

Gareth Smyth

Expert Witness – Company Valuations



Area of expertise

Owner managed SME business valuations.
Current Company, Hilton Smythe Business and Finance Brokers.
www.hiltonsmythe.com

Contact details

T: 07429000019
E: g.smyth@hiltonsmythe.com
L: <https://www.linkedin.com/in/gareth-smyth-hs/>

Personal Profile

I have been advising owner managed SME businesses on the sale and acquisition of companies since 2006. Having been directly involved in hundreds of transactions and having built a bespoke firm of business advisers that have been ranked top 10 in the world for deal volume*, I have a unique insight into the valuation of owner managed businesses for companies with a very small turnover (Micro Businesses), through to those with a value in excess of £60m. My unique positioning is such that I have access to data that many other experts and advisors would not have access to, which provides a unique insight into the value of owner managed and family run businesses.

Education

**Education International
Corporate Finance (MSc)
University of Salford.**

Master's degree: International Corporate Finance with Distinction. Thesis title: "Are traditional valuation methods relevant in the smallest of private businesses (micro businesses)?"

**Law LLB (Hons) University of
Bolton.**

Bachelor of Law, second class upper division (2:1).

**Goldman Sachs 10,000 small
business.**

Successful application and completion of the Goldman Sachs 10,000 small business program, aimed at providing high growth businesses a solid technical foundation to grow further and sustainably. This course gave me a solid insight as to what elements of a business's operations, marketing, sales etc, add value.

**Property Mark – Valuation
of Commercial and Business
premises.**

This short course provided in depth knowledge surrounding the valuation of commercial and business related properties. Particular focus on property valuation methods, rental yields and their effect on valuation.

**Certificate In Business
Administration.**

A 5-day 'mini-MBA' taught at the University of Salford. Covering areas such as business finance, marketing, SEO, pricing strategies and managing teams.

Work History

2011 – Present.

Entrepreneur and Group CEO Hilton Smythe

I am founder and CEO of the Hilton Smythe Group. The Group consists of one of the UK's leading Business Brokers, helping small to medium sized business owners sell. Hilton Smythe Finance is a financial conduct authority approved commercial mortgage broker, which operates in the SME market. www.hiltonsmythe.com

2006 – 2011.

Various companies, Business Sales Agent/Broker

Having worked for several specialist business brokers and business transfer agencies, I assisted hundreds of clients and advised them throughout the company sales process, from valuation to deal structures.

2013 – Present.

**Chair of Governors, Head Teacher Performance Review Chair
St William of York Primary School**

I am the Chair of Governors at a Catholic Primary School. As part of my role, I am responsible for ensuring the effectiveness of the Governing Board, the performance of the head teacher, and holding senior leaders to account.

Publications and Speaking

Speaking:

The Business Show – How to prepare for Exit (2019,2021,2022,2023, 2024 and 2025).

Publications:

FSB – Article on business valuation.

Business Matters Podcast – Valuing small and medium businesses.

Article – Preparing your Micro Business for sale.

Litigation and Valuation Experience

I have provided reports and expert evidence for both Claimants and Defendants in litigation cases, as well as on a jointly appointed basis in respect of:

- Full company and partial ownership valuations.
- Divorce and Matrimonial proceedings.
- Valuing the interest of an exiting shareholder.

I have also provided numerous valuations to company directors to satisfy disputes on share ownership, provide starting points for negotiation of both full and partial sales to internal and third parties, as well as for the purpose of share options and other circumstances in which an independent valuation are necessary.

Recent Expert Witness Experience

- Valuation of family operated convenience store c. £500,000 revenue in matrimonial proceedings.
- Valuation of Construction business c. £13m revenue matrimonial proceedings.
- Valuation of Marketing Agency c. £2.5m revenue matrimonial proceedings.
- Shadow Expert Report that resulted in a costs order against the Respondent.
- Valuation of Car Repair Garage for shareholder dispute.