

Manager- Valuation and M&A

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Company: KPMG in Kuwait

Location: Kuwait

Category: other-general

KPMG's M&A advisory practice provides independent advisory services to clients on strategic acquisitions and divestments. Our corporate finance and valuation professionals provide robust and informed guidance on valuation matters across multiple sectors, deal stages and client types.

Role and Responsibilities

Target or buyer identification– Identify businesses to be acquired or assets to be sold and find the buyers or sellers

Transaction structuring – Advise on transaction terms and pricing and on structuring of the transaction

Arranging financing– Advise on financing strategy, sources and assist in approaching and negotiating with financiers

Capital markets advisory– Advise on IPOs, FPOs and other capital management initiatives

Independent board advice / Fairness opinions– Advise senior management and boards of public and private companies on how they can raise capital, prioritize market opportunities or consider mergers, acquisitions, joint ventures and divestitures.

Accounting tax and regulatory valuation– Assist in determining the fair (market) value of equity shares, assets or complex financial instruments under accounting, tax or

other regulatory standards. These include Purchase Price Allocations (PPA), Impairment Testing, IFRS 16 support, employee or management incentive scheme valuations and recurring fund valuations.

Investment / M&A advice and economic analysis Provide timely and impartial advice based on advanced data analytics, benchmarking, modelling and valuation concepts for deal pricing, capital-allocation strategies, synergy assessment and strategic-option assessment.

Venture capital, early stage and LBO valuations Independent analysis and valuation of equity shares and IP to support raising equity or debt financing, including modelling robust financial business plans based on insights gained through commercial due diligence.

Restructuring Assist lenders, companies and administrators in the context of restructurings by providing valuation advice and strategic disposal options in connection with independent business reviews and independent valuation opinions.

Responsibilities

Plan and execute M&A and valuation engagements

Lead buy-side transactions, assisting clients with target identification and screening

Lead sell-side transactions supporting clients with preparation of asset for divestment, drafting investor documents and identifying and screening potential buyers

Oversee capital markets related engagements in accordance with client objectives and regulatory requirements

Coordinate valuation, due diligence and data room processes

Advise on deal structures

Provide commercial and financial inputs on transaction documents

Support with separation/integration planning

Performing independent valuation for financial instruments, businesses, tangible and

intangible assets, equity and debt securities, for mergers and acquisitions, litigation support, dispute resolution, financial reporting, restructuring, and financial advisory

Building and analyzing financial models and assessing assumptions and data which underlie the model

Conduct industry research and understand drivers of growth within an industry/sector, identify relevant trends, competitive landscape, and market conditions

Review and analyze historical trading, cash flow, and balance sheets to identify risks or price affecting considerations

Researching and monitoring industry best practices on valuation models and techniques to ensure that the valuation practice is in line with industry best practices

Assuming responsibility of deliverables and collaborating with team members to deliver solutions

Leading content development for deliverables, including preparing business proposals and presentations

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