

BY CA. PARAG V. KULKARNI

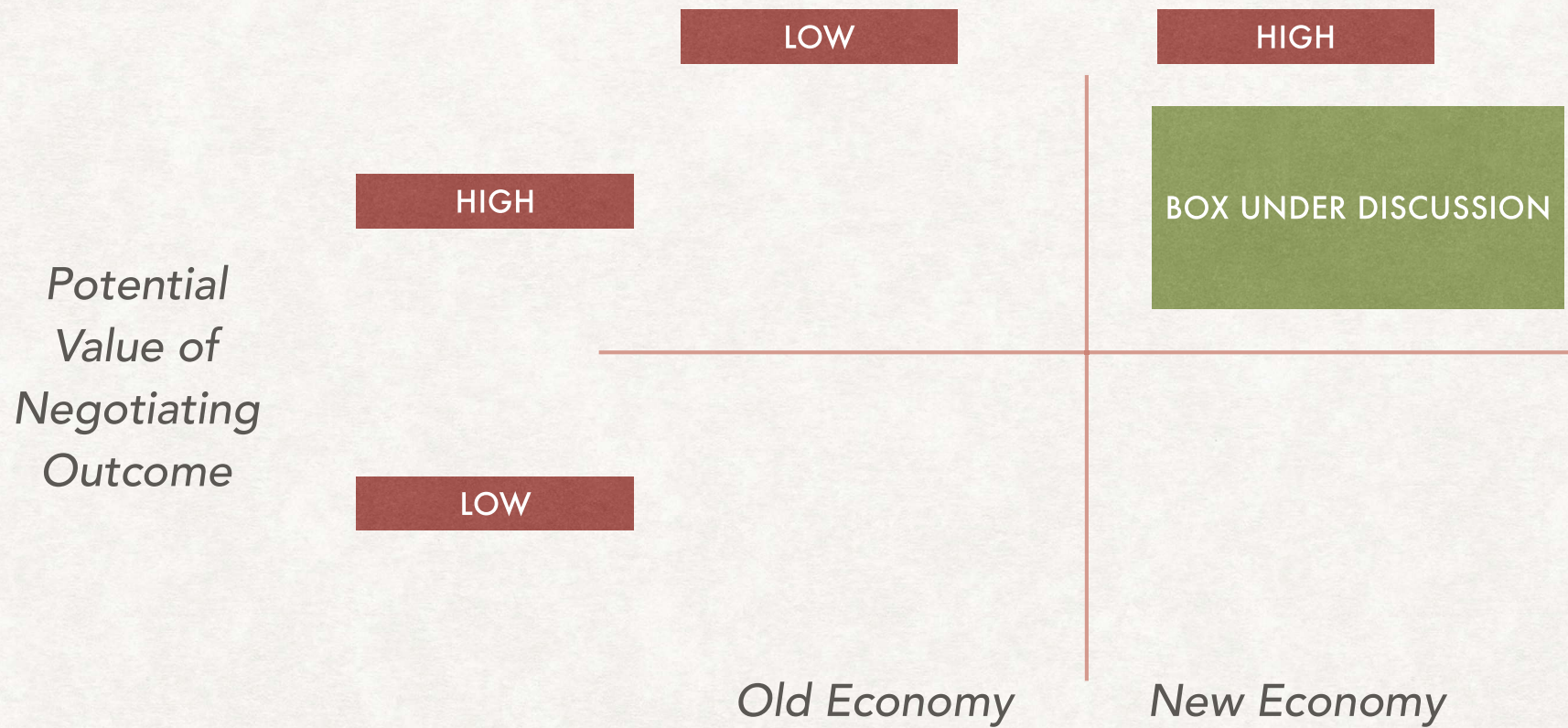
VALUATION

IN M&A

10.09.2020



*Ambiguity of Key
Business Factors
Involved*





MY TOOLS

VALUATION

- Discounted Cash Flow - FCFF/ FCFE/ Dividend Growth Model
- Monte Carlo Simulation
- Real Option Valuations



WHO IS OUT THERE?

PEOPLE, LANGUAGE, FRAMEWORK

LAWYERS

P&L HANDLERS

BUS. DEV.

DEAL MAN

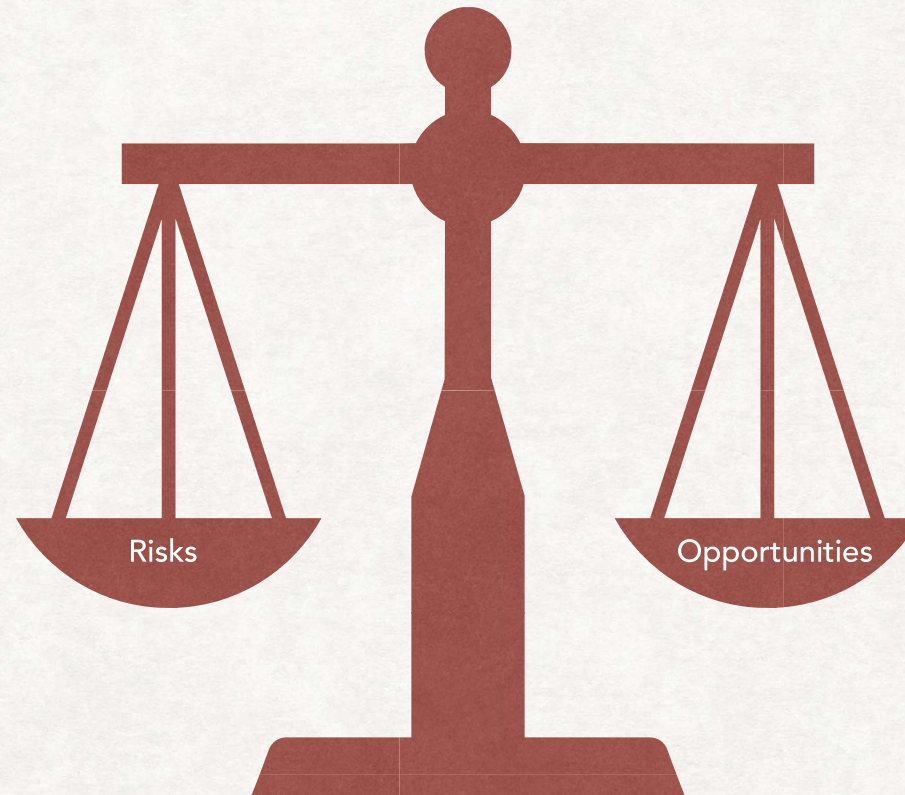
ANALYSTS

INVENTORS

CONTENT CREATORS



BALANCING THE DEAL



Opportunities are fragile things. Overbearing pessimism can extinguish good opportunities, especially during the early stages before they have established some momentum.



BUYER IN HINDSIGHT

RETROSPECTIVE ISSUES

*“Valley of Debt or a
Valley of Death?”*

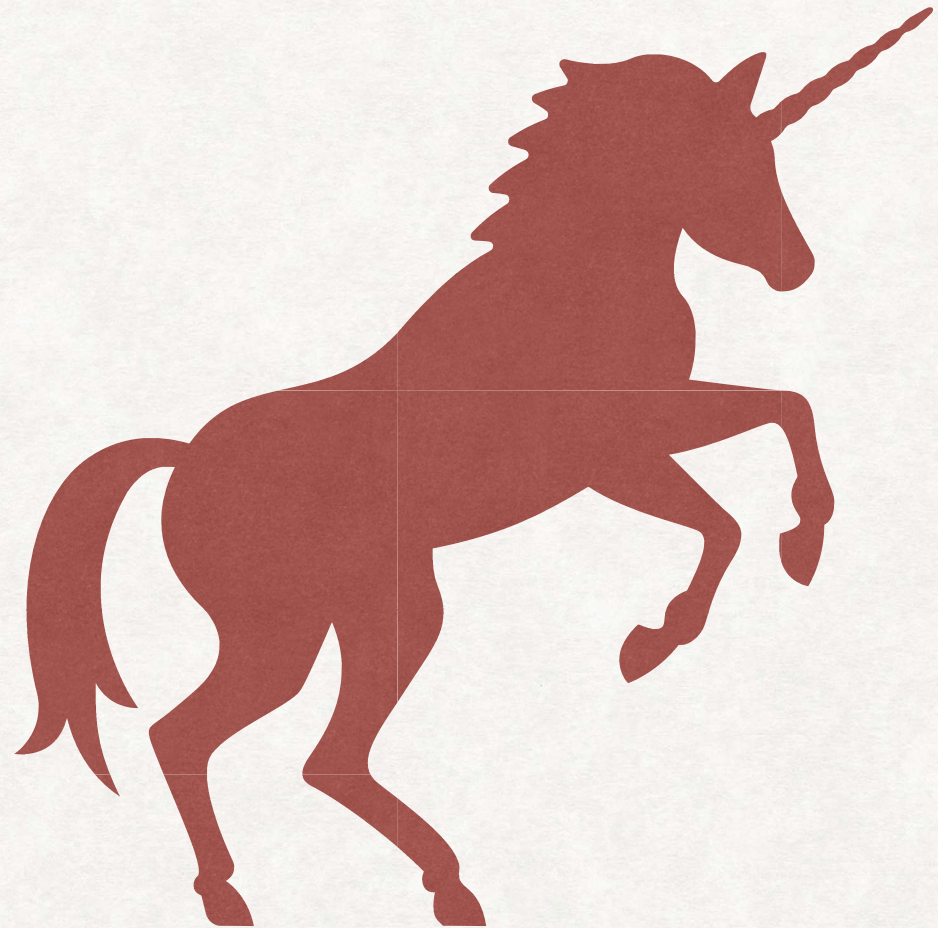




THE QUEST

ELEMENTS

*“There is the
delight of analysis,
complete and
accurate.”*





QUANTIFICATION

RATIONAL OR ASPIRATIONAL?

No!

There is a Maths & Method!

What's the deal?



MY FAVOURITE METHOD

MONTE CARLO SIMULATION

“Bringing Certainty into Uncertainty”