

IQ-EQ France

Valuation services in 3 minutes

Introduction

Within the private asset ecosystem, IQ-EQ is a major international investor services group, with over 5,000 employees in 25 countries and assets under administration (AUA) exceeding US\$750 billion. Supported by the dynamics of our group and with the ambition of contributing to the creation of added value for our customers, IQ-EQ in France supports entrepreneurs, alternative investment professionals and managers by offering them a range of services across the entire investment value chain.

Our **Valuation** service is designed for investors who wish to control the valuation of their investments and their evolution in our uncertain macro-economic, financial and geopolitical context. We respond to the needs of our customers who wish to outsource the role of Independent Expert as defined within the **AIFM Directive** or to rely on professionals to define the price of their company within different frameworks.

Our team is made up of experienced corporate finance professionals who have been working with investment teams or valuation committees of Private Equity firms over 10 years.

Our experts are experienced in assessing the valuation criteria for unlisted companies, and have valuation models at their disposal to define a fair market value in response to a given situation. Our engagements and frameworks are in line with international standards (IPEV, IVSC, etc.) and follow M&A market trends in order to build valuation reports that document for each asset a strategic analysis, an economic overview, sample of comparable, financial ratios of the company appraisal, etc. to define a valuation method to be able to deliver a judgment. Choosing IQ-EQ is also the assurance of benefiting from recognized expertise to establish a price diagnosis (**fairness opinion, management package**) or to set up efficient valuation procedures in line with best market practices...

As an AIFM independent valuer, IQ-EQ sits on the valuation committee of over 25 private equity firms in France, assessing over 600 underlying companies per year in various sectors (tech and its sub-segments, healthcare, manufacturing, services, real estate etc.) with a turnover of several million euros in some cases.



Our role

- **AIFM independent valuer for private equity firms** (service subject to prior authorisation by the French AMF)
- Assessing an unlisted company part of a transaction (buy or sell side)
- **Fairness opinions** regarding the value of an unlisted company when a stake is sold between two investment funds managed by the same Management Company
- Share price for sweet equity issued during a transaction within a **Management Incentive package (MIP)**
- Independent practitioner's report of factual findings in connection with the reconciliation process of performances with the management reports (IRR calculations vs. a fundraising process)
- Assistance and support to update internal valuation procedures (market data, operating process, valuation models)

Our dedicated team



Sébastien Péru
Managing Director, France
E sébastien.péru@iqeq.com



Amaury de la Porte du Theil
Director - CFO Secondment &
Valuation Advisory Services
E amaury.delaporte@iqeq.com



Constant Kouakou
Manager - Valuation Advisory
Services
E constant.kouakou@iqeq.com



Robin Ferey
Senior Associate -
Valuation Advisory Services
E robin.ferey@iqeq.com



Romain Mifsud
Chief Commercial Officer,
France and Switzerland
E romain.mifsud@iqeq.com

Our onboarding process

- Context assessment and project analysis
- Analysis of the service context and skills required
- Project definition and assessment report
- Project kick-off: team introductions, schedule, service level, responsibilities, access to asset valuation data, etc.
- Signature of the contractual agreement (engagement letter)

*Data as of March 2024

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