

# Business Sale & Purchase

# Singapore



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## Background

There are many reasons to why you would want to sell your business or purchase a business.

We have conducted many business valuations and the more common reasons are:

- Retirement
- Partner disputes
- Search for new business opportunities
- Owner poor health
- Migration to overseas
- Burnout
- Unsatisfactory business financial performance or lack of investment capital.

There are several methods when valuing a business that includes valuing various components of your business, including goodwill, tangible and non-tangible assets, management knowledge and commitment.

In almost all scenarios, it is more economically and logically beneficial for an independent business valuation to be conducted.

## Overview

It is known that companies tend to go through a business valuation if they are selling their businesses. Business owners usually include the business valuation costs into the business sale price, whilst business purchasers usually reap the benefits of paying less than the business sale list price.

Your potential buyers also get to know your business sale price is backed by independent valuation assessments.

Top reasons why business people conduct an independent business valuation:

- ✓ Obtain true business value
- ✓ Gives you negotiation power during mergers/acquisition
- ✓ Gain access to investors
- ✓ Independent valuation provides trust and assurance to investors/buyers



## Our Services

### Valuation Services:

- Corporate & Business Valuations
- Business Valuation for Matrimonial Dissolution
- Valuation For Litigations and Disputes
- Intangible Assets Valuations
- Share-Based Compensation
- ESOP Valuations
- Financial Instrument Valuation
- Fairness Opinion

### Corporate Advisory & Transaction Services:

- Incorporation
- Purchase Price Allocation
- IFRS Consulting
- Financial & Commercial Due Diligence
- Investor Relations

## About us

Our success has always been set on the mantra of embodying the '*human touch*' in all our professional dealings. Our empathetic and genuine approach sets us apart from the rest.

We stand out through our corporate philosophy and client care, which is based on mutual trust and long-term orientation. As much as we strive to deliver quality and professional work, there is a personal ambition inculcated in our team to exude empathy, genuineness and earnestness.

That is what makes us special and differentiates us. When we take on any case, we treat it with proper attention and due diligence that it deserves.

We rely on our subject matter specialists who think in an interdisciplinary manner, since the needs and projects of our clients cannot be separated into individual professional disciplines.

We are here to set the benchmark in business valuation practice across the Asia Pacific region. We are the leading business valuation provider in Asia that focuses purely on business valuations. Our prime focus caters to the needs of entrepreneurs and small and medium sized business in Asia Pacific. Offering only business valuation services, we are able to channel our resources and capabilities to deliver the most accurate, effective and professional business valuation service at fees that just make sense.

