IBV | INDEPENDENT BUSINESS VALUATIONS

FOR ACCOUNTING FIRMS

Safely extend your firm’s business valuation capability.

Independent valuation expertise for accounting firms—without building an in-house capability or competing for the client relationship.

INDEPENDENT • SPECIALIST • REFERRAL-SAFE



THE UNMET CLIENT NEED

Most owners lack valuation clarity.

98%

of business owners do not know what their business is worth.*

Every business has a story.

Our role is to value that story—independently.

When succession, tax, ownership change, funding or strategic decisions raise the question, your firm should have a trusted answer.

*Survey of US business owners conducted by M&T Bank, 2022.

IBV | INDEPENDENT BUSINESS VALUATIONS

THE CAPABILITY GAP—SOLVED

Add specialist valuation capability. Keep the client relationship.

NO INTERNAL BUILD

Access capability without fixed headcount, systems or methodology investment.

NO COMPETITION

IBV does not broker, transact, cross-sell or displace the accountant.

DIRECT SPECIALIST ACCESS

Your firm and client work directly with a Certified Business Valuer.

You remain the adviser. IBV supplies the capability.

IBV | INDEPENDENT BUSINESS VALUATIONS

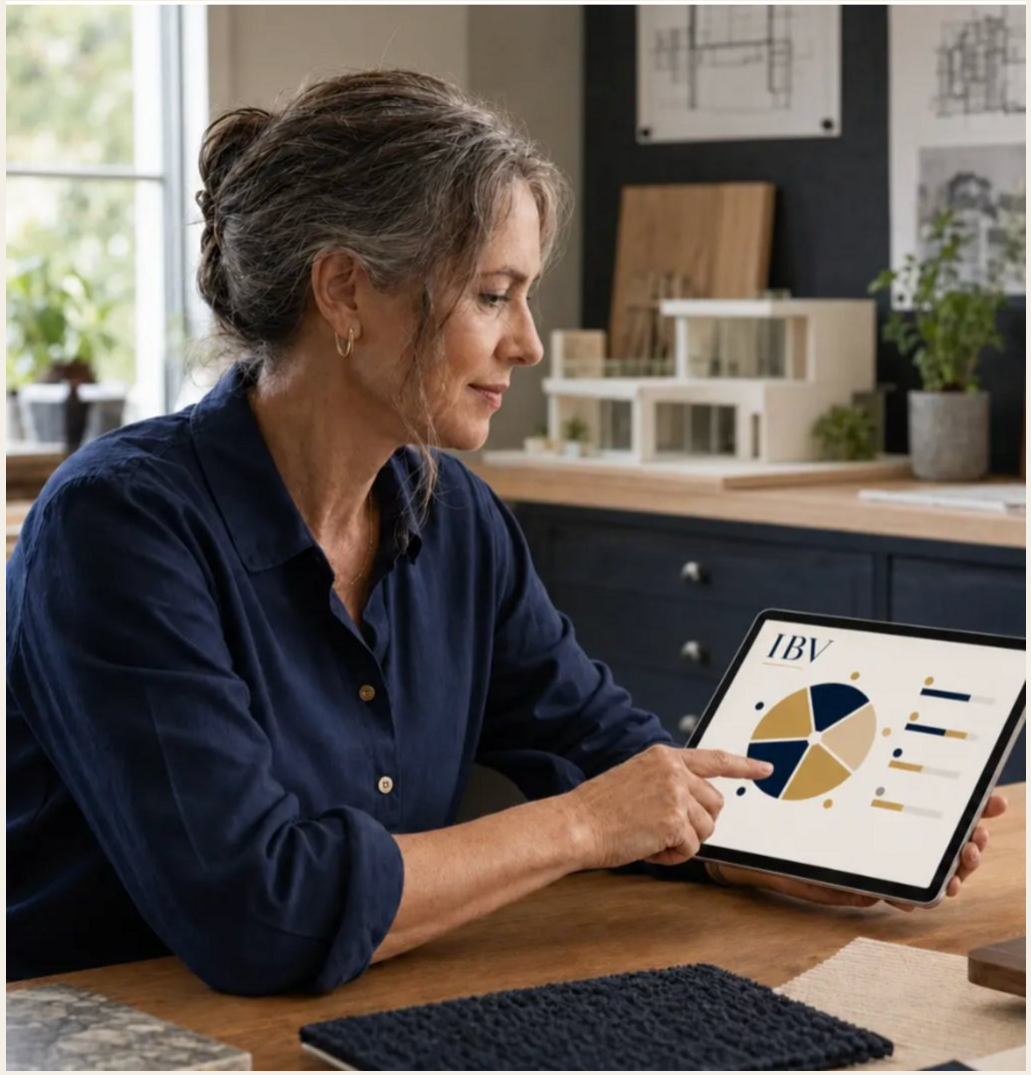


Not a desktop appraisal.

Not profit × a generic multiple.

- ✓ Purpose-specific scope and intended users
- ✓ Methodology matched to the available evidence
- ✓ Financial, market and industry analysis
- ✓ Risk, transferability and non-financial value drivers
- ✓ Independent professional judgement and clear reporting

The method follows the evidence—not the other way around.



IBV | INDEPENDENT BUSINESS VALUATIONS

Same profit. Different business. Different value.

Both businesses report $500,000 in maintainable earnings.

BUSINESS A

$1.9M

INDICATIVE VALUE

Owner-dependent
Concentrated customers
Weak systems and team depth
Higher commercial risk

BUSINESS B

$3.1M

INDICATIVE VALUE

Strong systems
Diversified customers
Capable team and recurring revenue
Lower commercial risk

Profit matters. Its quality, sustainability, risk and transferability shape what the business may be worth.

A specialist capability that strengthens your firm.

01	**RELEVANCE**	Answer a consequential client need within your trusted advisory ecosystem.
02	**RETENTION**	Keep the relationship centred on your firm rather than sending capability elsewhere.
03	**CONFIDENCE**	Bring independent, purpose-specific evidence into important client decisions.
04	**CAPACITY**	Access specialist support on demand—without the cost of building it internally.

IBV complements your firm. We do not compete with it.

THE IBV™ INDEPENDENCE GUARANTEE

Independence is not a claim. It is the operating model.

IBV™ Provides

- ✓ Independent reports
- ✓ Objective analysis
- ✓ Commercial judgement
- ✓ Clear scope and purpose
- ✓ Defensible reporting

VS

IBV™ Does Not

- × Business broking
- × Success fees
- × Conflicted advice
- × Financial interest in the outcome
- × Transaction commissions

No commissions. No conflicts. No hidden agendas.

IBV | INDEPENDENT BUSINESS VALUATIONS

EXPERIENCED JUDGEMENT BEHIND EVERY REPORT

Meet the founder and lead valuer.



Dr H.G. Patrick Hillenbrand

Founder, IBV™ | Certified Business Valuer

25+ years advising, founding, buying, building, appraising and selling privately owned businesses.

Doctorate in Business Administration, specialising in corporate entrepreneurship.

DBA • Executive MBA • GAICD • CBV

Commercial experience. Certified judgement.
Direct access throughout.

IBV INDEPENDENT BUSINESS VALUATIONS



Evidence at scale. Judgement case by case.

PATENTED METHODOLOGY

Bstar's valuation methodology and proprietary SME benchmarking support replicable analysis.

≈500 new Australian and New Zealand SME valuations added each month

2.5M non-financial data points supporting assessment of business-specific risks and value drivers

The evidence informs—but never replaces—independent professional judgement.

CGT PROTECTION VALUATION

Protect value before 1 July 2027.

IBV helps clients identified by your firm establish a contemporaneous Risk & Value Driver Assessment and supporting evidence for the independent valuation process—before specialist capacity tightens.

1 **AS SOON AS POSSIBLE** — ASSESS

Complete the Risk & Value Driver Assessment and establish a dated non-financial baseline.

2 **BEFORE 30 JUNE 2027** — STRENGTHEN

Act on priorities, improve value drivers and preserve relevant evidence.

3 **CLOSE TO 30 JUNE 2027** — UPDATE

Refresh the assessment as close as practicable to the valuation date.

4 **AFTER YEAR-END** — VALUE

Add final financials and complete the independent valuation.



DOWNLOAD FREE GUIDE & CHECKLIST →

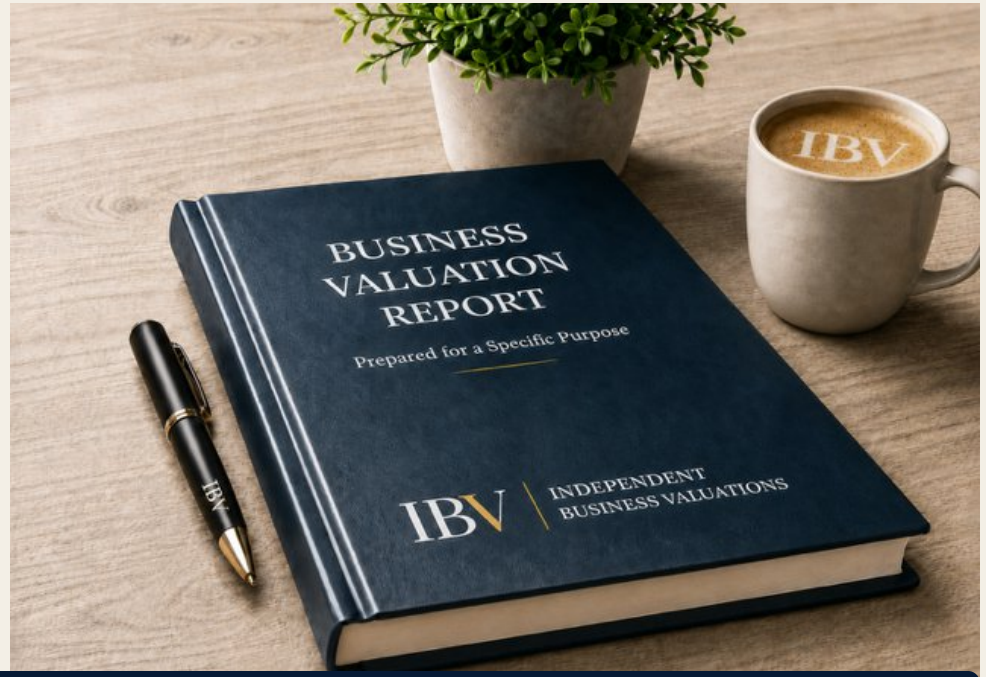
IBV | INDEPENDENT BUSINESS VALUATIONS

WHERE IBV FITS

Know when to bring IBV into the conversation.

- → “What is my business worth?”
- → CGT or tax planning requiring market-value evidence
- → Succession, ownership transition or estate planning
- → Entry, exit, restructuring or shareholder change
- → Finance, insurance, risk or strategic planning

If the decision depends on business value, the valuation should be scoped for that specific purpose.



PURPOSE • EVIDENCE • DEFENSIBLE REPORT

IBV | INDEPENDENT BUSINESS VALUATIONS

A PARTNERSHIP DESIGNED AROUND YOUR FIRM

A clear, protected client engagement.

01 **You identify the valuation need**

02 **IBV scopes and completes the valuation**

03 **We keep you informed with client consent**

04 **You retain the broader client relationship**

05 **No competing services or cross-selling**

Your client stays your client. Your advisory relationship stays protected.



A client benefit available through participating accounting firms.

The $400 benefit goes to the client—not to the referrer.

IBV INDEPENDENT BUSINESS VALUATIONS

IBV | INDEPENDENT BUSINESS VALUATIONS

INDEPENDENT • SPECIALIST • REFERRAL-SAFE

Let’s strengthen your firm’s business valuation capability.



AUSTRALIA-WIDE

Let’s connect, learn more about your firm and discuss how IBV™ could support your clients when a valuation need arises.

A confidential, no-obligation conversation.

Your firm keeps the relationship.
IBV adds the specialist capability.

independentbusinessvaluations.com.au/for-accountants

1300 270 940

info@ibv.net.au