

IBV™ CAPABILITY STATEMENT

Know what your business is worth. And why.

Independent Business
Valuations built around
evidence, independence and
commercial judgement.

For business owners, accountants and
professional advisers Australia-wide.

INDEPENDENT EXPERTISE. EVIDENCE AT SCALE.

Serious valuation capability. Clear commercial delivery.

Specialist valuation judgement, disciplined analysis and current SME evidence — without brokerage, transaction commissions or a competing advisory agenda.

AVI Certified Business Valuer

Every engagement is led by an experienced Certified Business Valuer.

25+ years

Commercial experience across founding, buying, building, managing, appraising, advising on and selling businesses.

RISK & VALUE EVIDENCE

2.5M

Non-financial data points available to support assessment of business-specific risks and value drivers.

MARKET CONTEXT

~500 / month

New Australian and New Zealand SME valuations added to the underlying valuation dataset.

Dataset metrics relate to the SME valuation dataset and benchmarking resources used by IBV; current August 2026.

10+

Directly comparable business sales used as IBV's minimum market-evidence standard for each valuation.

5–7 business days

Australia-wide delivery, clear scope, fixed professional fee and direct access to the valuer.

Clarity in the number. Confidence in the reasoning.

WHEN TO INVOLVE IBV

An independent valuation is most useful when business value becomes part of an important decision.

03

When the purpose is clear — and the decision deserves more than an estimate or rule of thumb.

01 Sale planning

Understand value — and the reasoning behind it — before going to market.

02 Succession & transition

Support ownership change, retirement and continuity decisions.

03 CGT & tax matters

Establish independent market-value evidence where tax outcomes depend on value.

04 Shareholder changes

Create an independent basis for ownership entry, exit or internal restructuring.

05 Funding & finance

Support consequential lending, capital and commercial discussions with independent evidence.

06 Insurance & strategic planning

Understand the economic value that may need to be protected or incorporated into planning.

Australia-wide valuation capability.

Working directly with business owners and alongside accountants and professional advisers nationally.

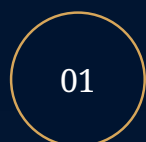
BEYOND A PROFIT MULTIPLE

The financials tell us what happened.

The business tells us whether it can happen again.

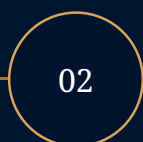
Maintainable earnings are not reported profit. Risk and value drivers explain the quality, durability and transferability of those earnings — and how much confidence can be placed in their continuation.

WHAT A SUPPORTABLE VALUATION IS BUILT ON



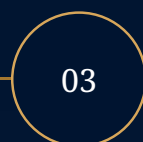
Maintainable earnings

Normalised financial performance: what the business sustainably earns. The economic foundation.



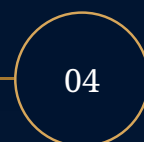
Risk & value drivers

Customers, owner dependence, management, systems, market position, growth and transferability.



Comparable evidence

Relevant transaction evidence, including a minimum of 10 directly comparable business sales.



Professional judgement

Evidence is weighed, reconciled and connected transparently to a conclusion that can be understood and explained.

The conclusion comes last. Evidence comes first.

WHY INDEPENDENCE MATTERS

The answer should never be predetermined.

The purpose of independence is not to produce a lower valuation. It is to produce a conclusion that can be explained and defended without advocacy.

Independent judgement is the point — not a particular outcome.

01 No brokerage

IBV does not market the business or seek a sale mandate.

02 No transaction commission

Our fee does not depend on a transaction occurring or succeeding.

03 No outcome-based fee

The professional fee is agreed upfront and does not depend on the value concluded.

04 No competing agenda

The engagement stays focused on independent business valuation.

Independence protects the judgement.

Scope defines the work; evidence supports the analysis; transparent reporting makes the conclusion defensible.

WHAT YOU SHOULD EXPECT IN THE REPORT

A clear report that explains the value — and why.

The strongest report is not the longest report. It is the one in which the important judgement is visible, supportable and proportionate to the decision.

A credible valuation report should do three things:

Define

Purpose, subject, valuation date, intended users, basis and limitations established before analysis.

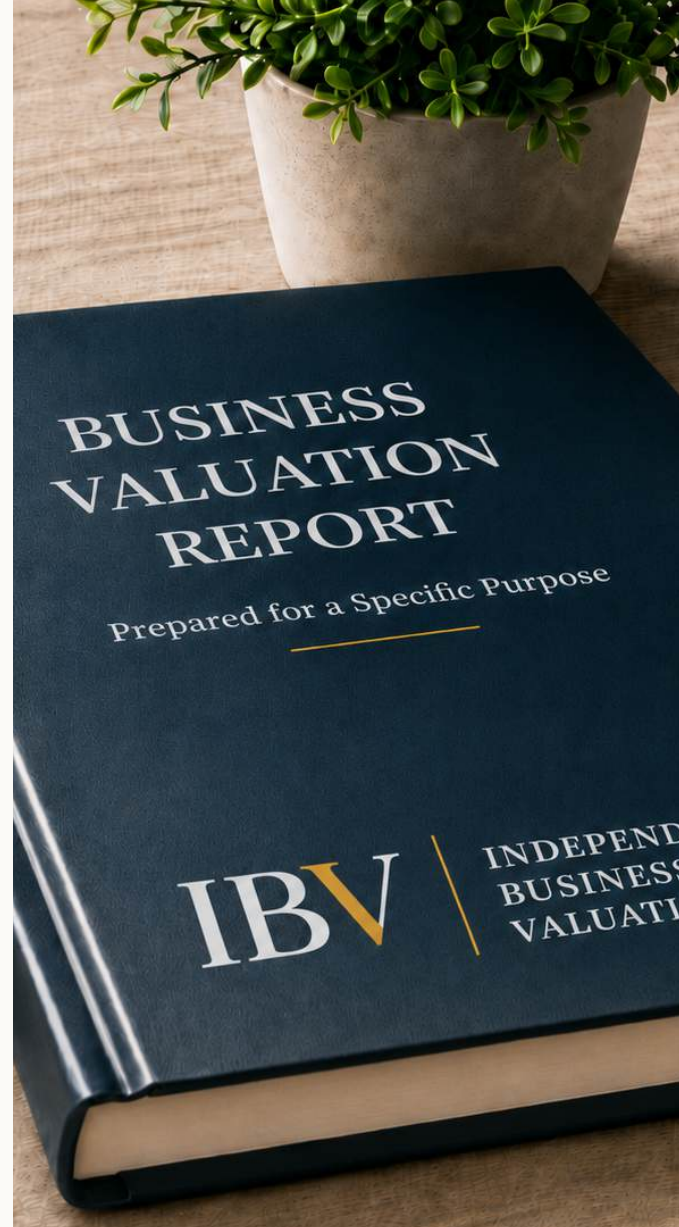
Analyse

Maintainable earnings, a structured Risk & Value Driver Assessment, and relevant comparable market evidence.

Explain

Methods, assumptions, limitations and professional judgement made visible — with direct access to the valuer.

Simple commercial model: fixed professional fee agreed upfront, confidential information handling and fast turnaround.



The number is the conclusion.
The report shows why it can be trusted.

A defined scope. Structured analysis. Market evidence. Visible judgement. A conclusion explained clearly.

IBV PHILOSOPHY

Why IBV™ exists.

Business owners deserve more than just a number. They deserve an independent valuation that explains what drives value, what risks matter and how the conclusion was reached.

IBV™ was established so business owners and their advisers could access independent, evidence-based valuations that explain not only what a business is worth, but why — helping owners understand, protect and maximise the value they have worked so hard to create.



IBV PHILOSOPHY



Dr Patrick Hillenbrand
Founder, IBV™ | AVI Certified Business Valuer



INDEPENDENT
BUSINESS
VALUATIONS

When the value matters, the reasoning behind it matters too.

Know the highest supportable value — and why.

Book a Free Valuation Discussion

For business owners, accountants and professional advisers.
No obligation. Confidential.

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