

Valuation Services – Commercial

Aon Valuation Services understands the many different types of valuations required in the day to day operations of your business, and can provide expert advice so you gain the maximum possible benefit from the valuation process.

Aon – working for you, with you

We understand that tangible asset valuations are an essential part of astute financial management and corporate governance practices.

Through our experienced staff and valuation practices, we bring together a wealth of knowledge and experience in a broad range of fields all designed to service our clients' requirements. Importantly, we believe that the true value of our services is helping our clients maximise returns from their tangible assets.

Aon Valuation Services provides:

- Authoritative, impartial and comprehensive valuation advice to support your fiscal obligations and commercial negotiations.
- Proven valuation methodologies.
- Effective and direct reporting.
- A team of dedicated valuation specialists with a high degree of practical, technical and business expertise.
- Access to Aon's industry specialists who have a sound understanding of your industry.
- Tailored services to match your individual requirements.

Our specialist services

Aon can provide all of the services your business will need to meet its commercial obligations, including:

• Company mergers and acquisitions

When organisations merge, a valuation is required both pre and post acquisition. Pre purchase, we can determine the true worth of business assets as part of the sale consideration.

Post acquisition, we can identify the assets acquired, value them for accounting purposes, determine what proportion of the purchase price can be allocated to the tangible assets as against goodwill, and then reconcile the asset register.

• Asset register construction, reconciliation and audit

A recent study of 10 large asset registers indicated that on average, they have a 52 per cent inaccuracy factor. In other words, a typical asset register will only represent 48 per cent of the physical asset base of an organisation.

To maximise ownership value, Aon can undertake an independent audit of an organisation's asset register to guarantee its physical accuracy and maximise depreciation charges.

Aon also has expertise in compiling new financial and taxation asset registers for start-up businesses, that maximises both compliance and depreciation allowances.

Our specialist team can help you

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- **Sale of business**

When an organisation seeks to sell part or all of its operations, valuations are usually required to update the fixed asset register and to provide an estimated value for the tangible assets of the business. We provide expert assistance to ensure the fixed asset register will sustain a due diligence assessment, and help our clients to understand what the tangible assets are worth in the market.

- **Closure of business**

There are many ways to dispose of surplus assets, however the method chosen can be enhanced by knowing the asset's true value. Aon Valuation Services can provide a range of values based around the client's needs, and also give advice on the best method of disposal by helping our clients understand what the tangible assets are worth in the market by the various methods of disposal (i.e. by tender/auction).

- **Litigation matters**

In legal action involving property, valuers are commonly engaged to assess asset values, comment on all matters relating to assets and to provide expert advice that will stand up in legal proceedings.

Maximising the benefits

We understand that every client's needs are different. Before any valuation is undertaken, one of our senior staff will work with you to tailor our expertise to your needs. This ensures that you get what you need, and helps us understand your business and requirements – something that we believe is vital to ensuring your satisfaction with our services.

Through this process, we have identified typical client requirements, including the need to maximise client cashflows. In response we have developed a financing option for our professional fees that is available to our clients. This is just another way that we add value to our core services.