

Targeted Topics – Call for 2022 Webinars

CORE BV	LITIGATION	DEALS (M&A, PE)
Discounts for lack of control and lack of marketability	Family law matters & issues surrounding matrimonial work	Examples of theoretical valuation vs real life valuation (ex: during a divestiture), how far apart they diverged and why
Purchase price allocations and goodwill impairment testing: <ul style="list-style-type: none"> • Deferred revenue • IFRS 16 impact • Working capital • Valuation of private investments 	Case studies – recent cases of interest that impact valuations, family law decisions	ESG impact on transactions <ul style="list-style-type: none"> • Impact on valuation • Funding • International approvals • First nations consultations
Components of discount rates and interesting trends: <ul style="list-style-type: none"> • Cost of capital (WACC and cost of equity) • Internal rate of return • Size premium and discount rate issues • Company-specific risk 	Disclosure and confidentiality - how does the CBV handle information flow, what courts require	Comparing WACC from a notional standpoint vs real life perspective <ul style="list-style-type: none"> • Discount rate adjusted for level of cashflows • Competition for deals in an active market • Certain entities have a lower cost of capital
Industry deep dives – valuation issues specific to an industry		Stock market analysis – trends, implied valuations, etc.
Family offices and wealth management – how CBVs can leverage their expertise to serve clients		Fairness opinion, solvency opinion – updates
Commonly used valuation databases in practice – hear from providers (and a CBV) about what they are seeing in the market		Working capital often results in the most disputes in M&A – how to avoid issues
Allocation of value to different share classes in a tax reorganization; impact of dual class structures for public companies and related Board issues		Transaction dynamics & levers to create value <ul style="list-style-type: none"> • Industry expertise of advisors • Cost of capital of different players • Competition including strategic buyers and private equity firms • Issues affecting smaller deals