

Independent, Credible & Cost Effective **IRC 409A Valuations**



Aranca is the partner of choice for companies from across industry sectors and stages of development for their 409A valuation needs.

3000+

Independent valuation
opinions for IRC 409A
compliance

800+

Clients across different
development stages from
early startup to exit

20+

Diverse industry sectors
including biotechnology,
semiconductor, IT, software,
online advertising and other
internet based businesses

50+

years of collective experience
full time business valuation
experience of our senior
appraisers team with ASA,
CFA, CPA credentials

Write to us for a no-obligation consultation. Email: info@aranca.com or call +1 415 819 8849

OUR IRC 409A SERVICES



Having performed over 3000+ valuations, Aranca has built an impeccable reputation of providing high quality valuation opinions that are independent, credible and cost-effective.

Our robust valuation approach blends in-depth understanding of several niche industry sectors, extensive experience in dealing with complex capital structures with multiple classes of stockholders and other unique challenges involved in valuation of early and growth stage businesses.

We have won over 90% of our clients through referrals, which is testament to our clients' trust in our services. In addition, we have worked with the portfolio companies of most top-tier Venture Capital and Private Equity firms.

OUR VALUATION APPROACH



Aranca's ASA-certified and highly experienced appraisers adopt an appropriate valuation approach to capture all rights, preferences, conversions and other complexities as a critical part of the analysis for arriving at a fair market value (FMV) pursuant to Revenue Ruling 59-60. We leverage Aranca's unique strengths in business research, intellectual property research and financial modeling to build strong and audit-ready models, and comprehensively documented reports.

Our well-documented and insightful IRC 409A appraisal reports along with our highly responsive support help our clients glide through any stringent audit review process (including, by the big four) in a smooth, efficient and time-bound manner.

Management Discussions	Industry Research	Financial Review & Analysis	Valuation Analysis	Capital Structure Analysis	Reporting & Documentation
<ul style="list-style-type: none">• Development stage, operating plan, financial projections, capital structure, significant milestones, etc• Competitor analysis, presence in value chain, SWOT analysis• Capital raising & valuation history, assessment of business	<ul style="list-style-type: none">• Business segments, emerging issues and trends, industry value chain, key drivers, revenue models• Growth trends, revenue models, demand and supply analytics, estimated market size, competitive landscape	<ul style="list-style-type: none">• Review of underlying assumptions used to build financial projections, robust financial modeling to dynamically capture value drivers• Build valuation model, and adjust to suit early stage businesses. Evaluate key sensitivities & scenarios	<ul style="list-style-type: none">• Build valuation view on Business Equity Value (BEV) based on appropriate valuation techniques – DCF, Relative valuation• Apply appropriate adjustments to make analysis suitable to early stage private companies	<ul style="list-style-type: none">• Evaluate articles, diverse rights of shareholder class, impact of dilution on future rounds, etc.• Allocate BEV among multiple classes of shareholders and apply appropriate discounts for illiquidity and control	<ul style="list-style-type: none">• Comprehensive and insightful appraisal report compliant with USPAP and ASA-BV standards to highlight the 'story behind the numbers'• Discussions with the management team, make objective changes in the analysis based on client feedback, insights

WHAT OUR CLIENTS SAY...

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The team has really done a great job in a short period of time, narrowing down on each of the variables used to determine the valuation. Very impressive!

- VP Finance & Acting CFO, ISO Group

“

Aranca did a very comprehensive job in performing a valuation of our company. The team was extremely responsive and professional. Our investors said that the report that Aranca wrote was among the best that they had seen for any of their portfolio companies.

- Finance Head, Aryaka Networks Inc

“

Aranca did a great job on the 409A report for us. The analysis was extremely thorough and the report was of the highest quality. Greatly exceeded expectations! Thank you

- Senior VP & CFO, New Leaf Symbiotics

WHY ARANCA?

We are a business valuation firm of choice for several privately held businesses, PE firms and mid-market investment banks: Among our key strengths are:

We are one of the few 409A valuation firms with ASA-designated professionals, qualifying us to provide expert testimony in case of a potential IRS challenge

Responsive audit support at no additional cost that helps our clients get through the audit review process smoothly and thereby keeping their overall compliance costs low

We take information security and confidentiality very seriously. Our IT infrastructure has built-in redundancy and conforms to the most stringent data security standards

Our complementary business & IP research practices enable us to bring deep insights of industries and technologies into our valuations. This sets us apart from other traditional valuation firms

As part of a 550+ people firm with global business interests, we leverage cross-functional expertise, access to world-class databases and knowledge, to provide the best value for our clients.



OTHER SERVICES

In addition to 409A valuations, we provide a range of valuation services for tax and financial reporting and transaction support for a wide spectrum of clients ranging from early stage startups to large enterprises.

US Tax Compliance

Estate and Gift Tax
IRC 83 b Election
'S'-Corp Election (IRC1374)
Carry Forward of NOLs (IRC382)

Financial Reporting

Purchase Price Accounting (ASC805 | IFRS3)
Goodwill Impairment
Portfolio Valuation (ASC820)
Fair Value Measurements

Transaction Support

Fairness Opinions
Buyer & Seller Services
Financial Modeling
Model Audit

“

We have had a few valuations done by Aranca. ... Absolutely no problems with the reports, we have a very complicated cap structure and have filed an S-1, and the SEC has reviewed and blessed the results and the supporting report. These were done expertly and at a very competitive price.

- Partner, Legal Counsel Firm

“

I have used multiple valuation providers over my 15+ year career. Aranca stands out as the most diligent, effective provider. I don't just get a report from them - I get an understanding of how the inputs and assumptions impact our valuations. Aranca also gives clear articulations of implications of business changes on both current and past valuations.

- CFO, Dachis Group

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Thanks for all of your efforts and commitment to our project. The team did a great job in a short period of time, and I really appreciate it! I've worked with multiple 409A firms in my past, and the job that your team did was by far the best.

- CFO, Leading US ecommerce platform

