

VALUATION SERVICES



Introduction

The value of any business depends mainly on two things: future profits and the risks associated with such profits. Based on our experience since 1998 we observe that many entrepreneurs or managers looking for project financing are not always clear how important a professional and independent valuation service can be. Upon hundreds of fundraising or project financing requests, there is rarely such component delivered by the client. Contrary is the case, that files are not complete, which will reduce the chances in front of any investor. From 100 assessed deals usually PE or investors will finance 3-5 deals. The same or similar counts for M&A operations.

We have seen now over the time an increasing demand for such services and strongly believe that they can make the difference. On the client's and investor's side.

IMC Group International has incorporated or is partnered with high level experts in this area and can deliver deep expertise in financial modeling and forecasting which gives you assurance that the information underlying our business valuation estimates is as accurate and reliable as possible. Moreover, this experience in business valuation gives you assurance that appropriate methods are used to reach accurate, reliable estimates of the market value of your business.

We have observed the following key reasons why a company valuation is necessary and a good investment:

1. **Knowing what an asset (or business) is worth and what determines that value is a pre-requisite for intelligent decision making**
2. **The process for buying or selling a business**
3. **Financial reporting purposes**
4. **When settling legal disputes**
5. **When assessing intellectual property (IP)**
6. **When raising funds**
7. **When assessing overall performance of the business**

There are many reasons why Business Valuations are important. It is an essential input to many of the decisions that boards, management, regulators and investors make every day in modern business.

Our business valuation estimates represent what business owners could reasonably expect the market prices of their businesses to be in a transaction. A further service is the coaching and sparring partnering in the negotiation process with investors. Side a side. As advisor, coaches or interim managers during the project.

These are the key valuation products we offer:

1. Assessment / Risk Evaluation

This is the base product we are offering as integral part of our engagement. We identify main risk drivers by

- elaborating risk mapping and Free Cash Flow driven by previous assessed factors
- assessing Risk-Return Trade off of the project
- assessing Value using DCF and comparable multiples

Delivered: Within 10 working days

2. Standard Valuation

I. We assess current value by studying financial statements, forecasts and information provided by the client (including latest audited BS and P&L),

II. We make sure that the information sent by the client is accurate in terms of market, sector and stage of development,

III. We identify and assess value-risk drivers affecting the company / project,

IV. We prepare a risk-value map and help you to define the best communication approach for potential investors,

V. Risk-return trade-off assessment: (Is the company underperforming? Why?)

VI. We work on a value creation plan and presentation,

VII. We assess the fair value of the company but at same time we make sure that the full potential of the company is well demonstrated in the presentation,

VIII. We deliver a complete Valuation Report with our remarks and recommendations.

IX. Meetings are held by video conference with HQ and/or with the Regional Partner.

Delivered: Within 20 working days

3. Strategic Valuation PLUS

I. Analysis of Macroeconomic Factors, Market, Industry, Financials, Strategy, Competitors, Internal Operations, Technology, etc,

II. Product and industry trends with Competitors analysis,

III. Performance benchmarking using our Industry databases,

IV. Identify and assess all specific risk-value drivers,

V. Risk-return trade-off assessment: (Is the company underperforming? Why?),

VI. Elaboration of risk-value mapping with value creation plan,

VII. Final value assessment showing present value, restructuring opportunity value, financial opportunity value, strategic opportunity value and synergic value,

VIII. Recommendations for future strategy,

IX. We work together side by side in defining a business plan,

X. As a consequence, we deliver a 360° strategic valuation report covering all business internal and external variables,

XI. The report includes recommendations for future strategies,

XII. Intense interaction with the client. Meetings are held via video conference with HQ and/or Regional Partners, or our HQ specialist will travel to the location to meet leaders and visit the company.

Delivery: Within 20 days

Renewable / Bio / Clean / Waste Energy Valuation

Includes all the items listed for the standard Valuation and strategic valuation plus:

Global sustainability has been defined as the ability to “meet the needs of the present without compromising the ability of future generations to meet their needs”. Therefore, in addition the risk and return dimensions, a new dimension should be considered as one of the most challenging aspects for valuation professional.

Delivery: Within 25 days

Prices: After a first discussion and basic information evaluation.

Do you have any further questions? We are happy to support you.

Nelson M Peña, August 2017

Your Advisor and Management Coach

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Education:

- + 2009-2012 DVNLP NLP Practitioner / Master / Coach, Switzerland
- + 2001-2003 EX MBA Business School Lausanne, Switzerland
- + 2000-2001 Dipl. Controller SIB / CA Gauting, Germany
- + 1997-1998 MSc. Marketing Management / chart., Switzerland
- + 1995-1994 MSc. Sales Management / chart., Switzerland

Academic Expertise:

- + Lecturer at the Business School Berne in Marketing, Leadership, Strategy
- + Expert in higher chartered examinations of the Swiss Federation

Languages:

Fluently in English, German, French, Italian and Spanish. Mother tongue is Swiss German-Spanish.

General Experience:

Since 1998 Executive interim Manager in 16 executive mandates, mostly as CEO. Further led or co-signed projects for over 50 companies. Worked in all five continents and over 25 countries. Experience in supporting as advisor, coach and sparring partner to CEO's, business owner, multinationals as well as SME's.

Specialties are interim management, post-integration assignments of M&A operations, project financing, commercial and business development, strategy, leadership, restructuring, change management.

IMC International as a company

IMCI Group International Ltd. is a London based advisory group, with Swiss roots going back to 1998 and as the funder and global CEO, Mr. Nelson M Peña, started his career as interim manager and strategic advisor. In 2004 he founded the company in Switzerland as **IMC** as a single proprietorship firm and in 2010 he launch the group as **IMC Intl.**, initially as a network organization of high level professionals, with 16 associates in 10 countries and five business lines.

Over the time **IMCI Group International** has become a fast growing and a truly international business advisory group in **M&A/Corporate Finance**. Further we do support clients and investors in **restructuring and expansion** activities.

IMCI Group has kept its consulting soul in aspects of restructuring and expansion support. Additionally through **IMCI Coaching & Advisory**, we deliver a 360 degree solution in HRM, Interim Management, Succession Management, Business Coaching and Trainings.

Through our company **IMCI Investment Services Ltd.**, the group is offering Bank Guarantees, Project Funding, Trade/leverage Trade and Bond Programs, as other side capital services. This combination of investment banking and corporate consulting state of art has made of **IMCI Group** a very successful firm and unique in its market positioning.

Since 2010 we have incorporated high level Private Equity Professionals, Investment Bankers and Asset Managers with a proven track industrial record. Together, **the team has created a value of over 15 Bio. €, in all over the word. Combined with ca 600 advisory assignments.**

Through **IMCI Group Consultancy** we do restructure and develop the business of our clients, supporting them to be more profitable and sustainable growing. For firms looking for expanding their business into other regions or globally, or to enter new markets in general, we are able to propose international task forces of experienced interim managers, advisors with an executive management and project management profiles. This eventually in cooperation with our corporate finance services.

IMC has signed over two dozen strategic JV Cooperations and is operating through own organization of companies and representatives, supported by a network of business associates in over 50 countries and all five continents. With an Investor Panel present worldwide (family offices, investment and merchant banks, funds), with access to a total of over 40'000 investors, top 20 banks, insurances and stock exchanges. IMC can cover a broad variety of investment sources and 360 degree financial solutions.

In **2016 IMCI GROUP** was short listed for nomination as **“Best International M&A Advisory Partner – Global 2016”** by Capital Finance International www.cfi.com. We hold since 2013 two TV shows at the **Swiss Financial TV – Dukascopy TV** in Geneva.

IMCI GROUP is represented in all five continents and in over 50 countries and led by an international board.

Our Consultancy services and input to clients and organizations:

	PEOPLE	PROCESS	PERFORMANCE	PRODUCTS	PROFIT	GROWTH
IMCI's input, services fields, advisory, expertise	Leadership issues	Workflow	Productivity	Product Mix	Strategies	Surveys
	Change / Transformation	CIT	Objectives setting	Portfolio	Controlling	Negotiation
	Motivation / Development	Information	Motivation	Development	Tools	Key Accounts
	Recruitment	Communication	Controlling	Innovation	Investment	New Markets
	Retention	Quality Management	Leadership	Product Communication	Disinvestment	New Segments
	Right Profiles	Production	Management Techniques	Brand Communication	M&A activities	Expansion
	Technical HRM issues	Operations	Efficiency	Sales Force	Reporting	M&A
	Culture	Planning	Improvement	Pricing	Pricing	Company Settings
	Management Capabilities	Business Intelligence	KPI's	Promtion	Cost-Management	Optimizing
	Team Building	CRM	Balance Score Card	Distribution	Taxes	Restructuring
	Client	Organization	Strategies	Offline Communication	Legal	Reengineering
	Stakeholders	Outsourcing		Online Communication	Balance Score Card	Alliances
	Reputation	Insourcing		Internet	KPI's	Cooperations
	Recruitment / Search	Strategies		Research / Surveys	Strategies	Legal
	Training	Optimization		Legal		Strategies
	Legal	Fixing		Strategies		
	Strategies			Brand Reputation		

Our Financial Strategies

IMC is offering a wide range of funding sources up from €10 Mio., and +Bio. developing the appropriate financial strategies for our clients as:

- Debt Refinancing
- Short Term & Long Term Loans. From US \$ 10 Million to US \$ 1 Billion +
- Floating of Bonds
- PIPEs (Private Investments in Public Companies)
- Recapitalizations
- Equity buy out
- Project Financing
- Private Equity Funds
- Provide Passive & Active Equity From US \$ 10 Million to US \$ > Billion +
- Debt & Working Capital Instruments for expanding business
- Bank Guarantees (BG) Stand by Letter of Credit (SBLC) & Letter of credit (LC)
- M&A operations

Our Financial Services

- Projects and deal assessments, Company valuation and Market study
- Strategic analysis and proposals
- Business plan elaboration according to the highest standards required by the most rigorous investors.
- Teaser or executive summary of the business to be presented to investors
- Risk assessment using the most modern tools like Montecarlo Simulation.
- Start up advisors and management, Turnaround advisors and management
- Due diligente
- Board / Management Sparring and Coaching
- MBO's and LBO's advisors

IMCI+ GROUP INTERNATIONAL

making the difference

making the difference

NELSON M. PEÑA
CEO & President
Sr Executive Management Consultant
Business Coach

IMCI+ GROUP INTERNATIONAL

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www.imci-group.com making the difference

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Swiss Financial TV Media Partner – Dukascopy TV - Geneva
<https://www.dukascopy.com/plugins/tvPlay/?id=209470>
<https://www.dukascopy.com/plugins/tvPlay/?id=208987>

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