

At A Glance

Business Valuation

Overview

We provide expert opinions and testimony on the valuation of businesses and securities matters for taxation, litigation, and transactional purposes. Our team includes experts qualified as Chartered Business Valuators (CBV), Accredited Senior Appraisers (ASA), and Chartered Financial Analysts (CFA). Our experts offer quality research, industry knowledge, and the practical application of business valuation principles in clear, understandable reports.

Our Differentiator

Our work covers a wide range of industries and we are adept at efficiently identifying the key valuation issues relevant to any industry. Clients benefit from the combination of our multidisciplinary approach, our experience, and our firm's philosophy of sharing knowledge and providing ongoing communication. We have experience as consulting and testifying experts and have been appointed as arbitrators in valuation disputes.

Areas of Focus

Clients turn to NERA for valuation knowledge and skills to assist them with a variety of challenges, including:

- Brand valuation
- Intellectual property valuation
- Transfer pricing
- Share valuation for tax purposes
- Merger review
- Purchase price allocation
- Due diligence
- Securities litigation
- Bankruptcy restructuring
- Fairness opinions for mergers and acquisitions
- Post-acquisition disputes
- Litigation for diminution of business value
- Goodwill impairment

For acquisitions and divestitures, we provide the valuation foundation required by our clients to meet their goals and reflect their strategic objectives.

Our Experience

Among our recent cases and projects, we have:

- Valued a major television network with quantification of economic impairment for a shareholder dispute
- Valued a food manufacturing company to facilitate buyout terms of a shareholders' agreement
- Assessed the value of a group of franchise restaurants for a minority shareholder buyout
- Assisted a construction company in the oil and gas sector with a sale to a public company
- Valued a trademark/brand in the packaged food industry
- Assisted a software development company in relation to a breach of contract with an original equipment manufacturer
- Assessed the value of intellectual property assets in connection with e-commerce strategy for a health care association



- Assessed the value of a printing and packaging company for the purpose of business financing and licensing plan design
- Valued the music publishing contracts of major recording artists for tax planning purposes
- Assessed the value of a technology license in the energy industry (testimony provided)
- Valued an e-commerce portal serving the investment industry
- Assessed the value of a real estate holding company for an estate freeze
- Valued the multibillion dollar subsidiary of a major pharmaceutical company
- Determined the know-how component of a royalty rate as distinct from a trademark for tax purposes

About NERA

NERA Economic Consulting (www.nera.com) is a global firm of experts dedicated to applying economic, finance, and quantitative principles to complex business and legal challenges. For over half a century, NERA's economists have been creating strategies, studies, reports, expert testimony, and policy recommendations for government authorities and the world's leading law firms and corporations. We bring academic rigor, objectivity, and real world industry experience to bear on issues arising from competition, regulation, public policy, strategy, finance, and litigation.

NERA's clients value our ability to apply and communicate state-of-the-art approaches clearly and convincingly, our commitment to deliver unbiased findings, and our reputation for quality and independence. Our clients rely on the integrity and skills of our unparalleled team of economists and other experts backed by the resources and reliability of one of the world's largest economic consultancies. With its main office in New York City, NERA serves clients from more than 25 offices across North America, Europe, and Asia Pacific.

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