



Newsletter

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About TAG-Value

As a member of TAG-Org, Abu-Ghazaleh Valuation (TAG-Value) is an international valuation and consulting firm with offices spanning the Middle East and North Africa, and a network of associates and representatives that spreads to Asia, Europe, North and Latin America. TAG-Value's expertise covers a complete range of services that include Valuation, Due Diligence and Financial Modeling.

TAG-Value was established at a time when the valuation profession was still in its early stages of development in the Arab region. Since the early beginnings, TAG-Value has consistently been spearheading the efforts to develop the framework of valuation services worldwide.

TAG-Value has an impeccable record of assisting and supporting governments, public institutions and non-governmental organizations in raising the levels of awareness of the importance of business valuation and the valuation of intellectual property in several Arab countries such as Syria, Lebanon, Tunisia, Jordan, Saudi Arabia and the United Arab Emirates. We offer the business community an array of services aimed at delivering sensible

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and tangible solutions, derived from experience and combined with sound judgment. Our team of professionals has extensive experience in providing efficient solutions to any situation covering nearly every industry sector.

Source: Abu-Ghazaleh Valuation Co. Manual for Business Valuation.

Our Valuation Services

As the business environment is constantly changing, becoming more complex and sophisticated, businesses must be flexible and ready to adapt and respond promptly. Valuation is a crucial component of the management process that leads to understanding the underlying dynamics of your enterprise. Valuation is therefore essential for estimating the fair value of your business, financial assets or even liabilities.

TAG-Value offers the following Business Valuation services:

Securities Valuation

Securities are negotiable and exchangeable instruments that represent a financial value, and they are categorized as either debt securities, such as bonds and debentures issued by governments and corporations, or equity securities, such as common and preferred stocks, which reflect a proof of partial ownership or right in a corporation.

TAG-Value provides the valuation of a broad range of securities, which include equity, equity and interest rate options, swaps, treasuries, corporate and government bonds, mortgage-backed securities, collateralized mortgage obligations, credit derivative swaps, and many more.

TAG-Value uses diagnostic tools for valuing securities, applying a series of mathematical relationships and financial models to determine the price at which a security should be exchanged.

Stock Valuation

We apply sophisticated valuation techniques that can be used to find the fair value of stock options. These valuation techniques include:

- Monte Carlo simulations
- The Black-Scholes Models
- Lattice models, including the Binomial Options Pricing model.
- Synthetic option modeling

Tangible Asset Valuation

Our team of experts works in conjunction with university professors and experts in various fields, along with licensed appraisers in order to value a wide range of tangible assets.

Our areas of expertise of valuing tangible assets include:

- Real Estate such as;
 - ◇ Residential sector: apartments, housing buildings, villas, condos.
 - ◇ Commercial sector: office space, retail space, hotels.
 - ◇ Industrial properties.
 - ◇ Land.
- Machinery & Equipment
 - ◇ Machinery: multi-purpose machines, special use machines.
 - ◇ Equipment: sporting equipment, apparatus, gear, material.
 - ◇ Vehicles: trucks, bulldozers, cars, motorbikes, loaders, forklifts, cranes, compactors.
 - ◇ Oil Pumps.
- Mines & Mineral Reserves
 - ◇ Valuation of fully developed and operational mines
 - ◇ Valuation of partly explored deposits, exploration property
 - ◇ Major and minor material, metallic and non-metallic material and fuel minerals
 - ◇ Open-pit as well as underground mines
- Specialized Assets
 - ◇ Aircrafts, aircraft engines (gas turbines)
 - ◇ Ocean-going vessels
 - ◇ Gas turbines for energy generation
- Infrastructure
 - ◇ Airports
 - ◇ Harbors and ports
 - ◇ Railroads and highways
 - ◇ Lakes and water bodies
 - ◇ Mineral reserves

Valuation of Intellectual Property and Other Intangible Assets

A company's overall value comprises tangible and intangible assets and intellectual property rights. According to recent studies, close to 70% of a corporation's value lies in its intangible assets. According to Financial Accounting Standards Board (FASB), intangible assets are any assets that are neither physical nor financial nor human.

TAG-Value offers Intellectual Property valuation solutions for brands, patents, trademarks, trade names, industrial designs, copyrights, and other intangible assets.

Purchase Price Allocation

Purchase Price Allocation (PPA) is the process in which fair and new values are assigned to all assets, as well as liabilities, based on the paid price of an acquired business entity following a merger or an acquisition. The need for this process stems from the fact that the book values of many companies are considered less than market values.

PPA aims at allocating new values that are characterized as accurate which allows arriving at a net residual value that is eventually attributed to goodwill, which is subject to annual impairment tests rather than amortization as in the case of other intangible assets.

Goodwill Impairment Testing

After the Financial Accounting Standards Board has adopted the Statement of Financial Accounting Standards 142, audited companies are required to test goodwill at least once annually for impairment.

Goodwill impairment takes place when the value of the goodwill of a business unit declines to an amount less than the carrying value of the goodwill on the company's books.

TAG-Value provides you with a complete set of tests that enables you to determine the annual value of your goodwill.

Valuation Review and Fairness Opinion

A fairness opinion is a report with a primary objective of determining whether a business transaction is fair from a financial point of view to other parties such as but not limited to shareholders and retirement plan beneficiaries who are not directly involved in the actual dealings that include negotiations and execution. Such reports are usually sanctioned by top management in order to obtain a non-biased third-party opinion that attests to the fairness of the transactions.

We conduct rigorous valuation reviews and provide our clients with fairness opinions in regards to their transactions such as buybacks, spin-offs and private placements.

Valuation Consulting

Our team of professionals provides you with consultations in respect to:

- Privatization
- Mergers & Acquisitions
- Litigation
- Buy/sell agreements
- Stock option plans
- Financial reporting
- Reorganizational purposes
- Business Dissolution & Liquidation

Abu-Ghazaleh Receives Consultants from Harvard and Stanford Universities



AMMAN - HE Dr. Talal Abu-Ghazaleh received in his office Dr. Laila Romani of Harvard University and Mr. Chris Rudd of Stanford and Illinois University.

During the meeting, Dr. Abu-Ghazaleh affirmed that the “mission of Talal Abu-Ghazaleh University College for Innovation (TAGUCI) is to graduate inventors; an essential vision which all countries need to consider in the evolution of the technology era”, pointing out that innovation and creativity cement the road to establish a society

based on knowledge which ensures the transformation from a civil state into a creative one.

A b u - G h a z a l e h added that TAGUCI aims to achieve a comprehensive change in the higher education system in the Arab world and worldwide.

TAGUCI has recently signed an agreement with Dr. Romani and Mr. Rudd stipulating the use of methodologies that encourage innovation and creativity in all TAGUCI’s programs, underlining TAGUCI’s endeavor to introduce new methods in

education and training to spark youth’s thinking, creativity and innovation in Jordan and regionally.

TAGUCI is a University College specializing in business and information technology. It focuses on providing the appropriate environment for creativity and innovation through modern learning methods while granting students the potential to transform their ideas and inventions into marketable products.

It is noteworthy to mention that TAGUCI has recently announced that it started receiving applications for the second semester of the academic year 2018/2019 for MPA program tracks including Innovative Leadership, Entrepreneurship, Human Resources Management, Digital Marketing and Data Analytics.

Talal Abu-Ghazaleh & Co. Consulting Launches Renewable Energy and Real Estate Management Services

AMMAN - Talal Abu-Ghazaleh International Organization (TAG-Org), through its member firm Talal Abu-Ghazaleh & Co. Consulting (TAG-Consult), is launching an array of consulting services in the Renewable Energy and Real Estate Management fields in 2019.

The launch of the new set of services comes in line with the vision of HE Dr. Talal Abu-Ghazaleh, Chairman of TAG-Org, in providing comprehensive services in all fields to government and private sectors, civil society institutions as well as individuals in Jordan, the region and globally.

TAG-Org's approach in expanding the provision of consulting services in such specific fields comes as a pioneering step which contributes to achieving the UN Sustainable Development Goal (SDG 7) for 2030 "Ensuring access to affordable, reliable and modern energy for all" by providing consulting services that keep abreast of environmental and economic challenges faced by governments and communities in a mechanism to find alternative energy sources.

Concerning real estate management consulting services, the provision of such services aims to meet the 2030 SDGs, especially Goal No. 11 that aims to "make cities and settlements inclusive, safe, resilient and sustainable" locally and regionally for the benefit of Jordanian and Arab communities.

TAG-Consult provides various investment-consulting services in the field of real estate management including following- up with the concerned authorities on all required procedures relating to building and project permits (license), public works permit applications and their renewal, following - up applications for acquiring professional licenses and their renewal among many other related services.

Dr. Abu-Ghazaleh pointed out that the provision of these consulting services aims to cope with international challenges faced by different sectors, especially the renewable energy and real estate management sectors, to introduce the best solutions and global practices that meet the needs of different sectors in Jordan and the region.

Talal Abu-Ghazaleh & Co. Consulting (TAG-Consult) was established in 1972. Since then, TAG-Consult has become one of the most

prominent professional consulting firms through its more than 110 offices worldwide in addition to its representative offices in Europe, Asia and North America to provide the best high-quality services for both private and public sectors.

For the last three decades, TAG-Consult has been providing high-quality professional services to meet the needs of the business community mainly those relating to Financial and Management Consulting, Management Systems, Information Technology Systems and Quality Management in addition to Environmental Management Systems, Risk Analysis, Critical Review Points, Human Resource Development, Feasibility Studies, Market Studies and Research, Training and other financial consulting services such as merger of companies, privatization , business valuation among others.

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