IBV | INDEPENDENT BUSINESS VALUATIONS

FOR PROFESSIONAL ADVISERS

Referral-safe valuation capability for your client network.

Independent valuation evidence—without losing control of the client relationship.

REPUTATION • CAPACITY • ROBUSTNESS • EXPERIENCE • CLARITY



THE IBV ANSWER

Specialist capability—without a competing agenda.

IBV is not trying to own the client relationship. IBV exists to strengthen it.

01 **Reputation protected**

Professional, independent and confidential client handling.

02 **Capacity added**

Specialist valuation capability without building an internal practice.

03 **Robust process**

Purpose-led scope, evidence, methodology and transparent reasoning.

04 **Experienced judgement**

Commercial experience applied to the business behind the numbers.

05 **Clear delivery**

Defined scope, fixed fee, information request and structured engagement.

06 **Referral-safe model**

No brokerage, cross-selling, referral commission or competing advisory agenda.

Commercial capability that feels close to the client.

A complete, practical view of the business—not simply its financial statements.





THE CLIENT MOMENT

The referral should deepen the relationship— not redirect it.

01 The client receives specialist valuation support.

02 The adviser remains central to the relationship.

03 IBV provides independent evidence and a clearly reasoned report.

The trusted conversation stays with you.

Six moments when valuation evidence moves the conversation forward.

The adviser remains central. IBV supplies the independent valuation capability.

1 Tax & CGT

Market value, concessions, transition-date evidence and related-party transfers.

2 Succession & estates

Ownership transition, retirement planning and family wealth decisions.

3 Shareholder change

Entry, exit, buy-sell events and partner negotiations.

4 Transactions

Sale, acquisition, management buyout, capital raise or strategic investment.

5 Finance & lending

Independent support for important finance and commercial decisions.

6 Restructures & related parties

Objective evidence where value must be established between connected interests.



SIMPLE ENGAGEMENT MODEL

The adviser stays central. IBV supplies the valuation capability.

Clear for the client. Low friction for the adviser.

Bring IBV into the conversation at the right moment.

Confirm the purpose, subject, valuation date, intended users and fee.

With the client’s consent, the adviser remains appropriately informed throughout.



REFERRAL-SAFE BY DESIGN

The commercial model protects trust.

WHAT STAYS WITH YOU

- — The client relationship
- — Your professional judgement
- — The broader advisory conversation

WHAT IBV ADDS

- \+ Independent valuation evidence
- \+ A disciplined, transparent process
- \+ A clearly reasoned report

No commission. No brokerage. No cross-selling.

$400 direct valuation benefit for the referred client.

Support more affected clients—without building an internal valuation practice.

IBV undertakes the defined valuation engagement while your firm retains the client relationship, tax advice and broader advisory role.

YOUR FIRM RETAINS

- The trusted client relationship
- Identification of affected clients
- Tax treatment, concessions and strategy within scope
- The broader advisory conversation

IBV PROVIDES

+ Defined valuation subject, date and scope
+ Financial and commercial evidence analysis
+ Risk, value-driver, method and cross-check assessment
+ Independent written evidence for permanent records

CLIENT TRIAGE Sole traders • private companies • partnerships • trusts • succession • significant goodwill

General information only. Tax advice remains with the client's registered tax adviser.

A CLEAR, PROTECTED CLIENT ENGAGEMENT

01 You identify the valuation need

02 IBV scopes and completes the valuation

03 With client consent, we keep you informed

04 You retain the broader client relationship

05 No competing services or cross-selling



Start the evidence conversation now.

The referral-network case for IBV is straightforward.

01 **Reputation**

Professional client handling and no competing advisory agenda.

02 **Capacity**

Specialist valuation capability without internal overhead.

03 **Robustness**

Purpose-specific scope, evidence and defensible reasoning.

04 **Experience**

Commercial judgement shaped by ownership and advisory work.

05 **Clarity**

Defined scope, fixed fee and clear information requirements.

06 **Referral safety**

No referral commission; the client receives the direct benefit.

Recommended action **Use IBV as the independent valuation referral partner for suitable client matters.**

IBV | INDEPENDENT BUSINESS VALUATIONS

Make every valuation question a reason for your client to value you more.

Let’s discuss where independent valuation support could strengthen your client relationships and broaden your firm’s answer.

1300 270 940

independentbusinessvaluations.com.au/for-professionals/

