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Business Valuation Services



PEM Valuations

For many accountants valuations are 'not the day job'. Our valuations are produced by a highly specialist, multidisciplinary team of fully qualified corporate finance professionals, employment tax and share scheme experts, and business tax and restructuring advisors.

Why work with us?

Our approach is different; we do more than crunch the numbers, we deliver well supported, commercial valuations each tailored to the specific need of the owner.

We have a flat structure so clients always receive senior level attention provided cost effectively.

We have extensive real world experience in company sale and purchase negotiation; we don't just claim to be commercial, we have the transaction record to prove it.

Reasons you may need a business valuation:

- Corporate governance
- Tax and Accounting
- Regulatory reasons
- Shareholder exit
- Business planning
- Shareholder disputes
- Matrimonial disputes
- Restructuring

Our reports

As well as producing short form valuations for use in disputes, tax planning and restructuring, we are often asked to provide long form reports as input to company strategy and planning.

Our reports are robust, comprehensive and based on a proper understanding of the business to be valued.

Fee levels vary depending on the complexity, nature and purpose of the report required.



The valuation process

Our valuation process is tailored to each business and is not based on mechanistic form filing, or software driven.



Scoping

- Initial free meeting
- Formal proposal and fixed fee quotation



Data gathering

- After an engagement letter is signed relevant accounting and company governance documents are gathered.
- Face-to-face or telephone 'fact find' - wide ranging discussion to ensure we have a good understanding of the business being valued.



Analysis

- Analysis of company financial statements and forecasts
- Detailed review of our transactions database and other sources



Reporting

- Analysis of company financial statements and forecasts
- Detailed review of our transactions database and other sources



Panel review

- All of our reports are reviewed by our multidisciplinary Valuations Panel prior to being issued



Post valuation support

- Senior corporate finance and tax experts can be involved in additional commercial planning, dispute negotiation and tax inputs after the valuation is complete if required (charged on an hourly rate in addition to the original fixed fee for the valuation)

Our team



Lake Falconer BAcc CA CF

Partner, PEM Corporate Finance

Lake leads our valuations team. He has 25 years of senior level experience in venture capital as a corporate finance adviser. He is a member of the ICAEW corporate finance faculty and Valuations Special Interest Group.

Email: lake@pemcf.com



Matthew Eady

Director of Share Schemes and Reward, PEM

Matthew is a member of both Chartered Institute for Tax and Association of Taxation Technicians. A significant part of Matthew's work involves employee share incentives in connection with share valuation matters and communication of arrangements with employees.

Email: meady@pem.co.uk

Who we are

PEM is the largest independent firm of Chartered Accountants, Tax and Business Advisers based in Cambridge.

PEM Corporate Finance (PEMCF) is the corporate finance division of PEM and is a leading provider of M&A and buyout advice to owner managed businesses throughout East Anglia. PEM Corporate Finance is authorised and regulated by the FCA.

We have valued businesses that range in size and complexity from sole traders to multinationals. Our valuation experience includes:

- Business Valuations
- Goodwill valuations
- Valuing technology companies
- Share buy backs and capital reductions
- Valuing loss-making companies
- Shareholder disputes
- Share incentives
- Probate

To find out how PEMCF can help you and your business, contact us on the details below.

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