

# How the Global Valuation Profession is Changing

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DARTMOUTH MANAGEMENT CONSULTING

# IVSC MEMBERSHIP STANDARDS AND RECOGNITION COMMITTEE (MSRC)

The MSRC works with stakeholders across all global markets to promote recognition for, and to encourage adoption of, International Valuation Standards (IVS)

The MSRC also plays a key role in supporting organizations that are working towards potential membership in IVSC

Our outreach further extends to emerging/frontier markets in which the valuation profession is either developing or non-existent

# IVSC MEMBERSHIP STANDARDS AND RECOGNITION COMMITTEE (MSRC)

Enhance/develop the global valuation profession on a local basis

- Promote utilization of IVS and/or local standards for consistency and professionalism
- Assist with establishment/growth of local VPOs
- Encourage local VPOs to apply IVS to gain heightened global recognition
- Work with local governments and regulatory authorities to support the valuation profession

# IVSC MEMBERSHIP STANDARDS AND RECOGNITION COMMITTEE (MSRC)

Assist with establishing academic curriculum/qualifying standards

- Guidance in developing relevant training course material
- Support academic institutions and/or VPOs offering training
- Promote educator/trainer competence
- Offer framework for professional qualification criteria

# IVSC MEMBERSHIP STANDARDS AND RECOGNITION COMMITTEE (MSRC)

## Case Study – UAE

- Market of 10.5 million people in UAE
- No formal business valuation profession (VPOs) established
- No regulatory framework exists
- Practitioners are highly fragmented
- Business valuation profession not known in marketplace
- Only one university teaching business valuation courses

# Case Study Burkina Faso

- Market of 23 million people
- No formal business valuation profession (VPOs) established pre-2023
- No regulatory framework exists
- Limited/inexistent trained business valuers
- Business valuation profession not known in marketplace
- No formal valuation education available
- First VPO established in 2023
  - Familiarize local market with need for profession
  - Contend with existing practitioners (accountants, etc.)
  - Obtain government buy-in (license, regulations, etc.)
  - Source available education curriculum and trainers (CBV Institute)

# Why is this Relevant to CBVs ?

- Potential mandates in emerging/frontier markets
- Global markets (may have clients with operations in such regions)
- Absence of qualified local valuers
- CBVs possess rigorous standards, ethics, academic training and experience and are well regarded globally, as are IVS (which are reciprocally recognized by CBV Institute)

*You may be better qualified than you think !*

# Frontier/Emerging Market Challenges

- Availability of sufficiently comparable data
- Quality of data
- Liquidity of markets (presence of potential purchasers)
- Political risk
- Exchange rate volatility
- Financial risk (interest rate and inflation volatility)
- Taxation
- Investability (FDI)
- Currency stability
- Convertibility controls
- Supply chain reliability



# Frontier/Emerging Market Rewards and Opportunities

- First-Mover Advantage
- Strategic Market Positioning
- Lucrative Engagements
- Untapped Market Potential
- Accelerated Career Growth
- High Impact Contribution to Local Economy
- Adventurous Career Path

# Key Take-Aways

CBVs may be well suited or better qualified than local practitioners to accept valuation engagements in emerging/frontier markets

CBVs may need to collaborate with local professionals on certain aspects of a mandate in foreign markets

Register for the CBV Institute's IVS Course to enable CBVs to complete IVS compliant valuations

The CBV Institute's *Bridge Guide to IVS* is a helpful reference source setting out differences and areas of alignment between our Practice Standards and IVS

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