

International Institute of Business Valuers

Leaders in Business Valuation Education

Michael Badham CPA, CA, CBV

Executive Director

michaelbadham@iibv.org

www.iibv.org



Background

Why the iiBV ?



- International Financial Reporting Standards (IFRS) and fair value reporting in general, requires more business valuation expertise.
- The International Valuations Standards Council (IVSC) has released valuation technical standards in January 2017
- Regulators and professionals in each country now recognize the need for the development of a business valuation profession (eco-system) in their country, based on high quality education and accreditation.
- With this increased demand for business valuation education, there exists an opportunity for VPOs (valuation professional organizations) around the world to collaborate on the development of quality education.
- International Institute of Business Valuers (IIBV) formed to meet these needs.
- www.iibv.org

BV Qualifications around the globe

Alphabet soup creates confusion in the markets



International Institute
of Business Valuers

1. CICBV - CBV
2. CAS – CPV
3. TAQEEM - ABV
4. AICPA – ABV
5. AIMR - CFA
6. RICS – BV
7. IACVA – CVA
8. ASA, AICPA, RICS - CEIV



Vision / Mission

What we do ?



The iiBV is a not-for-profit organization of business valuation professional organizations who collaborate to develop quality professional education.

Together our Member associations lead the profession in collaborating to:

- Promote consistently high standards of education and accreditation;
- Develop and deliver education courses to professional organizations and valuation firms:
 - Principles of valuation courses leading to accreditation by Member VPOs
 - Professional and technical standards
 - Continuing professional education
- Facilitate the exchange of information and ideas, related to building the global business valuation profession; and
- Encourage international co-operation and communication.

Why is this important to you?

Why we do it ?

Stronger demand for professional valuation reports:

1. IFRS → valuations for financial reporting
2. Dispute resolution – expropriation
3. Economic diversification

This means more people will want to enter the market!

Quality education and credentials increases the credibility of the global profession which builds:

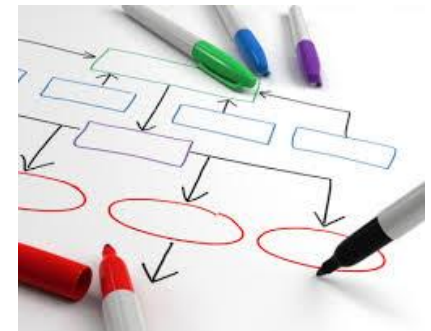
1. Stature, respect in local markets;
2. **Public trust with regulators;** and
3. Higher fees.



Building a BV Ecosystem

Establish self-regulating VPOs in countries around the globe

1. Business Valuation Technical and Professional Standards:
 1. IVSC 2017 Standards
 2. Ethics
 3. Adaptation to local market (regulations)
2. Quality professional education:
 1. Accessible to everyone (cost and availability)
 2. Practical application of theoretical knowledge
 3. Best content and faculty in the world
 4. Leads to accreditation locally and globally
3. Governance and self regulation:
 1. Board of Directors
 2. Monitoring competence and compliance



Global BV designation

Building global public trust



- In 2014 the iiBV started a conversation on unifying designations to bring consistency to “alphabet soup”
 - Members are interested in a respected designation that is portable and maintained by each country VPO;
- In 2015, iiBV Task Force established to consider the issues:
 - Reported published in February 2016;
- In 2017, the iiBV starts work to support IVSC MS&R Board its plan to recognize standards for business valuation VPOs and their designations;
- In 2018 iiBV establishes pathway to IACVS designation ICVS.

Education Courses

A full program of courses



- iiBV 100 – An introduction to the profession of business valuation.
- iiBV 101 – Introduction to the principles of business valuation for the BV professional, including the cost approach and the market approach to business valuation.
- iiBV 102 – Introduction to the income approach and an introduction to the international cost of capital.
- iiBV 103 - Case study course that follows all of the steps of a valuation engagement, from initial contact through the calculations and conclusion of value for an auto manufacturer.
- iiBV 104 – Advanced topics course covering minority interests, intangible assets, early stage companies and international cost of capital issues.*
- iiBV 105 - Comprehensive course on valuation of intangible assets.
- iiBV 201 – International Business Valuations Standards, based on IVSC 2017 and reviewing all of the technical and professional standards a BV professional must, should and may consider in performing a valuation.

Education Courses

Delivery in-class - globally

In class courses are three days long and have a three hour exam on the fourth day. Courses are offered and organized by a “host” organization such as:

- ICAEW (UK)
 - NAVS (Belgrade)
 - HANA (Korea)
 - Deloitte (Europe)
 - E&Y (Russia, Brazil)
 - Taqem (Saudi Arabia)
-
- IIBV provides the materials (readings, lecture notes, exams) and an instructor for a fee.
 - Since 2012 we have had over 800 students attend our courses.



Education Courses

Partnership with BVR for online delivery



- In January 2017 iiBV entered into a strategic partnership and alliance with **BV Resources** to develop and deliver on-line education:
 - First course to be launched online is the Standards course
 - Next will be the Private Equity course
- BVR has content to share and a robust delivery platform that will provide end-to-end processing to the transaction and the delivery of the learning materials and instructor interaction all online.
- iiBV will provide senior professional curation of education for the global markets.
- Together, BVR and iiBV will lead the world in the development and delivery of quality education delivered in a frictionless and timely way.

Education Courses

Our unique value proposition



The IIBV's courses deliver outstanding education:

1. Instructors are experts in business valuation with substantial experience as professional valuers – they are all active professionals!
2. Instructors are excellent teachers and mentors – they receive the highest ratings and positive feedback by the students.
3. The materials are prepared, updated and vetted by an international committee of experienced business valuers.

The result - the educational value of these courses is enhanced by the synergy created by expert instructors, quality materials and lively in-class discussions. Students gain access to tremendous practical experience and discussions.

Accreditation

Linking to iiBV Members' accreditations



Accreditation by IACVS for ICVS designation:

1. Completion and passing of passing of IIBV 101 and 102;
2. Application through IACVS

Accreditation by the CICBV for the CBV designation requires:

1. Completion and passing of IIBV 101, 102, and 103
2. Completion and pass exams in 4 other courses – tax/law, advanced BV, and two electives.
3. Meet experience requirements of 1500 hours; 750 hours minimum in BV, corporate finance or litigation support related to expressing an opinion of value; the remainder can be in various related areas such as forensic, transfer pricing, corporate finance, etc.
4. Pass the Membership Entrance Examination.

Accreditation by Taqueem for Accredited Valuer designation:

1. Completion and passing of IIBV 101, 102, 103, and 104.
2. Application through Taqueem for hours of experience and other requirements.

Organization

Open and transparent governance of not-for-profit



Members include:

- ANEVAR (Romania)
- BV Resources (BVR)
- NAVS (Serbia)
- Taqeem (Saudi Arabia)
- CAS (China)
- CICBV (Canada)
- IACVS - Global



Board of Directors

- 12 representatives from our Members
- Full complement of committees

IIBV staff (part-time)

- Michael Badham – Executive Director
- Julie Larch - Administrator
- Carol Worthylake – Administrator
- Sue Cameron – Accountant

Strategic plan

The global leader in BV education



1. International designation
 1. Integrate iiBV courses into IACVS designation
 2. Support IVSC Membership Standards and Recognition Board
2. On-line education (Core & Continuing)
 1. New courses for CPE on-line delivery:
 1. Topics from iiBV courses (iiBV 104)
 2. Course curators meetings
 3. Building on strategic relationship with BVR
3. New Members
 1. Looking to attract more organizations as Members through improved value proposition
4. Operational efficiency
 1. Strong budgeting and cash flow management
 2. Global leadership in communications to the BV profession

Summary

We would welcome your participation

- IIBV is recognized as leader in global professional BV education;
- Members are organizations of professional business valuers;
- Based on feedback from course hosts and participants:
 - ✓ There is clearly a market for the courses;
 - ✓ IIBV has made a very positive educational impact;

