



Nicholas Actuarial Solutions Sdn Bhd (1143648-D)  
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## Press Release

### **Nicholas Actuarial Solutions Inked Strategic Partnership with Businessbuysell.my to Provide Analytics and Due Diligence Services to the Marketplace**

*Nicholas Actuarial Solutions has entered into a strategic partnership with Businessbuysell.my to provide analytics and due diligence services to buyers and sellers of businesses.*

Kuala Lumpur, Malaysia, Mar 29, 2018 --(PR.com)-- Nicholas Actuarial Solutions has entered into a strategic partnership with Businessbuysell.my to provide analytics and due diligence services to buyers and sellers of businesses.

Through this strategic partnership, business buyers shall benefit from the unique proprietary analytics model of Nicholas Actuarial Solutions, to gain accurate and detailed information relating to the past and current sales and financial performance of the acquisition target.

Businessbuysell.my is firmly established and respected as Malaysia's leading media for connecting buyers and sellers of businesses and franchises. This strategic partnership will further add value to the marketplace and cement Businessbuysell.my's leading market position.

Business buyers often lack accurate and detailed information when assessing a prospective purchase. On the other hand, business sellers know everything about the business and may or may not provide full information and disclosure to prospective buyers, thus creating an information asymmetry. Nicholas Actuarial Solutions help buyers bridge this information asymmetry gap through data analytics.

According to Nicholas Yeo, Founder & Actuary of Nicholas Actuarial Solutions, traditionally, actuaries perform data analytics for insurance companies. However, since the implementation of GST in Malaysia, there have been significant improvements to the data infrastructure of small- and medium-sized businesses, especially in the retail sector. As a result, demand for actuarial services - to analyse and make good use of data - by small- and medium-sized retail business has increased significantly.

"We have a lot of experience assisting clients with mergers and acquisitions, and the due diligence process for insurance companies, in Malaysia as well as globally. As the leading innovative actuarial consultant, we want to bring this experience to help business buyers across all business sectors make a better, more informed decision. This strategic partnership with Businessbuysell.my accelerates this objective," added Nicholas.

Aside from using data analytics to inform business buyers, Nicholas Actuarial Solutions could also assist business buyers and sellers in appraising the value of the business; identifying areas of business



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opportunities and risks; as well as providing professional, independent business planning and forecasting advice.

Nicholas Actuarial Solutions is the first and only actuarial firm awarded MSC Malaysia status by the Malaysian government, a mark of world-class service and achievement. Nicholas Actuarial Solutions specialise in analytics, offshore insurance, technology and education services, in addition to traditional actuarial services. Nicholas Actuarial Solutions is founded with a mission to develop and implement novel, cutting-edge solutions, with a vision to achieve global recognition of thought leadership and innovative solutions in the actuarial field.

Businessbuysell.my is owned by LinkBiz Management and is a leading marketplace for business buyers, business sellers, franchisors, investors and business owners to realize their dream. Businessbuysell.my's objective is to provide a marketplace where all business buyers or investors can find details from small- to large-size businesses for sale, for joint venture and franchise opportunities. Businessbuysell.my's mobile-friendly website platform provides an easy way for all users to view from their mobile phones and computers at anytime and anywhere to get the latest business opportunities in their area of interest. Business owners, franchisors and brokers list their businesses for sale on Businessbuysell.my to provide business buyers with the most complete online source of both businesses and franchises for sale in Malaysia.