

COMPANY VALUE INCREASE (CVI)



Motivation. The value of a company is the sum of the cash flows it generates. Sometimes, in order to sell the company or to attract more buyers of its shares, the management wants to skyrocket the current value of the company. Other times, the management wants to buy one of its materials suppliers or products distributors and then increase their current values.

Goals. The program of company value increase (CVI) is a set of activities directed to increase the value of the company by restructuring it. As a consequence, the current and future cash flows of the company grow. Hence the company equity increases.

Program overview. The CVI includes the activities in the shown flowchart. The stakeholders and employees of the company participate

Weaknesses of current approaches to increase the company value. In general, the firms of the financial sector offer services to increase the value of a company. These firms restructure only the capital structure of the company. This is not enough because the company cash flow is mainly influenced by the sales income and the operational costs.

Advantages of our company value program. Our CVI program increases the company income by restructuring the sales and new product development, reduces the company operational costs by restructuring the production operations and reduces the company capital cost by restructuring

the financing structure. We can also identify the materials supplier or distributor whose acquisition is interesting, increase its current value and support the deal process.

