

TEGOVA – The European Business Valuer REV BV The Journey

By

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Member European Business Valuation Standards Board

2023 European Valuation Conference & Trade Exhibition



TEGOVA

The European Group
of Valuers' Associations

ipav

Institute of Professional
Auctioneers & Valuers

What are
Business
Valuation
Standards and
Why are they so
important?

Valuation Process (methodologies)
and Basis of Value

Valuation Report

Code of Conduct

European Legislation & Business
Valuation

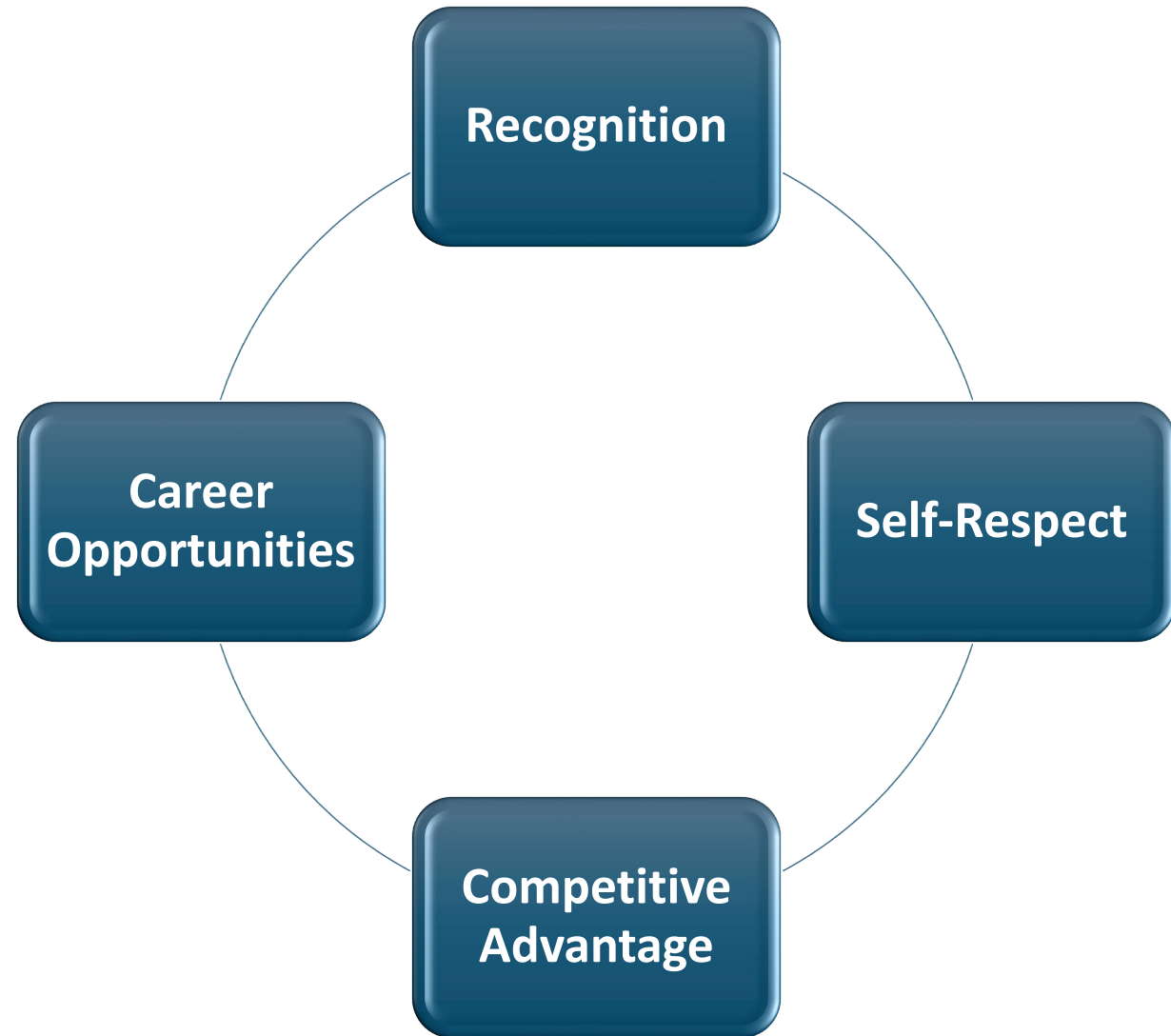
Who will benefit from TEGOVA European Business Valuation Standards – EBVS?

Valuers

Businesses

Public
Institutions

The Benefits - Why Educate and Upskill and become a Recognised European Business Valuer?



Educational Requirements for Business Valuers to meet TEGOVA Requirements – Level of Knowledge Required

General Knowledge of the following:

- Fundamentals of Economics & Business Strategy
- Data Analytics for Finance
- Financial Accounting and Reporting
- Assessing business performance/Financial Statement analysis
- Taxation issues relative to Business Valuation
- Business Law & Financial Regulation relative to Business Valuation

An in-depth knowledge of the following:

- Financial modelling
- Strategic Finance/Corporate Finance Policy/Mergers/Acquisitions & all forms of the Restructuring process
- Business Valuation Methodology
- Methodology for the valuing of Intangibles
- European Business Valuation Standards (EVS-BV)

TEGOVA requirements for Valuers, currently working as Business Valuers

TEGOVA requirement is 3 Years Experience in Business Valuing

Where Valuers hold a University Degree appropriate to Business Valuing or in any related fields, (Property Economics, Finance, Accountancy, or a recognised business field or a higher business degree from an accredited college/university – or an MBA.

Practicing Valuers already holding REV or REV-PME qualifications –
Can submit an appropriate Business Valuation Report completed by them during the last 12 months.
Successfully passes an Interview on professional competence
Must have a thorough understanding of EVS -BV
Submits the completed TEGOVA REV-BV Application Form

The Valuer holds a recognised qualification to perform Business Valuations within his own Country.
Must hold a thorough understanding of EVS-BV and hold a minimum of 3 Years experience in Business Valuation
Fulfills all other additional requirements that may be deemed appropriate by their, awarding Body or TEGOVA
Submits the TEGOVA REV-BV Application Form



TEGOVA requirements for Valuers, currently working as Business Valuers

TEGOVA requirement is 5 Years Experience in Business Valuing

- Where Valuers hold a University Degree which is not appropriate or relative to Business Valuing, finance, property economics, or any property related faculty.

- Applicant must provide formal documented proof of knowledge of all valuation topics as set out by TEGOVA and the AMA – Awarding Member Association.

- Valuer must supply an appropriate Business Valuation to TEGOVA or their AMA completed by them in the last 12 months.

- Pass an interview on the evaluation of Professional Competence.

- Applicant must fulfil all further requirements as may be deemed appropriate by TEGOVA or the Awarding Member Association.

- Applicant must also submit the TEGOVA REV-BV Application Form.



Education – How to become an REV-BV - The update from an Ireland perspective



The IPAV Plan To Collaborate With Lisbon University
A Blended Approach!



The Update
Our Progress To Date

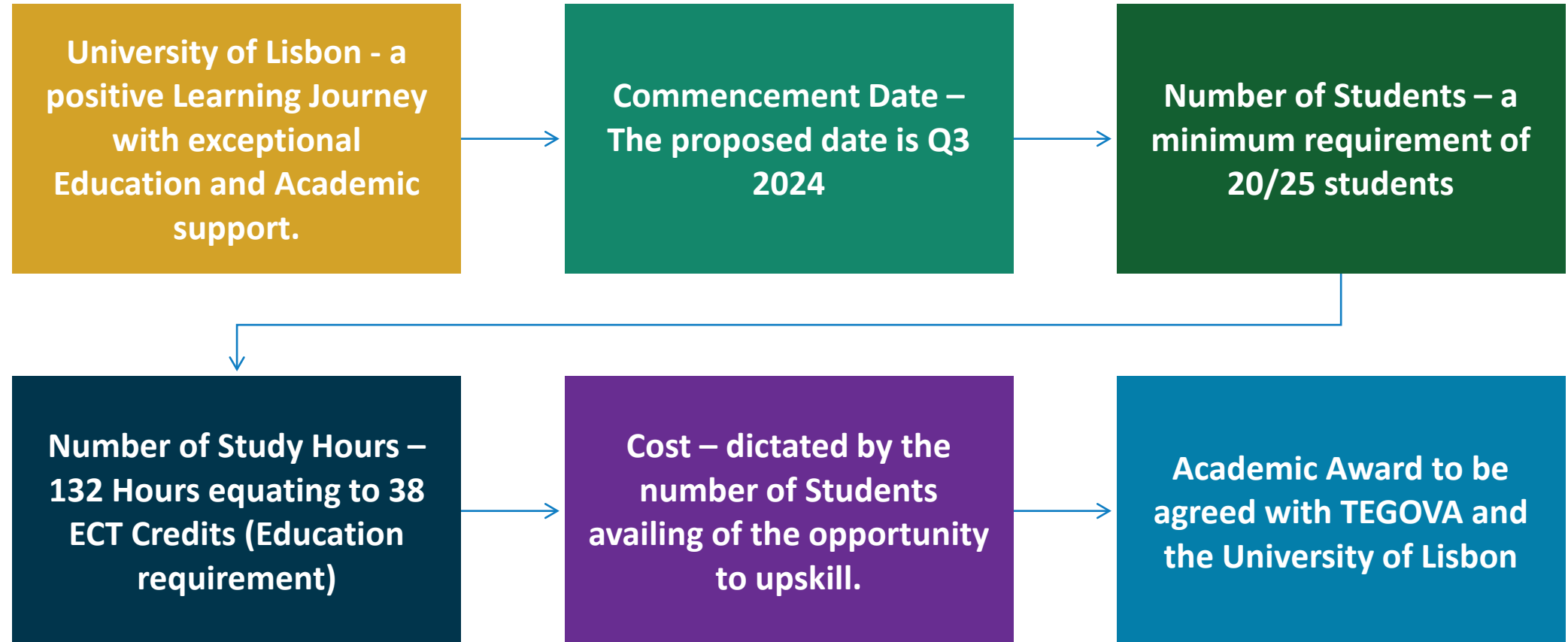


The Cost



The Education Qualification
The Awarding Body

IPAV in collaboration with the University of Lisbon – A blended Learning Approach



The Blended Approach

(132 Hours over
6/7 months)



Online sessions – 3 hours each session with two
Sessions weekly – duration 15 weeks



Practical learning (Case studies & Valuation
Projects) – 5 hours, all mentoring by Lecturers –
times agreed with Participants/students.



Attendance in person at University of Lisbon on one
occasion and Lecturers attending Dublin on one
occasion.

SAMPLE

Example of Day 1
(online) with
University of
Lisbon

Draft format

Welcome and Introduction to Business
Valuation Studies – An Overview

Concepts - Introduction to the
modules/subjects

Overview of Mergers, Acquisitions and
Corporate Restructuring

Equity Research Report – overview, the
application and the process

Exploration of the sources of Information –
Trading accounts etc

Conclusion

What is our Goal?

We require 20-25 Valuers to Register their Interest for the proposed Study Programme with IPAV and the University of Lisbon.

What are we hoping to achieve for Valuers?

Conclusion

- When the Education Programme is completed, a Certificate of Recognition is granted to the Valuer for a period of 5 Years. There will be a CPD requirement of 100 hours over that 5 Year period.
- IPAV together with TEGOVA will have Professional Business Valuers who have the expertise to accept Valuation Instructions that are within their Scope.
- Growth in the number of TEGOVA Business Valuers, creating further awareness internationally of the Blue Book Business Valuer and the TEGOVA Brand.
- Assurance that all TEGOVA Business Valuation Reports are professionally written and contain clear, concise, consistent, and accurate information in line with the Instruction received.

Thank You



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