

THE VALUATION HANDBOOK



PROCESS



VALUATION PURPOSE

Selling business
Buying business
Fundraising
Litigations
Financial reporting requirements
Capital gain tax base calculation
Internal decision making
Divorce reasons
Partnerships restructuring

WACC

WACC calculation	Amount
Cost of equity	10.0%
Equity risk premium	4.50%
Unlevered industry rate	5.5%
Company WACC	10.0%
Weighted average cost	5.5%
Cost of debt	5.0%
Debt premium	0.5%
Company risk premium	0.5%
Specific risk premium	0.5%
Cost of equity	10.0%
Cost of debt after tax	4.75%
Cost of debt portfolio	5.0%
Corporate tax rate	25.00%
Cost of Debt portfolio	5.0%
Weighted WACC	10.0%
WACC	10.0%

3 VALUATION APPROACHES

Income approach

This approach is based on the idea that the value of a company is directly related to its ability to generate income.

Market approach

This approach assumes that the value of a company is closely related to the prices of comparable companies in the market.

Cost approach

This approach is based on the principle that the value of a company is equal to the sum of assets less the sum of its liabilities.

VALUATION SUBJECT

Business
Project or startup
Real Estate
Intangible assets
Financial Instruments
Databases
Customer relationships
Technology
Software
Brand

MULTIPLES

1. Price-to-Earnings (P/E) Ratio
2. Price-to-Sales (P/S) Ratio
3. Price-to-Book (P/B) Ratio
4. Enterprise Value-to-EBITDA Ratio
5. Price-to-Cash Flow (P/CF) Ratio
6. Dividend Yield

11 VALUATION METHODS

1. Discounted cash flow method
2. Capitalization of earnings method
3. Excess Earnings Method
4. Relief from royalty method

1. Valuation by multiple method
2. Market price method
3. Comparable companies method
4. Precedent transaction method

1. Net book value method
2. Replacement cost method
3. Reproduction cost method

VALUATION DRIVERS

Financial history without anomalies

Amount and timing of net income

Revenue transferability

Predictability of cash flows

Selling the product across the globe

Total addressable market trending

Industry entry barriers

Macroeconomic factors

Sales channels diversification

Level and trending in churn rate

Sales stability and scalability

Intellectual property protection level

Overall business sustainability

Innovative technology use

Ability for workforce replacement

Key personnel expertise

DISCOUNTED CASH FLOWS

Discounted Cash Flows	2024	2025	2026	2027	2028
EBIT	10,000	10,000	10,000	10,000	10,000
Tax	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)
Non-cash items added back	500	500	500	500	500
Free Working Capital adjustments	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)
Operating cash flow	6,000	6,000	6,000	6,000	6,000
Discount factor - 10%	0.909	0.826	0.743	0.673	0.613
DCF	5,454	4,956	4,457	4,050	3,678

Valuation	
Continued DCF	10,000
Terminal Value	10,000
Discounted Terminal Value	5,454
DCF value of operations	10,000
DCF value of terminal value	5,454
DCF value of total value	15,454
Financial indicators	
Internal Security debt	(1,000)
Other expenses	(1,000)
Hybrid income and non-controlling interests	(1,000)
Enterprise value	12,454

PROJECT EVALUATION

KPIs	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	Terminal
Total revenue	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Operating profit	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Investment cash flows	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Total cash flows	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Discount factor	0.909	0.826	0.743	0.673	0.613	0.558	0.507	0.459	0.415	0.374	0.335
Discounted value of total cash flows	9,091	8,264	7,431	6,730	6,131	5,583	5,078	4,613	4,187	3,798	3,444

Valuation MULTIPLE

TERMINAL VALUE

$$TV = \frac{CF_n \times (1 + g)}{WACC - g}$$

- TV = undiscounted Terminal Value
- CF_n = Cash Flow in the last year of projections
- g = growth rate
- WACC = discount rate
- n = number of periods for projections

SENSITIVITY ANALYSIS

WACC	10%	11%	12%	13%	14%	15%	16%	17%	18%	19%	20%
DCF	10,000	9,091	8,264	7,431	6,730	6,131	5,583	5,078	4,613	4,187	3,798
TV	10,000	9,091	8,264	7,431	6,730	6,131	5,583	5,078	4,613	4,187	3,798
DCF	10,000	9,091	8,264	7,431	6,730	6,131	5,583	5,078	4,613	4,187	3,798
TV	10,000	9,091	8,264	7,431	6,730	6,131	5,583	5,078	4,613	4,187	3,798
DCF	10,000	9,091	8,264	7,431	6,730	6,131	5,583	5,078	4,613	4,187	3,798
TV	10,000	9,091	8,264	7,431	6,730	6,131	5,583	5,078	4,613	4,187	3,798
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DCF	10,000	9,091	8,264	7,431	6,730	6,131	5,583	5,078	4,613	4,187	3,798
TV	10,000	9,091	8,264	7,431	6,730	6,131	5,583	5,078	4,613	4,187	3,798

EVA

EVA = NOPAT - Invested Capital
NOPAT = net operating profit after tax



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