

Prospects for Success, Growth and Recovery

Service Lines 2012

Valuation Offerings

Understanding the value of your business or business assets provides you with the means to preserve or grow that value

Valuations are used for many reasons, including investment analysis, merger and acquisitions, sale & disposal of business, capital budgeting, purchase price allocation, financial reporting, taxable events, and many other business and legal purposes such as litigation support.

The valuation of a business is typically associated with a change in share ownership or structure, or with a business being sold. Ultimately, the value is what anyone is willing to pay - the purpose of a professional valuation is that it provides a basis for negotiation.

When valuing a business there are a number of issues to assess including:

- the dynamics of the sector in which the company operates
- the unique attributes of the company and how the company compares with similar businesses
- the market perception of the business



Method of Valuation:

Valuing a business requires an individual approach. A going concern business can not be valued in the same ways as a firm looking forward to disposal or restructuring in near future. Similarly, valuation of service industry and growth companies is irreconcilable with asset intensive and real estate ventures.

Broadly speaking, business valuation consists of following methods:

Asset Based approaches

- Net Assets Value
- Book value
- Fair/ Market Value
- Replacement Cost

Market Based approaches

- Market Multiples
- Comparable sale transaction

Income Based approaches

- Discounted Cash flow
- Capitalization rates using EBITDA
- Other Models

Who needs Valuation and why?

- Valuation required under Accounting Standards
- Mergers and acquisitions transactions
- Business reorganization
- Change in Ownership
- Bank financing
- Stock Market Regulators
- Public offerings and IPO's
- Management action
- Corporate Structuring

Grant Thornton's valuation services include:

- Preparation of independent expert's report
- Independent valuation for mergers, acquisitions, disposals and pre-bid support
- Purchase price allocation
- Valuation for pre-lending review process & Bank Financing
- Impairment testing for various assets
- Option valuations
- Valuation for dispute resolution and expert determination
- Valuations of intangible assets
- Portfolio Valuations

The valuation services provided by Grant Thornton's team give clients access to dedicated practitioners with significant expertise in specialist services including the valuation of shares and other equity investments, businesses and related intangible assets. Our specialists have practical experience in the field, as well as extensive training in valuation theory and application, accounting and auditing, taxation, finance, and economics and investment.

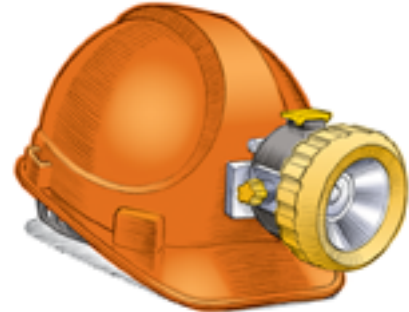
Members of our team have industry specific expertise in healthcare, oil and gas, education, real estates, services, financial services, retail, entertainment and media and technology sectors.

As a specialist dedicated team, we can quickly understand your operations, the key value drivers of your business, your competitive positioning and your financial performance to properly assist with your valuation requirements. As part of a global network, we will have access to the latest market reports, brokers' reports and financial information on comparable companies around the world.



About Grant Thornton

Our focus is you



Grant Thornton has built its name in helping business owners achieve their ambitions. We develop a close, long-term relationship with our clients. We work to understand your needs and aspirations and then tailor our services to meet your goals. Our collaborative approach achieves maximum results both for the business and, more importantly, the owner.

As a member of Grant Thornton International, we have the national and international scope to help you achieve success, wherever your business may grow.

We also have a team of commercially experienced individuals, many of whom have hands-on strategic and operational backgrounds.

When expanding your business, you need a professional services firm that appreciates close relationships, regular communication and a friendly, easily accessible service from your business advisers.

Working in partnership with business leaders, our role is to assist you in:

- Achieving a clear vision of your strategic goals
- Accelerating the building of business value
- Ensuring that personal and corporate ambitions are consistent and aligned
- Creating wealth for the stakeholders

We draw upon other technical specialties such as wealth management planning and transaction expertise to ensure that every aspect of your business agenda is addressed.

Outsourcing non-mission-critical operations is natural. At Grant Thornton we help companies with everything from company formation, assurance, accounting, valuations, transaction advisory, business advisory and much more.

Why us?

Our success is built on the importance we exhibit in developing deep, long-lasting relationships, both with our clients and third parties involved in our engagements.

Contact Us

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