


WHAT INFORMATION IS NEEDED TO PERFORM A VALUATION?







A business valuation can only be as good as the information received. The more information received the better and more accurate the valuation can be. A business valuation provides an estimate of what a reasonable buyer will pay for a business based on the facts and figures received.

Information required

-  2 - 3 years of financial statements
-  Tax clearance certificates
-  Organizational structure (Organogram)
-  Shareholders agreement
-  List of employees with payroll information
-  Asset list



Information required (continued)

-  Debtors age analysis
-  Creditors age analysis
-  Stock lists
-  List of assets given up for surety
-  Declaration in terms of litigation past or on going
-  Rental agreements

After obtaining the information above, the valuer will then assess all the information, request additional information where necessary and make adjustments. They then identify the strengths and weaknesses of the business, obtaining an overview of the current business processes and structures.

The valuation will be done in close co-operation with the business owner as we need to tell the business's story, giving life to the facts and figures. Reporting on the business's strengths and weaknesses will give a potential buyer a complete picture of the business.

A proper valuation will give a seller a proper base to start negotiating from with the support of facts and figures independently verified. If you would like assistance with your business valuation contact us online.

