

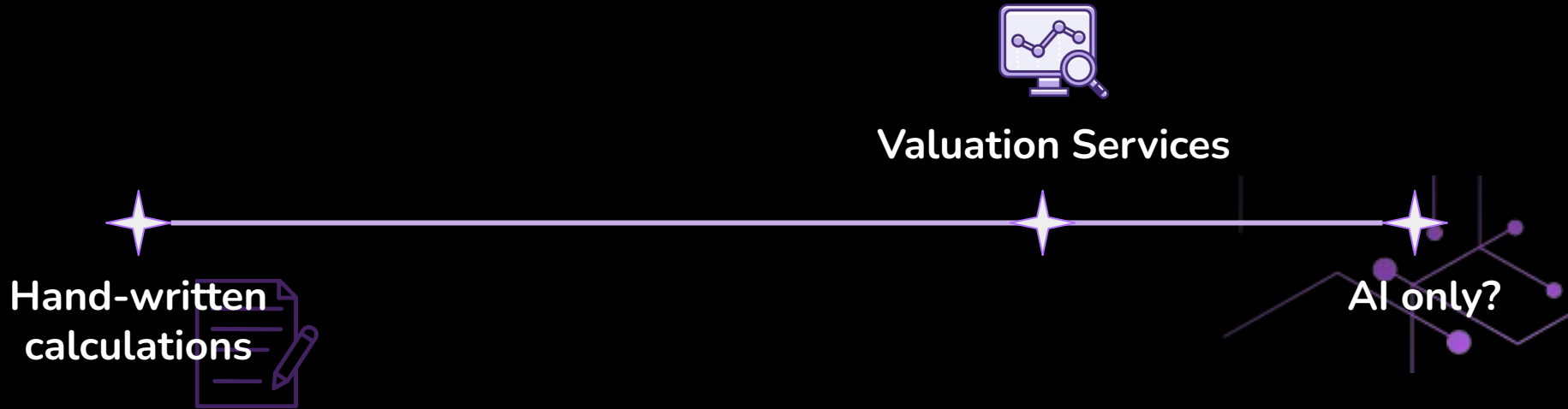


# The Evolution of Valuation with AI



[www.inter-val.ai](http://www.inter-val.ai)

# The Evolution of Valuation



# Polling Question #1

What best describes  
the current state of  
AI/innovation in your  
firm?

- ✦ a) Using proprietary technology in house
- ✦ b) Developing technology in house
- ✦ c) Using an external SaaS or other
- ✦ d) No adoption yet but open to it

# What is AI?

Machines that mimic human intelligence to solve problems and automate tasks.

## Core components:

- ✦ Data
- ✦ Algorithms
- ✦ Computational Power

Large  
Language  
Models  
(LLMs)

Machine  
Learning  
(ML)

Insight  
tools



# AI Use Cases.



**Automatio  
n**



**Predictive  
Analytics**



**Insights**



**Scenario  
Modeling**

# Polling Question #2.

What hurdles do you face for integrating technology into your practice?

(Select the most relevant)

- ✦ a) Cost / investment
- ✦ b) Leaders have a traditional mindset
- ✦ c) Unable to quantify the net benefit
- ✦ d) Fear of choosing the wrong tech
- ✦ e) Red tape

# Do

Use AI to enhance efficiency and accuracy.

Focus on AI tools that enhance your client interactions and trust.

Approach AI as a tool to augment work, not replace it

# Don't

Over-rely on AI without validation

Ignore data privacy, ethical concerns, or transparency

Allow the adoption of too many AI Tools to create inefficiencies

# How to choose the right AI.

What AI will work for you, and why?





# Democratizing Valuation.

98%

of business owners do not know  
the value of their business.



# Proactive Valuation.

## BARRIERS



Cost



Time



Access

## OPPORTUNITIES

70%

of business owners are  
planning to exit their  
business in the next decade.

\$12T

in business assets will be transferred  
in either sales or succession in the  
next 10-20 years (North America).

# Polling Question #3.

Where do you see  
yourself with AI  
adoption in the next  
12-18 months?

- ✦ a) Same as now
- ✦ b) Research phase
- ✦ c) Proprietary development
- ✦ d) Adopt external solutions
- ✦ e) Expanding out existing use

# The Future of AI.

Moving away from event-based services



## Valuation as an integral part of strategic decision-making for businesses

- Leveraging AI to strengthen client trust
  - Continuous monitoring and predictive insights
- Addressing changing demographics
  - Talent shortage, upskilling



# interval

## Q & A

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