

Adding Value to US based CPA Firms

Valueonshore Advisors assisted US based CPA Firm in scaling up its Business Valuations team



**CASE
STUDY**

ABOUT THE CLIENT



The CPA firm is based in New York and has a presence across the United States. It ranks among the top 20 CPA firms in the country and offers a wide range of services in various service lines including valuations.

OUR SOLUTION



Based on the comprehensive information provided by the client, we assigned valuation experts with a deep understanding of various valuation methodologies and significant experience working in the United States.

Our team handled diverse valuation assignments, including business valuations, 409A valuations, Purchase Price Allocations (PPA), and more. To initiate these projects, our first step was to gather industry-specific information.

The team then discussed and agreed on the valuation principles and interviewed the management representatives for gaining an understanding about the company and future business expectations

Based on the assumptions and the model, we initiated the performance of the actual valuation calculations. We envisaged the calculations under multiple scenarios

Once the calculations were finalized and discussed with the onshore team, we initiated the preparation of a written report to summarize our methodology and valuation results. The report was then discussed with the onshore team and client for inputs.

BUSINESS CHALLENGES



The client had a regular requirement to prepare the valuation model and valuation report using a customised approach. However, the client was facing difficulties in managing the peak workload timelines while ensuring the quality of deliverables, as there were various intricacies involved in updating both the valuations model and the reports. Some key aspects of the engagement included the following:

1 Passing the WACC and FCFE adjustments which involved making judgements and decisions based on incomplete and imperfect information received from the client

2 Lack of in-house specialists to meet the peak workload demands

3 Industry expertise and Identification of potential market scenarios of the companies under valuation

4 Time Constraints



OUR VALUE ADDITION



Valueonshore Advisors assisted the client in overcoming these challenges and thereby enabled the CPA Firm to:

- Execute Valuation engagement in sectors like pharma, Manufacturing and IT among others.
- Prepare and update the Valuation tabs which included WACC, Debt Schedules, PPE Schedule, DCF, Key trends in Revenue and costs and demonstrate the same through various charts, bridges and graphs for analysis.
- Analyse Historical Free Cash Flow and adjust them for a comparable presentation.
- Ensure accuracy in Enterprise Value and Equity Value for valuation.

ABOUT US



Headquartered in Gurugram, Valueonshore Advisors is a specialised professional services firm managed by the Big 4 alumni and industry executives. Our portfolio includes multi-billion dollar companies, mid-cap public, and pre-IPO companies that range from late stage to early stage. We are a trusted, preferred partner for various multinational and Indian clients who engage us for our functional expertise, industry knowledge and for our objective solutions for complex problems. We help companies in improving their chances for successful Mergers & Acquisitions through a holistic approach that addresses acquisition strategy, corporate culture match, due diligence and post transaction integration. If you need any further information on our Transaction Advisory, please write to:

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