

REASON FOR VALUATION ASSESSING AN ACQUISITION

Know what you are buying – and what it is really worth – before you commit.

Why valuation matters here

Buying a business is one of the most significant financial decisions you will ever make. The asking price is rarely the same as the fair value – and the gap between the two can be substantial. Without an independent valuation grounded in real data, buyers risk overpaying, misunderstanding what they are acquiring, or inheriting liabilities that were never visible in the seller's presentation.

What can go wrong

Most acquisition failures are traceable to poor due diligence on value. Inflated seller expectations, unsustainable earnings, hidden concentration risk, and over-reliance on the departing owner are among the most common drivers of post-acquisition disappointment. A rigorous, independent valuation before you sign is far less costly than a painful renegotiation or write-down after.

- An independent valuation provides a credible second opinion on the seller's asking price
- Quality of earnings analysis identifies whether reported profits are sustainable
- Customer, supplier, and revenue concentration risks are surfaced and quantified
- Owner dependency and key-person risk are assessed and reflected in the valuation
- Comparable market transactions provide context for the price being asked

Internal models can provide useful guidance. An independent valuation reduces perceived bias and strengthens credibility. In transactions, valuation clarity reduces friction.



How bizval helps

We provide independent acquisition valuations that give buyers a clear, data-backed view of what a target business is worth – and why. Our reports identify the value drivers, the risks, and the assumptions that underpin the number so that you can negotiate with confidence and structure the deal accordingly.

- Fair market value assessments for acquisition targets across all industries and sizes
- Quality of earnings analysis to validate the sustainability of reported profits
- Scenario modelling to assess value under different operating assumptions
- Support for purchase price allocation and post-acquisition accounting

Ready to get started?

Visit bizvalglobal.com or contact our team for a discovery call.



INDEPENDENT DEFENSIBLE BUSINESS VALUATIONS

Backed by data, human-led and supporting real world decisions