

sollomon<sup>®</sup>



Value & leverage your  
**INTELLECTUAL  
PROPERTY**

£795 <sup>+VAT</sup>

Our unique Sollomon<sup>®</sup> online tool allows you to capitalise on all your most important assets by expressing their value in a clear, consistent and repeatable format

- ✔ Value your IP at a fraction of the cost of traditional IP valuations
- ✔ Fast, reliable, trusted, repeatable
- ✔ Accessible online 24/7
- ✔ Robust outputs built using intelligent data analysis and processing
- ✔ Trusted, used and recommended by lenders, accountants and innovation agencies



inn<sup>g</sup>ot<sup>®</sup>

ADDING VALUE TO YOUR IP

# Unlock your hidden value in minutes

Sollomon quantifies the value your IP and related intangibles contribute to your business. It is the fastest and most cost-effective way to find out how much your hidden assets are worth.

Developed and refined over more than a decade, Sollomon sets a new standard for IP valuation, now enabling IP value to be considered in contexts where other approaches have previously made consideration of these assets cost-prohibitive. Optimised to support business financing, but with a host of other applications, Sollomon is regularly recommended and specified by lenders, investors and business support organisations.

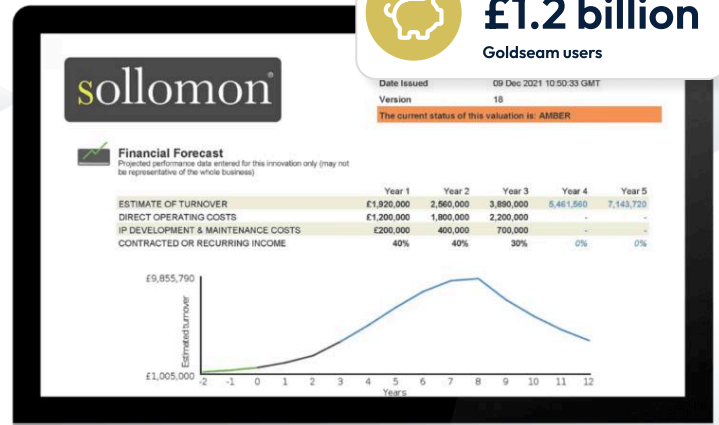
Fully integrated with Inngot's free Goldseam intellectual asset discovery platform, Sollomon is easy and intuitive for any trading business to use, requiring only standard business plan and financial inputs (if you're not yet trading, or don't have these inputs, our custom valuation service can help).

All Sollomon reports are delivered instantly, then moderated offline by Inngot's team of specialists to enable them to be finalised rapidly.

Sollomon is a unique and secure multi-currency IP valuation tool that is already optimised for use in the UK, Ireland, Australia, Canada, India, Kenya, Malaysia, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Thailand and the US. Contact us if you want to conduct a valuation but are based in another country.



Over **£1.2 billion**  
Goldseam users

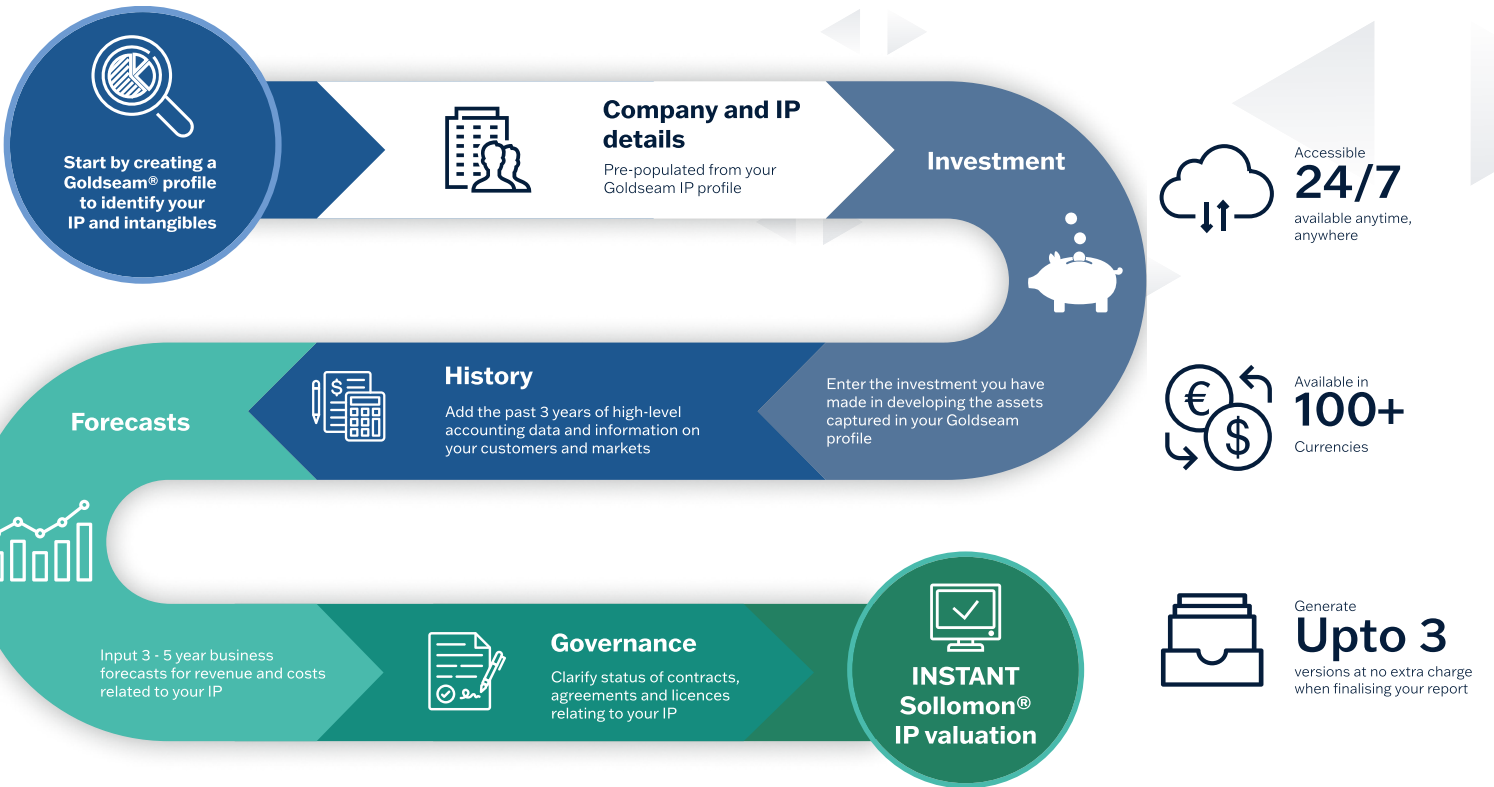


In 2021, Sollomon averaged **£3.4million** 'hidden' IP value per company

## Uncover your IP's financial potential

You can use your Sollomon IP valuation to:

- 1 Raise finance using IP as security or support discussions regarding equity investment
- 2 Inform negotiations for selling, buying or licensing IP
- 3 Estimate the financial implications of transferring assets between companies
- 4 Assist M&A and exit planning
- 5 Inform stakeholder discussions on return on investment in IP



# Sollomon makes quick and cost-effective IP valuation available to all

The world's biggest companies are highly adept at leveraging their IP for growth. Before Sollomon, smaller companies and scale-ups were disadvantaged because IP valuations have been too expensive and time-consuming.

Inngot's revolutionary tools mean that any business, regardless of size, can identify and value its IP.

Uncover the 'hidden value' of your IP with Sollomon!



## Make your IP and intangibles work for you

Sollomon combines three calculation methods, to provide the most accurate indicative value for your IP and intangibles.

Our **income-based calculations** utilise the 'relief from royalty' method, set out in international valuation standards. This works on the principle that your IP assets are worth what someone else would pay to license them from you, in order to achieve an equivalent set of cash flows. We have analysed thousands of licensing agreements to ensure the rates we use are representative of real deals.

Our latest Sollomon report includes three income-based calculations. As well as a risk-weighted analysis of your own forecasts, we produce an estimate based on average growth rates within your sector for comparison purposes. For trading businesses, we also now include an estimate of orderly downside disposal value – the starting price at which your IP might be able to be marketed at your IP if you had to sell it.

Our **cost-based calculations** use accounting-based amortisation principles to express the present value of the historical investment made in your IP to date. This factors in the assets' expected useful life, and uses Goldseam profile data to analyse and score expenditure productivity.

This is accompanied by two further valuations to show how your cost-based valuation will develop over the next two

years, depending on whether or not you make the further investment in research and development set out in your forecasts.

For trading businesses, we also blend our income and cost-based findings to create an estimate of orderly disposal value – a 'going concern' price which takes both market traction and IP investment into account.

In certain markets (including the UK) we also provide a **market comparison benchmark** – this is based on analysis of the average pre-money value of companies in your specific activity sector, weighted to take account of the development stage of their IP.



