

Valuation AI Analysis

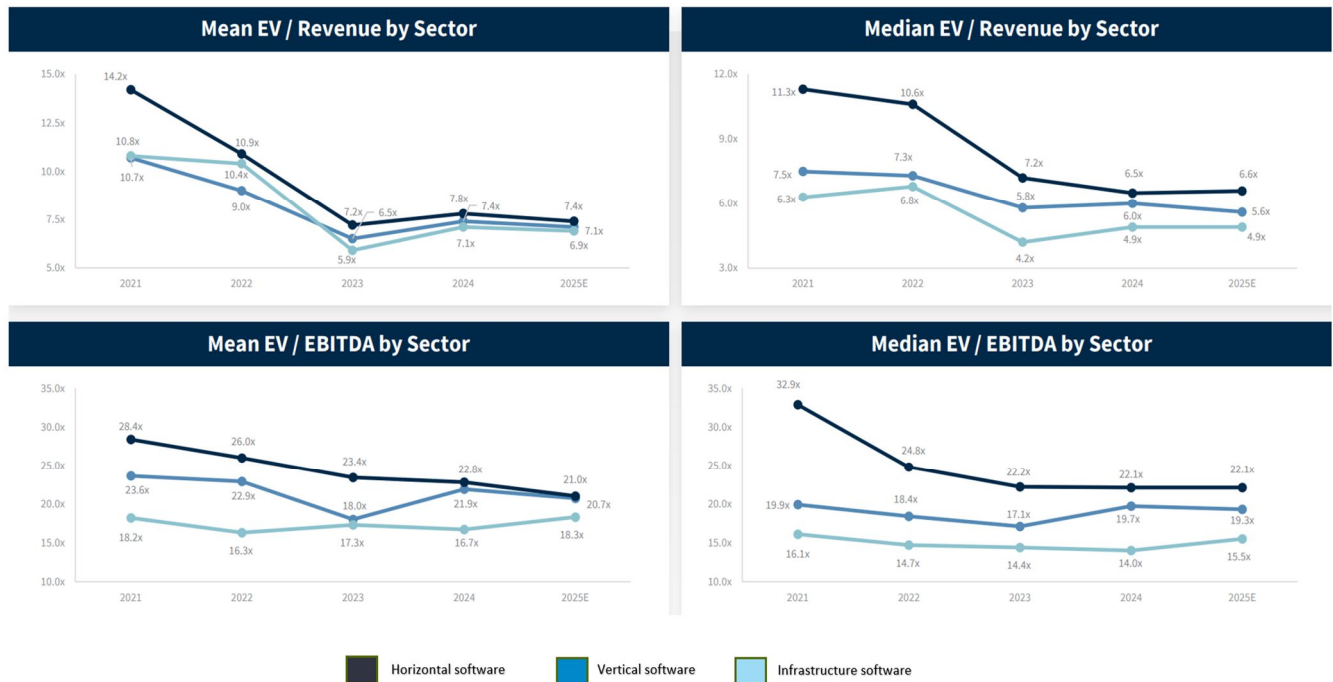
CEO DESK – AI research Report

Strictly Private and Confidential

Valuation proxy-AI Analysis

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Global Listed Software Company Valuation multiples & trends



Sources: Capital IQ and Weissknight CF analysis
Date: January 2025

Conclusion:

Valuation Services

Why do you need an independent valuation report ?

If you are a seller

The valuation report is a negotiating tool, which will act as a support to arguments within the negotiation discussions, which will be therefore more rational and effective and allow you to maximize the exit valuation/price.

A valuation report will...

- ✓ ...allow you to know the true value range of your business.
- ✓ ...help you to understand the strengths and weaknesses of your business.
- ✓ ...allow you to understand the variables which underpin and impact the value and potential value of your business.

If you are a buyer

If you are a buyer, you should not accept the seller's valuation... you should have your own vision to better negotiate the price.

A valuation report will...

- ✓ ... allow you to negotiate the sellers' valuation / price (as sellers are usually driven by emotions instead of financial arguments).
- ✓ ... allow you to understand the real business' value: it is important that you understand how to diagnose its past & current situation, as well as the market trends (forecast).
- ✓ You should also understand perfectly the short-term cash-flows, so that you can adequately structure the offer, taking into account the right level of net-working capital and net debt.

If you are an investor or a listed company

Fairness Opinions evaluate the overall fairness of offer prices in tender offers and are routine. They are normally obtained by a board of directors or investment committees.

Fairness Opinions do not have any foundation in statutory and regulatory requirements but are triggered by defensive considerations because of potential shareholder challenges.

Generally, as a matter of corporate law US and UK directors have fiduciary obligations of care, loyalty and honesty to their company. These duties are the reason for many shareholder suits against boards and encourage boards to obtain fairness opinions.

▪ Weissknight provides independent advices related to the valuation of private & public companies:

The transition of a business is potentially the most significant financial event for the owner.

Therefore, knowing the value of the business, and understanding factors that may increase or decrease value, is essential for entrepreneurs / managers, who seek to maximise the final proceeds.

▪ As we have performed company valuation in lots of industries, we have built a large basis of experience as a foundation for our work:

We have at our disposal a wealth of research data and materials, exactly as we had in the past in the large investment banks;

These resources, combined with experience gained over our careers, enable us to analyse and understand the dynamics of each situation;

We can perform an expert appraisal of any company, and stand prepare to defend our conclusion;

We will explain each step of our analysis and we will avoid the general statements contained most of the time in other valuation reports.

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prepared & scripted by Weissknight's MDs

(25 years of investment banking and more 150 deals)

- affordable fixed price for these AI based services
- reports delivered in less than 48/72 hours
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