EY Transaction Advisory Services

Valuation & Business Modelling

Luxembourg
We find the answers to your questions and focus on your needs

*Can you help us to review our valuation process to enhance compliance to industry standards?*

  Which valuation framework do I have to use?

  Is my valuation model working properly?

*Is this business worth the price the seller wants me to pay?*

  What do I need to be valuation compliant in the context of the AIFMD?

  *We would need a third party opinion on the valuation of our investment.*

  *Can you act as independent valuer?*

*How do I derive a proper discount rate?*

  *What would a potential acquirer pay for my company?*

  *How do I shape a proper valuation model?*

*How do I set up a business model to project future growth?*

  *How can I, as a company administrator, make sure that valuation of illiquid assets is done properly and in line with the responsibilities I am assuming?*

*Who can assist in the purchase price allocation process in accordance with IFRS 3?*
Valuation & Business Modelling

Our service offering covers a comprehensive range of situations where valuations play a key role in your daily business

- **Transactions**
  - Mergers, acquisitions and divestments
  - Capital allocation decisions
  - Basis for price negotiations
  - Corporate restructuring
  - Intellectual property licensing
  - Fund raising

- **Others**
  - Shareholder disputes
  - Intellectual property disputes
  - Litigation disputes
  - Project evaluation
  - Rates of return and discount rates estimation

- **Financial reporting/compliance/good governance**
  - Valuations in the context of the AIFMD
  - International Financial Reporting Standards
  - Allocation of purchase price to tangible and intangible assets
  - Impairment testing of goodwill and other assets

- **Businesses and companies across a range of industries**
  - Shares and other equity
  - Intangible assets and goodwill
  - Capital equipment
  - Real estate
  - Alternative assets
Valuation & Business Modelling at the heart of your transaction

We provide the valuation support required for a successful transaction: from transaction modelling and business planning to pricing.
EY is a reliable and trustworthy partner who can deliver you with insight around the valuation process as an AIFM, support your teams on the actual valuation or provide you with external opinion.

**Valuation & Business Modelling in the context of the AIFMD**

**AIFMD default**
- Internal valuation
  - Valuation support services
  - Independant valuer for all/selected assets
  - To be determined (e.g., selected parameters such as multiples, reviews)
  - Valuation opinion

**EY Support**
- Valuation opinion

**External valuation**
- External valuer authorized by CSSF
  - Valuation opinion
About EY

- EY is one of the world’s leading professional services organizations with revenues in excess of USD 27.4 billion and more than 190,000 employees across the globe

- EY Valuation & Business Modelling (V&BM) has more than 2,200 advisors in over 90 countries offering a full range of hands-on support and advice across the transaction lifecycle, whether in the setup or revision of a business, a valuation or a transaction model
Thorough knowledge of the private equity and the financial services industry
Based in one of the major international financial centres, EY Luxembourg brings essential relevant industry experience
with large experience in valuation and business modelling.

Extensive international coordination experience for clients with their global or European headquarters in Luxembourg
EY Luxembourg serves as an entry point to a large network of EY member firms across Europe and the wider EMEIA area
of EY (Europe, Russia, Middle East, India and Africa).

High quality local team with execution capabilities in English and major European languages (French, German,
Russian and more)
EY Luxembourg finds itself at the business and cultural crossroads of Europe, our teams have diverse backgrounds
drawing on experience of many EY member firms.

Single team approach to Valuation & Business Modelling
Our single team approach combining different services accumulated under the V&BM department creates efficiencies by
virtue of timely information sharing and identifying issues between workstreams.
Preserving capital
- Assessment of risks around liquidity positions
- Advisory on distressed situations
- Refinancing debt, equity and other obligations

Investing capital
- Planning and structuring acquisitions
- Integrated due diligence and valuation
- Support in deal negotiations

Optimizing capital
- Business review
- Improving working capital and releasing cash
- Legal entity rationalization

Raising capital
- Sell-side due diligence
- Capital raising advice
- Debt/equity offering support
- Developing cost and tax efficient structures

Transaction Support
- Buy-side due diligence
- Sell-side services (exit readiness, vendor due diligence, vendor assistance)
- Post-closing assistance (completion accounts, confirmatory due diligence)
- Support in deal negotiation/SPA drafting

Mergers and Acquisitions
- Lead advisory services for acquisition, divestments, mergers
- Assistance in structuring, valuation, negotiation and closing of M&A deals
- Capital raising advice
- Debt/equity offering support

Restructuring
- Advisory on distressed situations
- Assessment of risks around liquidity positions (review of cash flow forecasts and capital structures)
- Business review
- Legal entity rationalization (simplification of group structures)

Transaction Tax
- Buy-side and sell-side tax due diligence/review
- Development of tax efficient acquisition or disposal structures
- Review of tax assumptions in the financial models
Contacts

If you would like to discuss our Valuation & Business Modelling services please contact your usual EY advisor, or the relevant contact listed below

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About EY
EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

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About EY’s Transaction Advisory Services
How you manage your capital agenda today will define your competitive position tomorrow. We work with clients to create social and economic value by helping them make better, more informed decisions about strategically managing capital and transactions in fast changing markets. Whether you’re preserving, optimizing, raising or investing capital, EY’s Transaction Advisory Services combine a unique set of skills, insight and experience to deliver focused advice. We help you drive competitive advantage and increased returns through improved decisions across all aspects of your capital agenda.

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