

Valuation Company of the Year - 2022 - Business Valuation International Ltd. - London

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Business Valuation INTERNATIONAL

BVint provides Advanced Independent Valuation and Risk Modelling worldwide to private equities, venture capitals, family offices, entrepreneurs, managers, investors and to accounting and legal firms. Founded in 2012, by the PhD Dr. Fernando Scarpati and a team of PhDs coming from leading private equity firms, BVint was the first company in Europe to offer advanced multidimensional valuation with probabilistic multi-scenario analysis and Monte Carlo simulations and is a global leader in this arena. Today BVint has clients in more than 40 countries.

Accountancy firms although proficient, cannot apply the same level of skill or expertise as business valuation is a niche area of competency. Valuation professionals need to have a specific expertise not only about corporate finance but also about the different markets and sectors, strategy, risk, technologies, human resources, environmental and social impact, etc. In other words, a good valuation needs to have a multidimensional analysis. Today, independent valuations are a must for early-stage companies and SME's before a fundraising round or an M&A deal. Valuations must be performed by professional appraisers with expertise in each specific industry sector. **Business valuation International Ltd - BVint is 100% focused on providing business valuations and has professionals specialized on the different industry sectors.**

Independency is another pillar that BVint holds.

Today, companies, investors, Private Equities need an independent valuation before negotiation or making an investment decision. M&A agencies and advisors cannot

be fully independent, as conflict of interest arise from deal success-based compensations agreed with their clients. M&A advisory firms maybe biased depending on the level of interest they have in buying or selling a firm.

Additionally, BVint's advanced independent valuations are not only made for M&A transactions or companies and investors looking for fundraising, but also for value driven and investment decisions. In fact, **most clients update their valuations once a year and this helps them to monitor the market and take value driven decisions. BVint's unique databases provide clients with unvaluable strategic analysis and information about competitors and comparable deals.** The company has specialist for each micro sector including advanced technologies in all industries. The company has clients of all sizes and types of deals including Start-ups, Early Stage, SME's, IPO's and Listed Companies.

Today, institutional investors tend to select projects / companies that previously worked on an independent valuation and can rationally measure the risks involved in the long term. BVint advanced valuation provides clients with the necessary tools to formulate a professional communication approach and to ensure the potential of the business is demonstrated and recognised by a potential acquirer or investor. Investors and decision makers need an advanced valuation:

- To identify and understand the value drivers of a business in the long term
- To measure the impact of the risks affecting the value of the company



The team of analysts in Business Valuation International office in India

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- To analyse the value of the company in the light of a probabilistic distribution and multi-scenario analysis, which includes all possible scenarios that its drivers may generate.
- To have access to the most complete benchmarking and competition analysis using BVint databases. BVint will tell you all you need to know about potential competitors, deals and technologies.
- To have the information to elaborate a strategic value creation plan aimed at mitigating risks and capturing opportunities.



Founder and Managing partner (Dr. Fernando Scarpati)

Valuations are based on the potential of the business, but this is always uncertain and subject to a wide range of risks. Therefore, companies and investors need to understand and master all risks involved in the business. Many traditional valuation methods simply underestimate risk, or treat it as a static, one-time event. This is the reason why **BVint uses Monte Carlo**

analysis to assess the volatility of the different drivers in the long term.

Monte Carlo simulations are used to model the probability and volatility of different outcomes in a process that cannot easily be predicted due to the intervention of random variables. Since business and finance are plagued by random variables, Monte Carlo simulations have a vast array of potential applications in these fields. They are used to assess the risk that an entity will default and to analyze derivatives such as options. Insurers and oil well drillers also use them. BVint also uses them to assess all risks and variables driving the value of companies and investments. Sample of uncertain variables assessed by BVint in its advanced valuations:

- Currency Volatility, Interest Volatility, Credit Risk, Emerging Countries Volatility
- Commodity prices,
- Growth rates volatility,
- Markets, Strategic, Operative and Technological Risks and value drivers,
- Success probabilities to achieve certain goals in each business plan,
- Early-Stage Default Probabilities and Risk according to stage of development and sector,
- Other Potential Contingencies

The company also offers a special valuation service for start-ups and early-stage businesses which includes an angel scorecard and the "BVint start-up score and Index". The BVint angel scorecard assesses the management team, the technology, the intellectual property, the market characteristics and potential, the competition, etc, and depending on the final score (BVint start-up index), they will tell you the probabilities of success of the business based on reliable market statistics. The BVint start-up index is a unique assessment tool in the market, and it is

also used by Venture Capitals to assess and filter the flow of projects they receive.

Aside from leading the pack across Europe, BVint has now become one of the best valuation firms in London where it's HQ is situated. Bringing a global view to local industries and economies, the company also has offices in Geneva, Malta, New Delhi, Luxembourg and Monaco. Although a proudly British company, BVint have clients across the world, more specifically in Europe, USA, Canada, Latin America, and some countries in Asia.

This is due to their focus and expertise on the different markets as well as to their advanced methodologies added to the more traditional ones which are needed for decision making.

BVint, with some strategic partners, is currently developing an unrivalled and advanced valuation software to provide business valuations to early stage and SMEs businesses. The platform will use artificial intelligence and market databases to calculate the value of a business in a few minutes. The valuation will be based on both DCF, and comparable analyses and it will also allow users to create different business plan scenarios and benchmark against their peers. Users will be able to use sensitivity analysis to better understand the impact of the different drivers on the valuation of the company and make useful value-driven decisions. SMEs will have an easy-to use software to follow up the risk-drivers and the value of the company.

BVint uses the same advance techniques private equities use internally for decision making. To ensure a smooth sail prior to embarking on fundraising, companies need to speak the same language for PE's and VC's. **Like the big four consulting firms, BVint is a member of the Forum of Firms IFAC and has many international certificates and awards.** All professionals working at BVint are international valuation specialists certified by the IACVS. The International Association of Certified Valuation Specialists (IACVS) is the International Institute of Business Valuers and applies International Valuation Standards (IVS).



Business Valuation International board members

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