

Current Global Perspectives Business Valuation

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What will be covered today:

- › What do we do?
- › Who do we provide services for?
- › Are we prepared?
- › What is next?

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Globally – What we do?

- › IACVS – Training in Best Practices for BV
- › Valuers do NOT set the price
 - Valuation is about a reasonable value
 - Price is set by the seller/buyer during negotiation
- › We advise the value

How is the BV profession doing?

- › In some areas –
 - BV is irrelevant
 - BV is “Can’t do Without”

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Globally – Who do we provided services for?

- › Services are provided for/to our clients
 - Seller
 - Buyer
 - Bankers
 - Regulators
 - Attorneys
 - Others

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Are we prepared?

- › It depends....
- › Some of us are prepared!
 - Level of training and On-going training
 - Experience
 - Certification(s) are important
 - › Examinations
- › Specialization
 - Financial Reporting
 - Mergers & Acquisitions
 - Controversies (divorce, damages)
 - Taxes; transfer pricing

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Are we prepared (continued)?

- › What are you doing to keep up with changes?
 - AI – Artificial Intelligence
 - Updates to Standards
 - › IVS
 - › Domestic
 - Big Data – usages
 - The ESG Debate

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What is Next?

- › How to keep up?
 - Conferences
 - Seminars
 - Volunteer to be a trainer
 - Read, read, read, read, read

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Thank you!!

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