



MORGANFRANKLIN
CONSULTING

VALUATIONS

THAT MEET YOUR NEEDS



MORGANFRANKLIN CONSULTING VALUATION SERVICES

MorganFranklin Consulting delivers a full range of valuation services to meet the needs of corporations, private equity firms, banks, investors, attorneys and individuals. Our professionals perform valuations of businesses, business ownership interests, debt and equity securities, and intangible assets for the following purposes:



Transaction Advisory &
Investment Analysis



Tax



Financial Reporting &
Strategic Planning



Restructuring Valuation
Services

TRANSACTION ADVISORY & INVESTMENT ANALYSIS

- Mergers & Acquisitions
- Lender Financing Enterprise Valuations
- Transaction Pricing
- Business Modeling and Forecasting

FINANCIAL REPORTING & STRATEGIC PLANNING

- Purchase Price Allocation/Intangible Asset Valuations (ASC 805)
- Enterprise and Common Stock Valuations
- Private Equity Portfolio Company Valuations
- Impairment Testing (ASC 350)
- Analysis of Long-lived Assets (ASC 360)
- Accounting for Stock Based Compensation (ASC 718)
- Incremental Borrowing Rate (ASC 842)

TAX

- Purchase Price Allocation for Tax Purposes
- IRC Section 409a Valuations
- Gift and Estate Tax Valuations
- Private Company Equity Incentive Plans

RESTRUCTURING VALUATION SERVICES

- Bankruptcy & Reorganization
- Fresh Start Accounting

INDUSTRY EXPERTISE

- Biotechnology
- Business-to-Business Services
- Consumer Products & Retail
- Consulting
- Government Contractors
- Energy
- Financial Services
- Food & Beverage
- Healthcare
- Lodging, Leisure & Hospitality
- Manufacturing & Industrial
- Technology
- Telecommunications
- Transportation & Logistics
- Software



KNOWLEDGEABLE LEADERSHIP



Valuation has become an increasingly sophisticated process that requires a combination of quantitative and qualitative analysis, sound judgment, and integrity. MorganFranklin Consulting will provide you with the experience and expertise that establishes a conclusion that is both reasonable and supportable. ”

- Gary Korn has more than 21 years of experience performing business enterprise and intangible asset valuations for a variety of purposes.
- Chartered Financial Analyst (CFA) designation from the CFA Institute.
- Certification in Distressed Business Valuation (CDBV) from the Association of Insolvency and Restructuring Advisors.
- Graduate of the United States Naval Academy.

PAST PERFORMANCE

Transaction Advisory—Stakeholders may benefit from an independent opinion of value in order to help them judge the merits of a particular transaction, negotiate the sale of a business, or finance a transaction.

Case Study: Agricultural Chemical (Transaction Advisory)

- Performed enterprise valuation analysis to assist lender with financing requirements.

Case Study: Hospitality (Transaction Advisory)

- Performed valuation of national hotel company brands to assist publicly traded company in negotiations with the seller pre-acquisition.

Financial Reporting & Strategic Planning—As more focus has been placed on corporate financial statements, valuation has played an increased role.

Case Study: Environmental Consulting Company (Purchase Price Allocation)

- Considered Income, Market and Cost approaches in valuing intangible assets.
- Performed valuation of contingent consideration.
- Performed valuation of customer relationships, non-compete agreements, and tradename.
- Worked with management and its auditors to ensure financial statements were completed in a timely basis.

Case Study: Government Contractor (Impairment Testing)

- Performed impairment testing of Asset Group under ASC 360.
- Performed goodwill impairment testing under ASC 350.
- Performed non-amortizable intangible asset (tradename) impairment testing under ASC 350.

Case Study: Biotechnology (Reverse Merger)

- Assisted management with developing projections of its product candidates.
- Performed valuation of IPR&D of the accounting acquiree.



Tax—Tax related matters are commonly subject to valuation analysis and opinion.

Case Study: Software Development Company.

- Assisted multi-national company with purchase price allocation across legal entities for tax reporting purposes.

Restructuring Valuation Services—Given the often complex and divisive nature of a restructuring, the need for a reasonable and supportable valuation is paramount.

Case Study: Specialty Chemicals Company

- Performed multi-scenario valuation of this distressed business to assist company management in obtaining additional funding from its private equity owner.

MORGANFRANKLIN CONSULTING HAS A DIVERSE TEAM OF PROFESSIONALS FROM GLOBAL CONSULTING AND BIG 4 FIRMS WITH THE EXPERIENCE, CREDENTIALS AND EXPERTISE TO MEET YOUR VALUATION NEEDS.



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