

PRESS RELEASE

Proventis GmbH to release new free enterprise valuation guide

Mid-sized companies benefit from practical tips for a transparent assessment of their enterprise value and proven models for effective purchase price negotiations

Munich, 30 April 2010 – The new Proventis valuation guide, released free of charge by the independent Munich-based corporate finance and M&A consultancy Proventis GmbH, provides medium-sized companies with relevant information on enterprise valuation. “Especially now that the crisis has gradually come to an end, it’s worth analysing a company’s developmental possibilities. Therefore, an entrepreneur should be aware of how much his company or a potential acquisition candidate is worth.” Jan Pörschmann, managing partner and M&A-expert at Proventis, informs about the drivers for publishing this handbook. It can be ordered via e-mail info@proventis.de or via phone +49(0) 89 388 88 1-0.

The 20-page brochure illustrated with plenty of charts and example calculations is handy and provides companies with practical applications both for their own business and their investment strategies.

The booklet starts off with highlighting the various occasions for an enterprise valuation such as M&A-transactions, a company’s succession, capital increase and value orientated corporate management. The brochure focuses on the presentation and comparison of different valuation methods. The choice of the most appropriate valuation method largely depends upon the purpose of the valuation as well as legal and tax related considerations.

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Jan Pörschmann and Rainer Wieser
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Apart from that, the brochure sheds the light upon the difference between the enterprise value and the purchase price and opens up negotiation approaches such as earn-out, vendor loans, staged selling with call and put options, all geared to bridge price and value expectations.

Especially for German mid-sized companies, which commonly suffer from low equity ratios, raising capital via equity is an interesting alternative compared to conventional debt financing instruments”, Pörschmann adds.

Enterprise valuations become even relevant in the course of the first positive economic upswing signals. More and more companies have engaged themselves in future developmental possibilities, growth and acquisition options. “Covering this complex matter would be far beyond the scope of this guidebook – but it definitely contains the most important basics”, Pörschmann adds.

All in all six Proventis guides for practitioners have been released to date. They all provide know-how for mid-sized enterprises and are aimed for better results in corporate finance and M&A activities. Hence, provide inspiration for future company developments. Please refer to the Proventis website at www.proventis.de for additional information, example calculations and charts.

Captions:

Picture 1: Improves your awareness of the risks of a company assessment: the new valuation guide

Picture 2: The Proventis management: Jan Pörschmann and Rainer Wieser (from left to right)

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Proventis GmbH resume

Proventis is an independent Corporate Finance and M&A consultant for elaborated medium-sized companies. Founded in 2001 in Munich as a financial service provider Proventis has 10 employees dealing with a broad product portfolio. These are individual financing solutions in the fields of Private Equity, mezzanine as well as borrowed capital financing solutions. Tailor-made consulting services in the fields of M&A services for medium-sized companies add to the sustainable consulting approach of Proventis.

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