Attorney & Adviser Referral Guide

Mark Prigge · B.Com (Bachelor of Commerce), MBA
Independent Business Valuation Consultant
info@bizplans.co.za · WhatsApp +27 63 031 1729 (WhatsApp chat or WhatsApp call only)
www.bizplans.co.za
Bizplans CC · CK 2006/214379/23 · Independent valuations across South Africa

Introduction

Thank you for considering Bizplans CC for your client's business valuation requirements.

This guide is intended for attorneys, accountants, financial advisers and consultants requiring an independent business valuation for litigation, shareholder, tax, transactional or strategic purposes.

Bizplans CC provides independent, conflict-free valuation opinions for South African SME and owner-managed businesses. Every engagement is personally managed by Mark Prigge from initial instruction through to final report delivery. Our compensation is not contingent on any transaction outcome. The resulting opinion is genuinely independent — the single most important characteristic for any professional matter involving competing interests.

Typical Valuation Engagements

- Divorce and matrimonial accrual matters — valuation of business interests for equitable distribution
- Shareholder disputes and minority shareholder matters — buy-out pricing, deadlock resolution, oppression claims
- Business sales and acquisitions — sale preparation, pricing support, buyer due diligence
- Partner and shareholder buy-ins and buy-outs
- Capital Gains Tax and SARS-related matters requiring a defensible market value
- Estate and succession planning valuations
- Bank funding and investment transactions
- Strategic planning and exit preparation

How the Valuation Process Works

Step 1 — Initial discussion

An initial call or message exchange is arranged to understand the nature of the matter, the business involved, the urgency and the intended purpose of the valuation. A preliminary fee indication can usually be provided at this stage. No formal instruction is required for the initial discussion — it is free and without obligation.

Step 2 — Instruction and information request

Once instructed, a structured information request is issued directly to the client or via the referring professional. Information typically required includes:

- Annual financial statements — audited or reviewed, for three to five years
- Management accounts where formal statements are not current
- Ownership and shareholding structure

- Details of major customers, suppliers and significant contracts or leases
- Any normalisation or add-back information the client or adviser can provide

The information request is designed to be thorough but not unnecessarily burdensome. We manage clarification requests directly and efficiently.

Step 3 — Analysis and valuation

The analytical process covers financial performance, earnings normalisation, industry and market context, company-specific risks and the selection of the most appropriate valuation methodology. Methodologies applied are drawn from the International Valuation Standards (IVS) and include:

- Earnings multiple method — primary method for profitable South African SMEs
- Discounted cash flow analysis — where credible forward projections are available
- Net asset value — as a floor of value or primary method for asset-holding entities
- Comparable transaction evidence — where relevant South African market data is available

Step 4 — Report delivery

The completed valuation report is delivered electronically in PDF format. Unless otherwise instructed, the referring professional and client receive the report simultaneously. Reports are structured for immediate use in legal, transactional and advisory contexts — the executive summary at the front of the report is specifically designed to be the page attorneys and accountants reference most in briefs and negotiations.

Report Contents

Every Bizplans valuation report includes:

- Executive summary — headline valuation range, key value drivers and principal risks on one page
- Business overview — sector, ownership, key personnel and competitive positioning
- Five-year financial analysis — with plain-English interpretation after each table
- Earnings normalisation — complete add-back schedule with rationale for each adjustment
- Industry and economic context — relevant South African macro factors and sector dynamics
- Valuation methodology — which methods were applied, why, and how the multiple was selected
- Risk analysis — owner dependency, customer concentration and sector risks — rated and reflected in the conclusion
- Transaction observations — likely buyer types, deal structure and saleability assessment
- Valuation conclusion — signed, dated, independent opinion
- Assumptions and limiting conditions
- Valuer credentials and independence statement

Where a matter involves litigation or dispute resolution, reports can be structured appropriately from the outset including the format and language expected by the court.

Independence and confidentiality

Mark Prigge and Bizplans CC have no conflict of interest with any party to any matter we accept. We take no commission or success fee on any business we value. We neither pay nor receive referral fees. We do not have existing relationships with the counterparty or their advisers. Our compensation is not contingent on the outcome of the valuation or any subsequent transaction. These conditions are confirmed in writing at the start of every engagement.

Property, plant and machinery, pensions and intellectual property are separate valuation disciplines, with their own qualifications and their own standards. We do not value them, and we hold no referral arrangement with anyone who does, which means that when we say a matter needs a different specialist that is a technical opinion and not a commercial one. Where a matter has a business valuation component alongside another asset class, we value the business and say plainly where our scope ends.

All client information is treated as strictly confidential and is not disclosed to any third party without client or legal instruction.

Professional Background

Mark Prigge

Mark Prigge holds a B.Com (Bachelor of Commerce) and MBA (Entrepreneurship and Finance) and brings more than twenty years in corporate finance, M&A and business valuation across South Africa and the United Kingdom, including contested divorce, partnership and deceased-estate matters on instructions from attorneys, accountants and counsel.

His valuation reports are prepared to the evidentiary standards expected by the South African Revenue Service, the High Court of South Africa, the family courts, commercial banks and opposing experts in shareholder disputes and acquisition mandates — independent, fully reasoned and built to withstand challenge. He takes no commission or success fee on any business he values, and neither pays nor receives referral fees.

Bizplans CC focuses on privately owned South African SMEs and owner-managed businesses. Engagements cover the full range — from small sole traders and family businesses through to established mid-market companies — including loss-making or distressed businesses where the purpose of the valuation is to establish NAV, demonstrate limited going-concern value, or provide an independent opinion for SARS, a court or a divorcing spouse.

Turnaround and Fees

Standard turnaround	Most valuations are completed within about a week, once all required information is to hand.
Urgent turnaround	Available on request for time-sensitive court deadlines or transaction timetables.
Fee basis	Fixed fee quoted after preliminary review of the matter. Not hourly. Not contingent on the outcome or any subsequent transaction.
Fee quote	Provided following an initial discussion at no charge and without obligation.
Independence	No commission or success fee on any business we value. No referral fees in either direction.

Contact

Email	info@bizplans.co.za
WhatsApp	+27 63 031 1729 · WhatsApp chat or WhatsApp call only. Normal calls and SMS do not reach me.
Website	www.bizplans.co.za
Registered entity	Bizplans CC · CK 2006/214379/23
Coverage	Valuations conducted remotely across South Africa

WhatsApp is the fastest way to reach me for an initial discussion. Most referral conversations are resolved in a single exchange — and I will tell you honestly at that point whether a formal engagement makes sense.