





Case Study

Greater London

Service :
Valuation Advice

One issue that is frequently addressed is clarifying the difference between the Market Value of a business as a going concern, assuming an open market sale (as defined by the RICS), and the value of shares in the limited company through which the business is operated, which would typically be dealt with separately by an accountant.

A recent case involved a trade supplier and retail business operating from leasehold premises in Greater London. Fluctuating levels of turnover and profitability, high stock costs, and the impact of tenant's improvements were just some of the factors to be considered. This was a long established, owner operated business in a specialist sector and restricted market. An appreciation of the potential for personal goodwill and good relations with reputable business transfer agents in order to obtain transactional evidence were therefore also important requirements.

Following the issue of our Single Joint Expert Report, questions were raised by one of the parties, which necessitated liaison with both parties' solicitors, and the issue of a Supplementary Report.

Contact the Expert Witness Services Team on 01908 350500, or email dispute@pinders.co.uk to discuss your requirements.

PINDERS

