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COURSE BROCHURE

Unlisted Company Valuation and Deal Pricing Model Training Course

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Kuala Lumpur

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Unlisted Company Valuation and Deal Pricing Model Training Course

Ref: 2351_88018 **Date:** 21 – 25 March 2027 **Location:** Kuala Lumpur **Fees:** 4600 GBP

Unlisted Company Valuation and Deal Pricing is a 1-week training course for analysts and corporate development staff who price stakes in private companies; it produces a deal pricing model that ends in a defended offer range. Private company deals now move faster than audited data arrives, so price rests on judgement that must be shown. Jupiter Prime Training offers this course on unlisted company valuation and deal pricing.

Why Unlisted Company Valuation and Deal Pricing Matters Now

Three groups shape unlisted company valuation and deal pricing today: founders and family owners selling or bringing in partners, private capital investors who expect a defensible entry price, and boards that must justify a purchase to shareholders and lenders. A buyer pricing from normalised earnings avoids paying for one-off profits; one using a headline multiple inherits hidden debt. The course rests on discounted cash flow, comparable company and precedent transaction multiples, the enterprise-to-equity value bridge and discounts for lack of marketability and control.

Who Gains Most from Unlisted Company Valuation and Deal Pricing

- Analysts who prepare valuations for acquisitions, share sales and minority investments
- Corporate development staff who screen targets and draft offer letters
- Finance business partners who forecast the cash flows a buyer will pay for
- Private capital associates who test entry price against return targets
- Accountants who supply normalised earnings and net debt figures to deal teams

A corporate development unit gains most when its analysts and finance partners attend together, so pricing and forecasts share one model.

Unlisted Company Valuation and Deal Pricing Capabilities

Participants turn incomplete private accounts into a negotiable offer range.

- Assess reported earnings and adjust them for owner pay, one-off items and related party trades — the buyer's investment committee
- Build a linked forecast of revenue, margins, capital spending and working capital — the deal team
- Calculate enterprise value by discounted cash flow with a cost of capital suited to a private firm — the financial controller
- Weigh comparable company and precedent transaction multiples against the cash flow result — the board
- Specify the equity value bridge from enterprise value to the price per share — the seller's advisers
- Communicate an offer range with sensitivity tables and walk-away points — the negotiating lead

Key Unlisted Company Valuation and Deal Pricing Terms

- Normalised earnings — reported profit adjusted to remove owner-specific, one-off and non-arm's-length items so it reflects sustainable trading.
- Enterprise value — the value of the operating business to all capital providers, before deducting debt or adding surplus cash.
- Equity value bridge — the steps from enterprise value to shareholder value: net debt, debt-like items, surplus assets and working capital adjustments.
- Precedent transaction multiple — a price ratio drawn from completed sales of similar businesses, often including a premium for control.
- Discount for lack of marketability — a reduction in value reflecting that shares in a private company cannot be sold quickly.
- Locked box — a pricing mechanism fixing the price on a past balance sheet date, with protection against value leaving the business.

Unlisted Company Valuation and Deal Pricing Day by Day

Day 1: Reading a Private Company for Value

- Private Company Accounts Quality Check — Reliance on Unaudited Figures
- Owner Pay and Related Party Adjustments — Sustainable Earnings Base
- One-Off and Non-Trading Items — Normalised Earnings Schedule
- Customer and Supplier Concentration Review — Risk Weighting of Forecasts
- Purpose of Value Standard — Sale, Buy-In or Shareholder Exit

Day 2: Forecast Cash Flows for the Deal

- Revenue Build by Customer Group — Growth Assumptions Buyers Accept
- Gross Margin and Overhead Drivers — Operating Profit Path
- Capital Spending and Maintenance Needs — Free Cash Flow Quality
- Working Capital Days and Seasonal Swings — Peg Level Setting
- Linked Profit, Balance Sheet and Cash Schedules — Forecast Integrity

Day 3: Cash Flow and Market Valuation

- Discounted Cash Flow Mechanics — Enterprise Value Estimate
- Cost of Capital for a Private Firm — Size and Specific Risk Premiums
- Terminal Value by Growth and Exit Multiple — Value Concentration Risk
- Comparable Company Selection and Multiples — Market Cross-Check
- Precedent Transaction Evidence — Control Premium Judgement

Day 4: From Enterprise Value to Deal Price

- Net Debt and Debt-Like Items — Equity Value Bridge
- Surplus Assets and Property Carve-Outs — Price Adjustments
- Minority and Marketability Discounts — Stake Size Pricing
- Completion Accounts Versus Locked Box — Price Mechanism Choice
- Earn-Outs and Deferred Consideration — Bridging Seller Expectations

Day 5: Practising the Deal Pricing Model

- Earnings Normalisation Exercise — Applying Day 1 to a Family Retailer
- Cash Flow Valuation Run — Applying Day 3 to a Software Firm
- Equity Bridge Build — Applying Day 4 to a Logistics Business
- Sensitivity Tables and Football Field Chart — Offer Range Defence
- Completed Deal Pricing Model and Offer Memo — Committee Sign-Off

Applying Unlisted Company Valuation and Deal Pricing After the Course

- Rework the normalised earnings schedule of a live target and agree each adjustment with the finance business partner
- Rebuild the equity value bridge for the next offer and test the price per share against two discount scenarios

Unlisted Company Valuation and Deal Pricing Questions FAQ

What is unlisted company valuation and deal pricing?

It is the practice of valuing a private business from adjusted accounts and turning that value into an offer price. It matters now because private deals close quickly on limited data, and price must still be defensible.

Who gains most from unlisted company valuation and deal pricing?

Analysts and corporate development staff gain most, with finance partners and accountants who feed deal teams.

How does unlisted company valuation and deal pricing differ from a general financial modelling course?

It concentrates on private company issues such as normalised earnings, marketability discounts and price mechanisms, not on spreadsheet structure in general.

What do you bring back from unlisted company valuation and deal pricing training?

You bring back a deal pricing model with normalised earnings, a cash flow valuation, market multiples, an equity bridge and a defended offer range.

Unlisted Company Valuation and Deal Pricing: The Way Forward

The deal pricing model first informs the opening offer and the walk-away price for a target. Analysts maintain it, deal leads negotiate from it and committees approve against it. After the first completed deal, the discount rates and working capital peg deserve revisiting, because completion accounts show where the forecast and the price drifted apart.