



Valuations Advisory Services



Valuations are needed throughout the business cycle – from regulatory compliance to major transactions to dispute resolution. FTI Consulting helps you identify and understand the value of different assets across a range of contexts, providing independent and reliable opinions on the value of businesses, shares, financial instruments and intangible assets.

Authoritative & independent valuations

Clients trust FTI Consulting to provide independent, cost-effective and pragmatic valuation advice that complies with ASIC regulations, tax authority guidance, financial reporting and valuation standards.

Understanding value drivers

Informed by a disciplined and robust application of economics and finance theory that can withstand the highest scrutiny, we provide insight into the underlying value drivers through:

- thorough research to support market benchmark data from reputable providers
- cross checks and sensitivity analysis wherever possible
- consultation with internal industry specialists around the globe
- active involvement of senior staff throughout the valuation process
- clear, compelling and easy to follow reports, with key factors presented in dashboards and executive summaries.

Global and local expertise

With over 100 valuation specialists globally, and supported by more than 700 industry professionals, FTI Consulting provides a unique combination of industry expertise, technical know-how, market insights, and transaction experience.

Our Australian valuations team includes accredited business valuers, chartered accountants, CFA charter holders and MBAs, with prior experience as equity analysts, corporate advisers, asset managers and auditors.

Industry specialists

We offer deep, practical industry experience, and can also call on our specialist experts from across FTI Consulting's global network who have first-hand knowledge and insights into the common challenges faced across all major industries.

Valuations across the business cycle

We bring scientific rigour and analysis to assess the value of investments for a broad range of commercial purposes, including:



Financial reporting



Taxation & transfer pricing



Investment portfolios



Transactions & restructurings



Disputes & litigation



“FTI Consulting is different to our competitors. Being totally independent, we don’t offer audit services; generally one of the biggest obstacles other firms face when clients need true independence”.

Fiona Hansen
Senior Managing Director

Financial reporting

FTI Consulting provides independent valuation services for financial reporting requirements under IFRS and A-IFRS.

Key services

- Valuations of assets, liabilities and securities to assist with meeting financial reporting accounting standards
- Valuation reports meeting Australian and international valuation standards for:
 - purchase price allocation
 - impairment testing
 - share based payments
 - investment fund reporting
 - financial instruments
- Contemporaneous valuations in connection with transactions and financial due diligence reviews – for buyers or vendors
- Opinions on fair value of:
 - businesses
 - shares
 - debt
 - intangible assets
 - options & warrants
- Fixed asset and property valuations in partnership with third parties

CASE STUDIES



Manufacturer & distributor - Annual calculation of the weighted average cost of capital for the company's various cash generating units (CGU). This assisted management with its impairment testing of the company's identifiable intangible assets and goodwill in each of the CGUs.



Renewable energy - Calculated the value of financial instruments arising on partial acquisition of a business and determined the level of 'control', hence the treatment of the financial instruments for accounting and reporting purposes. Reported to the client and its auditors.



Fin tech - Approached by auditor to assist their client with the valuation of options and performance rights issued to executives and employees during the financial year.



Food manufacturer - Valued the intangible assets acquired by an Australian food producer including, brands, sub-licences and recipes from the overseas licensor. Also determined arm's length royalty rates for transfer pricing purposes.

Taxation & transfer pricing

FTI Consulting provides valuation reports and expert advice to tax authorities, taxpayers, and their advisors for a variety of tax-related valuation needs.

Key services

- Principal asset test
- Private ruling assistance
- Employee options
- Profit margin benchmarking
- Royalty rate benchmarking
- Benchmarking analysis for transfer pricing reports
- Valuation advice to aid negotiations between tax payers and tax authorities
- Valuation reports meeting Australian and international valuation standards for:
 - Tax consolidations
 - Capital gains taxes
 - Stamp duty
 - TARP assessments
 - Small business concession
 - Impact of tax treaties
- Contemporaneous valuations in connection with private ruling applications
- Opinions on the value of:
 - Businesses
 - Intangible assets
 - Goodwill
 - Derivatives
 - Licenses
 - Contracts
 - Intellectual property
 - Shares
 - Debt
- Fixed asset and property valuations via partnerships with third parties
- Transfer pricing for intangible assets, complex financial transactions and related party goods and services
- Expert evidence for the Courts, Tribunals and other judicial bodies

CASE STUDIES



Hospitality - Engaged by ATO following the sale of various hotel businesses to a hospitality chain. We reviewed the transaction, determined the extent to which intangible assets were separately identifiable, and performed purchase price allocation to distinguish between goodwill and identifiable intangible assets.



Financial services - Jointly appointed by ATO and global financial services company to prepare a report assessing the market value of a loan and derivative portfolio with a face value of c. \$500 million in connection with a private ruling application relating to capital gains taxes. The matter resolved amicably.



Telecommunications - Engaged by ATO following acquisition of ASX-listed telecommunications company to assist in Commissioner's review of the company's ACA calculations. We assessed the reasonableness of proportion of value allocated to deductible and non-deductible intangible assets, including brand, copyright and software.



Solar farms - Engaged by international renewable energy developer to value a portfolio of solar farms in New South Wales, Victoria and Queensland to assess whether the market values of the projects were principally derived from taxable Australian real property in connection with Australia's tax treaty with the UK. The valuation reports received positive feedback from the ATO agent.

Investment portfolios

FTI Consulting provides independent portfolio valuation services across a broad range of infrastructure, private equity, and venture capital assets for fund managers and superannuation funds. We offer services throughout the fund life cycle, delivering portfolio valuations quickly and economically, and with the transparency and rigour to withstand scrutiny.

With a team that includes former equity analysts, asset managers and bankers, we combine hands-on financial services experience with deep technical expertise to help clients navigate the challenges of valuing illiquid, unlisted and complex securities.

Key services

- Valuing portfolio assets for unit pricing, tax consolidation and financial reporting
- Reviewing and balancing financial models to support portfolio assets
- Structuring and valuing share incentive plans for executives and employees
- Advising on industry 'best practice' for developing and implementing valuation policies and procedures, including establishing a valuation committee to fully meet compliance requirements
- Structuring and valuing share incentive plans for executives and employees
- Risk evaluation and pricing of complex assets
- Preparing or reviewing calculations for management incentive pay-offs during exits and exit-triggering events

CASE STUDIES



Aviation - Valuation of pre-emptive rights of a shareholder in an airport investment for acquisition purposes.



Debt portfolio - Valuation of a fund's debt investments in various social infrastructure assets such as schools, TAFES & hospitals.



Port - Valuation of a shipping port for debt funding purposes.



Fuel terminals - Valuation of a diesel terminal business for a restructure and fund-raising purposes.



“We bring scientific rigour to our analysis to help clients and their advisors make the right decisions”.

John-Henry Eversgerd
Senior Managing Director

IERs for transactions & restructurings

FTI Consulting provides objective, well-supported and competitively-priced Independent Expert's Reports (IERs) in transactions and restructurings to assist shareholders with their decision-making.

As a global leader in transaction and restructuring solutions to companies, boards, investors, lenders and creditors, we deliver IERs that are:

- Commercial, informed by our deep understanding of circumstances that can prompt a transaction or restructuring.
- Compliant with the various regulatory guides published by ASIC, ASX Listing rules and the Corporations Act.
- Rigorous and can withstand scrutiny from ASIC and other regulators – having regularly prepared valuations in a litigation or contentious context.
- Delivered quickly – our specialist industry knowledge and experience across a broad range of situations means we can act immediately for clients and ascertain the key issues quickly.
- Offered across a range of transactions & restructuring situations including pre-pack administrations, schemes of arrangement, sales to related parties or as required under the Corporations Act and ASX Listing rules.

CASE STUDIES



Mining - IER for a creditors' scheme of arrangement for a mining company, requiring approval by members and creditors.



Medical technology - IER for a related party takeover offer under Section 640 of the Corporations Act.



Biotech - IER for capital raising and issue of shares under Section 611 of the Corporations Act.



Building & construction - IER for the issue of shares to a related party transaction under Section 611 of the Corporations Act.

Disputes & litigation

FTI Consulting has the pre-eminent valuation and damages expert witness practice* in Australia and globally, having acted on some of the world's most complex litigation. Our experts assess values, quantify damages, prepare expert reports and testify in a wide variety of claims and disputes.

We have extensive experience providing expert evidence on the value of businesses, shares, financial instruments and intangible assets in courts and tribunals. Our valuers are also regularly appointed to provide expert determinations or to assist in mediations.

We provide expert opinions of value on a broad range of disputes, including:

- Shareholder disputes
- Post-acquisition disputes
- Shareholder class actions
- Professional negligence claims
- Family disputes
- Licensing and intellectual property disputes
- Tax & transfer pricing disputes

The right expert for your dispute

Whether you need experience in a particular industry, geography or type of dispute, we can help you find the right expert for your case. FTI Consulting globally has the largest group of testifying experts and more expert witnesses recognised by Who's Who Legal* than any other firm. We help you achieve the best possible result by providing independent, rigorous analysis and robust expert evidence that will withstand the toughest scrutiny.

* Who's Who Legal Arbitration 2020: Expert Witnesses List

CASE STUDIES



Tax - Jointly appointed by an international bank and ATO to value a \$500m loan and derivative portfolio in a dispute over capital gains taxes triggered by the market value of the portfolio.



Energy - Engaged as independent expert witness by the vendor of an asset in the energy sector to quantify economic loss and assess 'true value' of the asset in a dispute with the purchaser following a \$1.7 bn acquisition.



Retail - Quantified investor losses for national retailer in a shareholder class action over alleged insufficient disclosure in the IPO prospectus. Advised on event study methodology, built model and prepared report to quantify losses under many scenarios and withstand scrutiny of multiple plaintiffs, defendants, auditors and insurers.



Hospitality - Appointed by majority shareholder of a major restaurant chain to provide business valuation advice during a high-profile shareholder dispute.

The FTI Consulting difference?

When you engage FTI Consulting, you access professionals with diverse skills and expertise tailored to your needs, who are agile, hands-on and collaborative. Being truly global, we can support you wherever you need us without the barriers that inhibit partnerships operating as separate businesses in each country.



Multidisciplinary

Experts in valuations, forensic accounting, e-discovery, economics, corporate finance, restructuring, investigations, regulatory compliance, and strategic communications.



Global reach

Based in 27 countries, we can have experts on the ground quickly where you need us most, with location-specific knowledge and language skills.



Customised team

We adapt and diversify our team based on your needs, bringing together the most relevant experts to seamlessly surround the issues.



Independence

With no in-house legal or audit practice, we are largely conflict-free and uniquely positioned to provide impartial advice and assistance.

FIONA HANSEN

Senior Managing Director
Valuations Advisory Group
+61 3 9604 0623
fiona.hansen@fticonsulting.com

CHELSIE DICKSON

Senior Director
Valuations Advisory Group
+61 3 9604 0641
chelsie.dickson@fticonsulting.com

JOHN-HENRY EVERSGERD

Senior Managing Director
Valuations Advisory Group
+61 2 8247 8031
john-henry.eversgerd@fticonsulting.com

ISKRA PANOVA

Senior Director
Valuations Advisory Group
+61 2 8247 8012
iskra.panova@fticonsulting.com

EXPERTS WITH IMPACT™

FTI Consulting is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities.

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