

MACH

VALUATION & ADVISORY

CHARTERED SURVEYORS

established in 2003



MACH Valuation & Advisory
assists people and businesses in
realizing their full asset potential

UAE - KSA - Lebanon

MACH is an independent real estate and business valuation consultancy firm based in Beirut, with representative offices in Dubai and Jeddah, serving the GCC and other regional markets..

MACH Valuation & Advisory was established in 2003 by senior Chartered Surveyor and MBA holder, **Mr. Malek Chaar** who has accomplished as well a Diploma in Strategic Studies. He is a member of the Real Estate Appraisers Syndication since 2012.

In order for **MACH** to provide high quality services, it relies on a team of Directors and Consultants who are **Chartered Surveyors** and RICS Registered Valuers with over than 15 years of experience in a wide range of valuation regulations. Our qualified, highly passionate advisors ensure that customers receive prompt responses and tailor-made solutions, specific to their needs.

Our firm focuses mainly on diversified real estate and business valuation. We offer valuation services for different types of properties, including:

Mission

To support our clients through asset optimization and professional valuation consultancy services.

residential, commercial, complex projects, vacant lands, and master plan developments. Our understanding of the real estate field, its market dynamics and performance, allows us to provide accurate and on-time property valuation advice tailored to your needs. At **MACH** we can also assist in all kinds of business valuation; whether you are selling a company, working on a succession / exit plan, going through legal issues, or simply you want to know how much your business is worth. We are here for you!

We offer our services to different governmental entities, the legal & judicial bodies, and the private sector including multinational corporations, small & medium enterprises, as well as individual businessmen.

Vision

To be recognized as the market benchmark for innovation and service excellence in valuation consulting.

Values



Professionalism: Only hiring highly qualified professionals, with demonstrated market leadership and an extensive valuation expertise.



Excellence: Striving to supply best customer service, top expertise and leading market knowledge.



Integrity: Guaranteeing ethical conduct, accurate and objective valuations, best-practice corporate governance and trusted services.



Reliability: Promising to meet client expectations within budget and on time.



Services

Real Estate Valuation

MACH Valuation & Advisory understands the significant importance of estimating the value of real estate and its necessity for a variety of endeavors including: financing, sales listing, investment analysis, property insurance, and taxation. A property's value is given as the present worth of future benefits arising from the ownership of the property. An estimation of a property's value must take into consideration economic and social trends including: demand, utility, scarcity, and transferability; as well as governmental controls or regulations.

Real estate valuation is challenging since each property has unique features such as location, lot size, plan, and facilities. General real estate market concepts like supply and demand in a given region will certainly influence a particular property's over-all value.

We use three basic approaches to determine a property's value:

- Sales Comparison Approach
- Cost Approach
- Income Capitalization Approach

Business Valuation

MACH Valuation & Advisory follows the best in-field methods in evaluating the client's economic business value for a variety of reasons, including: sale worth, establishing partnership, taxation, capital budgeting, investment analysis, and merger & acquisition.

Our business valuation teams work on different analysis and studies including: the company's management, capital structure composition, future earnings prospects, and the market value of its assets. The tools we use for valuation can vary among businesses and industries. Some of the common methods used:

- Market Capitalization
- Times Revenue Method
- Earnings Multiplier
- Discounted Cash Flow (DCF) Method
- Liquidation Value
- Replacement Value
- Breakup Value
- Asset-based Valuation
- Financial Statements
- Similar Company Comparisons

Sectors



Residential Sector



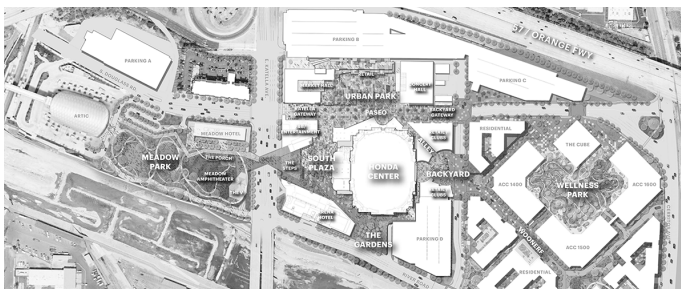
Commercial Sector



Complex Sector



Vacant Lands



Master Plan Sector



Industrial Sector

Clients

- Government Entities
- Legal and Judicial Bodies
- Private and National Banks
- Financial Institutions
- Investment Funds Institutions
- Insurance Companies
- Independent Adjustment Firms
- Multinational Corporations
- Business Corporations
- Small and Medium Enterprises
- Individuals



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