

25
Years

PACE EQUITY

Advising On Company Sales, Acquisitions,
Fundraising & Growth Since 1989

Use the experts when valuing your company

Companies are valued for a wide range of reasons. Most often this is done when the business is about to be put up for sale, but there are a host of other occasions when valuing your business can be useful:

- When selling a parcel of shares
- When bringing in new investment
- When appointing a new director or CEO
- Ahead of a potential merger or Joint Venture
- Using shares as part payment for an acquisition
- Constructing a share-option scheme
- When negotiating with lenders
- When setting targets for general incentive schemes
- Publicity, PR
- When seeking a public listing



If you would like advice on the value of your company – Pace Equity has 25 years of experience and expertise in this demanding and complex field and an excellent track record of results. Contact us on 01491 577889 or e-mail directors@paceequity.com



“Each business and each business sector has its own particular circumstances that may favour one or more methods of valuing a business. It is important to access each business differently dependent on key value drivers and its attractiveness to buyers in the marketplace”

Ken Graham, CEO, Pace Equity

Valuation Methodology

Pace Equity has developed its own unique corporate valuation methodology, based on over 25 years of in-depth corporate M&A experience. Our methods, unlike most valuation models look beyond financial numbers and take a holistic view of the company or shares being valued. The Pace Equity methodology includes an examination of a range of factors making up value, i.e:

- The business strengths and weaknesses
- Brand recognition and value
- Growth potential
- Management strengths and weaknesses
- Positioning in the industry and the market
- Quality of products / services
- Quality of customer base
- Stage in market / business life-cycle
- Quality of margins
- Quality and number of customers
- Reputation
- Intellectual property
- Market share or market dominance
- Financial history and potential

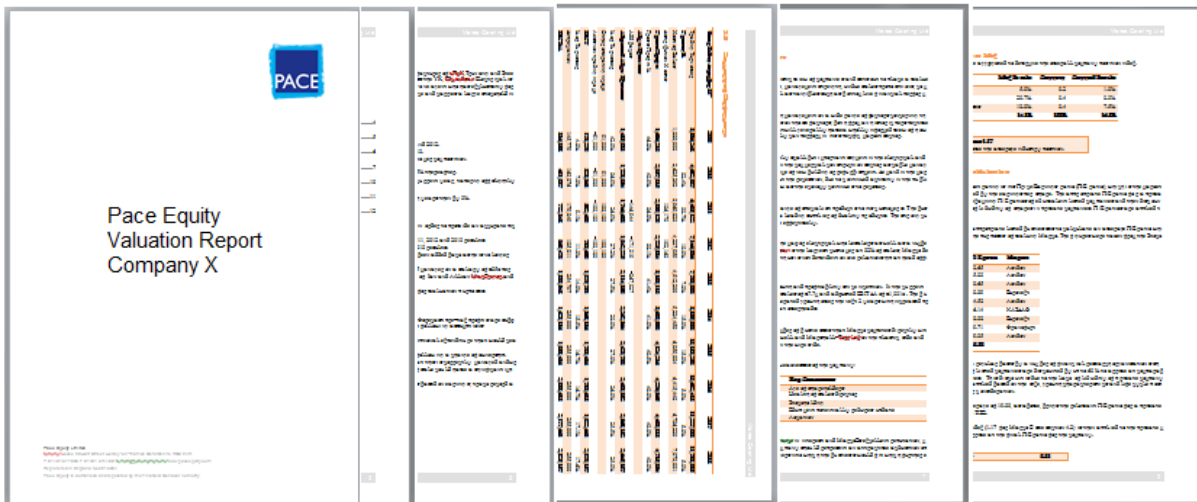
The Pace methodology has stood the test of time and our statistics demonstrate that our valuations achieve excellent correlation with actual values achieved at the time of the sale or purchase across a variety of sectors and circumstances.

www.paceequity.com

Valuation Methods

For the valuation of any one company Pace Equity selects a range of the most appropriate valuation methods to use with the data collected or researched on the business and then applies this data to the Pace valuation model. The resulting values are benchmarked against recent deals done in the industry to check their validity. Our clients are presented with a detailed report and a tight range of values, representing market related values at that time in the industry. The report also contains recommendations on value enhancing opportunities to improve the value of the business ahead of a sale. Pace Equity is happy to work with our clients to build company values in line with our recommendations.

Example:



The screenshot displays a professional valuation report. The left-hand page features the Pace logo and the title 'Pace Equity Valuation Report Company X'. The central page is a detailed financial table with multiple columns, likely representing different valuation methods and their results. The right-hand page contains a summary of findings, including a table with columns for 'Method', 'Value', and 'Weighted Average', and a final 'Value Range' section.

Contact a member of the team to arrange a valuation or for an initial discussion.

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