions
- Transfer Pricing and Royalty Rates
- Succession planning
- Insolvency, distress and recovery
- Share Incentive valuations for key people and staff
- Contentious corporate matters and Expert Witness for shareholders, matrimonial issues and intellectual property damage
- Tax planning structures with private companies and individuals
- Negotiating corporate and IP valuation with tax authorities
- Selling a majority or minority shareholding to management, investors or family
- Advising on the value or royalty rates for licensing of a brand, patent, software etc
- Establishing valuations for investment purposes
- Tax planning with Intellectual Property
- Group and debt restructurings
- Accounting requirements
- Selling 100% of their company in the open market
- Private equity and structured finance
- IP Management Structures

HOW OUR SERVICES WORK

- We operate in a commercial environment and our basis of charging is extremely competitive. We first develop a better understanding of your needs; we discuss scope and review papers on a no-cost basis. Only then do we agree to a fee or other mutually acceptable basis for charging.
- An engagement letter is drafted for your approval that states what we will do, when we will do it and what we will charge. No one gets surprises.
- We next appoint a director who we believe would be best suited and able to serve your needs, supported by a team.
- If you are not happy at any time, we want to know.
- As well as acknowledged experts one of our major attractions is a "third party" approach. We are well known as a significant and influential independent business dedicated to the valuation of private companies, intellectual property and intangible assets uncluttered by the need or desire to offer for example tax advice, audit or IP legal services.

RECENT CLIENTS INCLUDE:

- ❖ 20th Century Fox
- ❖ BAE Systems
- ❖ British American Tobacco
- ❖ Coca Cola
- ❖ Hughes
- ❖ Innocent
- ❖ JVC
- ❖ Mars
- ❖ Mitsubishi Corporation
- ❖ Pepsi
- ❖ Prudential
- ❖ Renishaw
- ❖ Sony
- ❖ Toshiba
- ❖ TUI

CONTACT KELVIN KING

For a detailed overview of Valuation Consulting services, clients and summary CVs of principles please contact us on details below