

# IQ-EQ France

## Valuation services in 3 minutes

### Introduction

Within the private assets ecosystem, IQ-EQ is a leading international investor services group, with over 5,800 employees across 25 countries and assets under administration (AUA) exceeding US\$750 billion. Supported by the dynamics of our group and committed to creating added value for our clients, IQ-EQ in France supports entrepreneurs, alternative investment professionals and managers by offering them a complete range of services across the entire investment value chain.

Our **valuation** service is designed for investors who want to maintain control over the valuation of their investments in today's uncertain macroeconomic, financial and geopolitical landscape. We address the needs of clients looking to outsource the role of Independent Expert, as defined by the **AIFM Directive**, or to engage professionals to determine the value of their company in various contexts.

Our team consists of seasoned corporate finance professionals, each with at least 10 years of experience working alongside investment teams or valuation committees of private equity firms.

Our experts are experienced in assessing the valuation criteria of unlisted companies, utilising advanced valuation models to establish fair market value for specific situations. Our valuation reports are built in line with international standards (IPEV, IVSC, etc.) and incorporate strategic analysis, economic overviews, comparables, financial ratios, and more, following the latest M&A market trends to deliver a robust and justified valuation approach. By choosing IQ-EQ, you benefit from recognised expertise in establishing price assessments (e.g., fairness opinions, management packages) and implementing efficient valuation processes aligned 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 some generating multi-million euro turnovers.



#### Our role

- **AIFM independent valuer for private equity firms** (service subject to prior authorisation by the French AMF)
- Valuation of unlisted companies involved in transactions (buy or sell side)
- **Fairness opinions** regarding the value of unlisted companies when stakes are sold between two investment funds managed by the same Management Company
- Share price for sweet equity issued during a transaction as part of a **Management Incentive package (MIP)**
- Independent practitioner's report of factual findings related to reconciling performance metrics with management reports (IRR calculations vs. a fundraising process)
- Assistance and support in updating internal valuation procedures (market data, operating process, valuation models)

## Our dedicated team



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## 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 January 2025

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