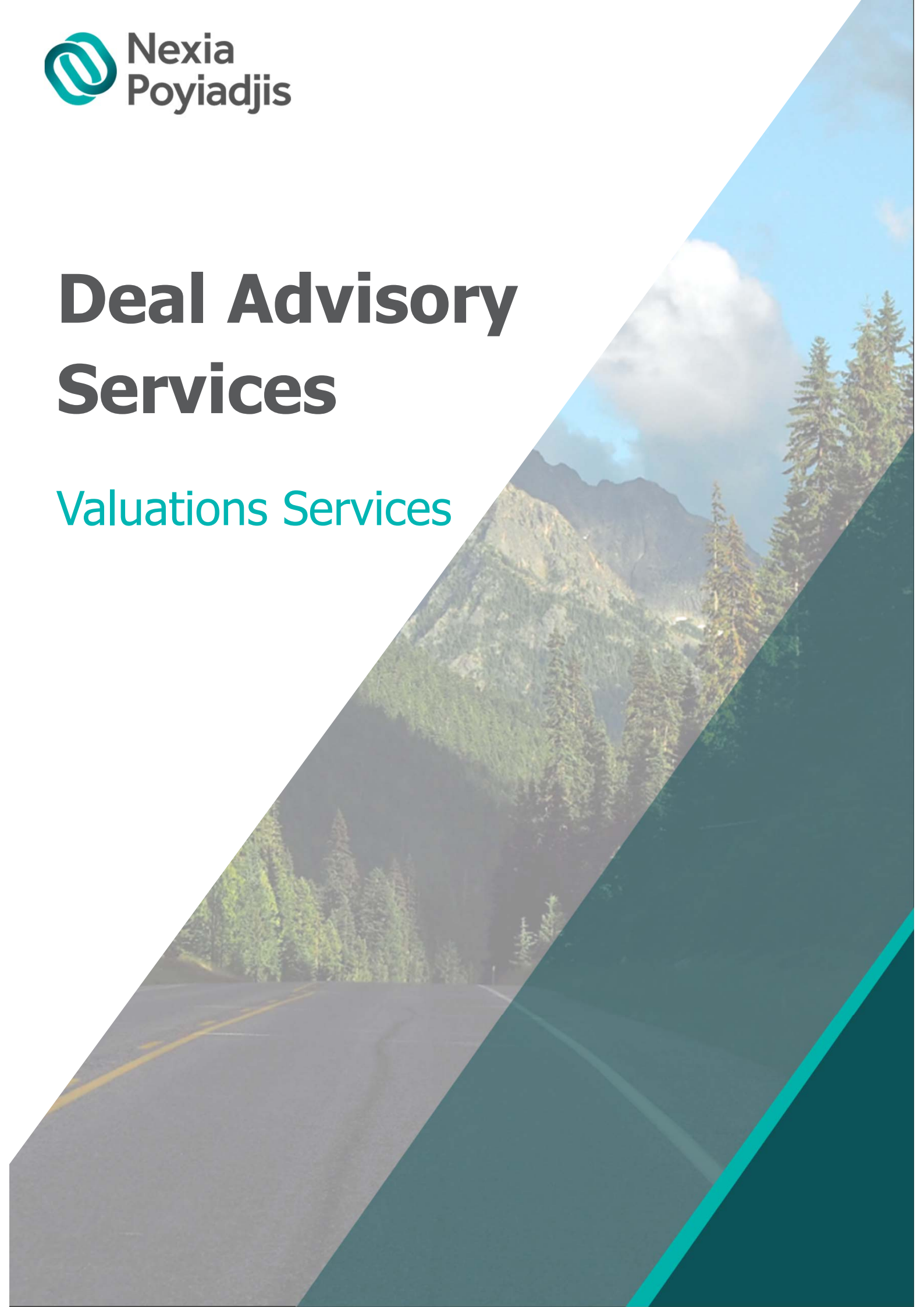


Deal Advisory Services

Valuations Services



Valuations



Robust, independent valuation advice from experienced and dedicated industry specialists.

Our valuation services

As part of our Deal Advisory services, our valuation experts advise on all aspects of valuing companies, income generating assets, securities, intellectual properties and intangible assets both in Cyprus and abroad, supported by our strong international network of member firms.

We work across all industries and business stages, dynamically merging our valuation and industry knowledge to assist our clients in valuation issues.

Our solutions

Our aim is to support our clients by providing highly tailored services in many different circumstances including financial reporting, mergers & acquisitions or disposals, strategic planning, investment portfolio and more.

Financial reporting

Our valuation experts have been working hand in hand with both our audit practice and IFRS experts to ensure an objective and independent approach to valuations.

M&A Transactions

We put our expertise at your disposal to ensure that you and your team gain a clear view on the key value drivers of the transaction as well as the related risks so that you can come to a balanced decision between price and value.

Strategic planning & shareholder value optimisation

We help managers and business owners in their quest for value creation. Our experts assist management assess, prioritise and compare strategies. We assist them in building business plans and financial models, the core tools to make key decisions for your business' future.

Investment portfolio

Through our technical expertise, experience and professional judgement, we are able to deliver objective and accurate valuations of your portfolio.

Funds

Our Valuation experts can assist fund managers and financial sponsors in a number of transaction related circumstances. Such as pricing analysis, goodwill impairment tests, purchase price allocations and restructuring assistance.

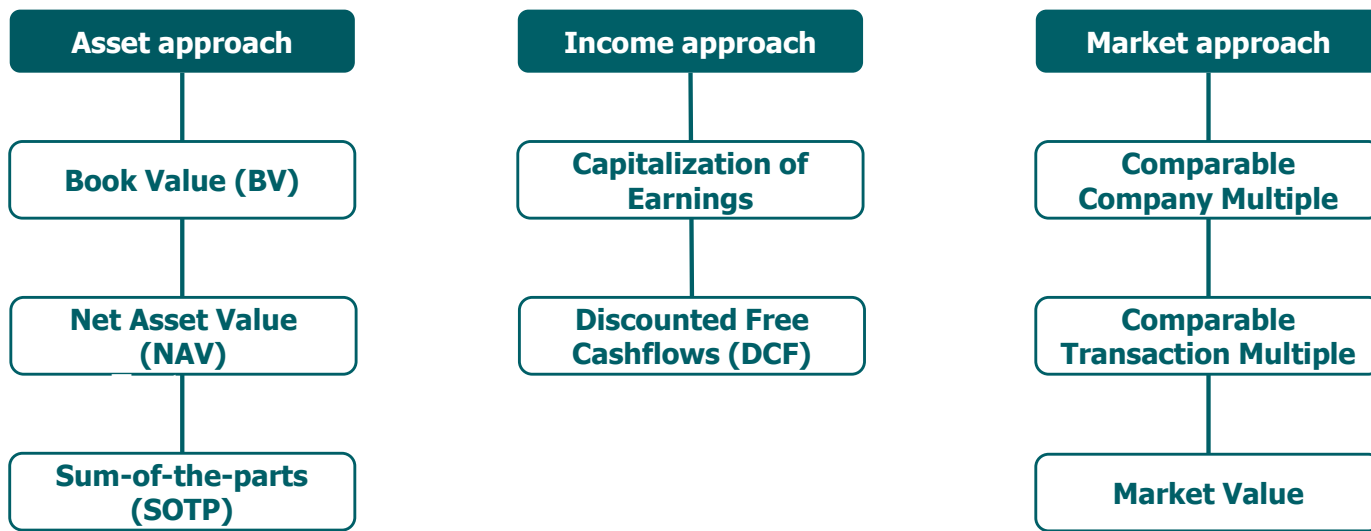
Funding

We can assist in the determination of the value of equity to be raised for new shareholders/partners and also provide advice needed for raising funds through debt.

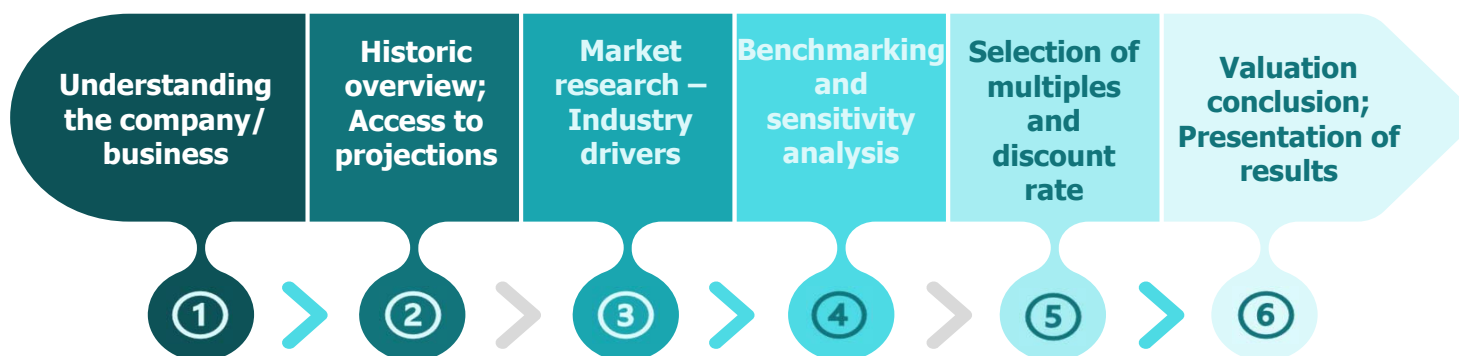
Valuations

Types of valuations

There are various valuation methodologies used when valuing a business. The valuation methodology to be adopted varies from case to case depending upon different factors affecting valuation. The basis of valuation would depend on the purpose of valuation, nature of business, prospects of the company and industry and other attendant circumstances.



Valuation approach and assessment



Valuation considerations

- Surplus assets
- Gearing
- Due diligence findings
- Tax losses
- Industry growth
- Economic factors
- Investor sentiment
- Minority or Control (discounts/premiums)
- Stakeholder's rational – Synergies
- Appeal of the target

Contact us

Our Experts

Our professionals are dedicated, skilled practitioners, with extensive experience in all aspects of valuations. We have serviced a large portfolio of valuation clients with assets both locally and internationally.



Callia Michaelides

**Head of Deal
Advisory Services &
ESG**

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Callia has over 20 years professional experience with focus on Deal Advisory Services.

Throughout her career, Callia has managed a number of Corporate Finance and Transaction Services projects including but not limited to valuations, financing advisory, M&A, contract assistance, due diligence and transaction structuring.

Callia has advised clients from different sectors including real estate and hospitality, financial services, healthcare, energy, communications and education. Her clients include small family businesses, larger groups, PLCs and Governmental organizations.

She has been extensively involved in a number of advisory projects relating to valuations, and market and financial feasibility assessments. She has developed skills around forecasting market trends, analyzing development concepts, assessing operational and marketing strategies and calculating financial feasibility.



Antoine El Khoury

Analyst

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Antoine was born and raised in Lebanon, where he studied Business with an emphasis on Finance from the Lebanese American University in 2017. After obtaining his Bachelor's degree, he joined Bank Audi, Lebanon's largest bank, as an equity research analyst in their private banking division. He developed and worked on more than 100 financial models and valuations, issued investment recommendations, assisted on multiple IPO subscriptions, and prepared micro/macroeconomic reports.

In 2019, he moved to Monaco to pursue a Master's degree in Finance focusing on hedge funds and private equity. As part of his studies, he worked at a multi-strategy London based hedge fund with around €800m AUM, as a portfolio analyst intern gaining experience in business analysis and valuations, with exposure to Investor Relations. Since joining the team, Antoine has worked on numerous large international fund valuations and performed financial modeling for business strategy work.

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