

List of files sent by ADOPT Training® to IIR Training for:

Company Valuation Mastercourse

PowerPoint Presentations

Mastercourse_Day_	1	Valuation of Businesses
	2	EVA MVA and CFROI
	2	Real Options & Decision Trees
	2	Valuation of IP & Intangible Assets
	2	Valuation Reporting – BVCA EVCA and GIPS (CFA Inst)

Documents (for inclusion in Delegates' Packs)

Doc	1	Day	1	Valuation of Businesses_Slides
	2			Valuing Your Unquoted Company's Shares
	3			Simplified Business Enterprise Valuations
	4			Determining Discount Rates
	5			More on Discount Rates: Escaping the Labyrinth
	6			SME Valuations: Goodwill and Discount Rates
	7			Adj for Discr Earnings + Derivation of ERP
	8			Capital Structure Issues_APV
	9			M&A Case – Board Papers
Doc	10	Day	2	EVA MVA and CFROI - slides
	11			Printouts of Excel worksheets (linked to Doc 10)
Doc	12	Day	2	Real Options & Decision Trees – slides
	13			Printouts of Excel worksheets (linked to Doc 12)
Doc	14	Day	2	Valn of IP & Intangibles - slides
	15			Lecture Notes – Valuation of Intangible Assets, and Accounting Issues
	16			Brand valuation
	17			Management of Brands
	18			Valuation of Technology, including R&D Projects
	19			Valuation of Customer Relationships
	20			Customer Lifying Illustration
	21			Alloc of Purchase Price
Doc	22	Day	2	Valn Reporting – BVCA EVCA and GIPS (CFA Inst) - slides

Handouts (in a separate mini-pack)

Handout	1	M&A Case	Companies' Data
	2		Ratio Analysis Mkt Cos by Year
	3		Regr Analysis + Best Fit
	4		Mkt Valuation + Adjustments
	5		Discounted Cash Flow

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Excel Files (to be made available to Delegates)

Day 1 w Doc	3	Simplified Business Enterprise Valuations
	7	Adj for Discr Earnings + Derivation of ERP
	8	Estimating Value of Firm w APV
	9	M&A Valuation – Income Appr
Day 2 w Doc	11a	EVA calculation model
	11b	CFROI_w notes by hjo
	13a	Subject Co Volatility Analysis (with VALUES in place of Hoadley formulae)
	13b	Natural Resource Option
	13c	Moving partial-time floating-strike look-back option (Outputs)
	13d	Oil Reserve RO
	13e	IPR Case Study_5
	20	Customer Lifing Analysis
	21	Alloc of Purchase Price (VALUES only)

M&A Valuation Case: Supporting Information

Word file: Acquisitions & Divestments by Market Participants

PDF files: Reuters Reports, Latest Interim +/- Annual Reports, Consensus Forecasts, and other relevant publicly available information such as on Acquisitions/Divestments, available as of 14/9-2007 for Market Participants used in the Market Approach, as follows:

- Anite
- Detica
- Dimension Data
- Morse
- Northgate
- Xansa

Valuation Reporting

PDF documents also available by specific request (but voluminous):

- BVCS Reporting Guidelines, 2005
- International Private Equity and Venture Capital Valuation Guidelines, 2005 (AFIC, BVCA and EVCA)
- Global Investment Performance Standards (GIPS®)