



**I-DEALS
NETWORK**
CONNECTING BUSINESS LIVES

BUSINESS VALUATION

SUMMIT
2018

Supported by



17th January, Wednesday

| The Chancery Pavilion

| Bengaluru

Welcome to the Business Valuation Summit 2018

*"I take pleasure to welcome you all in
our Business Valuation Summit 2018
to be organised in Bengaluru."*



Raj Mishra
CEO, I-Deals Network

A handwritten signature in black ink that reads "Raj Mishra". The signature is stylized with a large 'R' and 'M'.

With a population of over 1.25 billion India is one of the biggest and fastest growing economies in the world - standards and professionalism are of significant importance. In the absence of standards of business valuation the valuation is more on an art based on the professional experience of the valuer rather than a science based on empirical studies and logics. At present there are no prescribed standards and codes for valuation in India, in many cases the valuation lacks the uniformity and generally accepted global valuation practices. Though the value of a business can be objectively determined employing valuation approaches, this value is still subjective, dependent on buyer and seller expectations and subsequent negotiations and use of professional judgment is an essential component of estimating value.

New laws regarding Valuation are being discussed and is in the process of being drafted by government bodies. At the summit, we will have a discussion on the requirement and the importance of these laws. We will try to find out how these proposed laws will impact the current practices of the valuation profession.

We have invited experts from International Bodies like IVSC, IIBV, stakeholders from India, including different regulators, corporations and corporate affairs ministry to discuss the future of Valuation in India.

We also intend to invite Private Equity and Startups professionals to discuss the significance of valuation for Startups. We are expecting a 200+ audience to be part of this summit.



About I - Deals Network

I-Deals Network envisions to integrate news and media, events and training under a single roof. We provide a unique platform that brings investors, start-up founders, consultants and corporate leaders together, opening a window of opportunities for brainstorming, networking, collaborating and co-creating innovative business models and scaling up validated start-up initiatives.

Our boutique of offerings comprises unique training sessions which help clients develop and refine a litany of skills that enable them to take on the hardest challenges in the organisational life cycle. Apart from corporate summits that track and showcase emerging trends, we organise customised events tailored to suit specific client requirements.

Our platform endeavours to connect all stakeholders in the business fraternity, including entrepreneurs, investors, bankers, dealmakers, analysts, mentors and advisers across the globe through industry-leading events and summits.

Our training division offers never-ending opportunities that help our clients develop and refine a litany of exotic skills which in turn enable them to take on challenges in professional life. Apart from organising a range of corporate summits, we help arrange customised events as per clients' specific requirements.

I-Deals News:

Offers news and analysis covering the financial markets with a focus on investments, investment banking,

mergers and acquisitions, entrepreneurship, startups and emerging sectors.

I-Deals Events:

Organises conferences, seminars and workshops that are recognised for unique and insightful themes.

I-Deals Trainings:

Organises premium financial and legal workshops, seminars and conferences moderated and led by top global experts in select areas. These sessions provide clients a global perspective and help refine professional skills and scale up entrepreneurial ventures.

I-Deals Investment Platform:

Connects would-be entrepreneurs, start-up founders, investors, bankers, consultants and dealmakers to facilitate smoother deal closure.

Summit Agenda

	Registration and Welcome Tea and Coffee	
Session 1	Session 2 (Panel Discussion)	Session 3
Business Valuation – Eco system & Opportunities in India	Need for Regulation for Business Valuation Professionals <ol style="list-style-type: none">1. The increasing importance of valuations in financial reporting2. Valuation standards – which standards?<ul style="list-style-type: none">• Methodologies• Ethics and professionalism• Performance standards	The Role of Valuation Professional Organizations <ul style="list-style-type: none">• International and India designations• The future of the BV Profession
Session 4	Session 5	Session 6 (Panel Discussion)
Startups – A Game changer in current Economic Scenario <ol style="list-style-type: none">1. Panel Discussion – Why Startups must value their firms2. Panel Discussion – Valuation of Tech Startups<ul style="list-style-type: none">• How is it different from other Business Valuations?• Key Issues and why they matter• Is Valuation of Tech Startups a bubble?	Valuations in M&A transactions <ol style="list-style-type: none">1. Business Valuation in M&A deals – Sell side2. Business Valuation in PE/VC deals – Buy side	Business Valuation best practices <ul style="list-style-type: none">• Valuation methodologies and challenges• Determining the cost of capital in India• Complex financial instruments• Contingent consideration• Insolvency issues in India

Speaker Profile



Mark L. Zyla

Chairman, IVSC Standards Review Board

Mark was recently named Chairman of the Standards Review Board of the International Valuation Standards Council (“IVSC”). Mark also serves on the AICPA’s Forensic and Valuation Services Executive Committee. Mark is a member of the Business Valuations Committee of the ASA where he also serves as Chairman of the Business Valuation Standards and Technical Issues subcommittees. Mark is on the Advisory Council of the Master of Science in Finance program at the University of Texas at Austin. In 2013, Mark was inducted into the AICPA Business Valuation Hall of Fame. Mark is also Managing Director of Acuitas, Inc. an Atlanta Georgia based valuation and litigation consultancy firm. Mark is the practice leader of the firm’s valuation practice. Mark is a frequent presenter and author on valuation issues. He is on the faculty of the Federal Judicial Center and the National Judicial College teaching business valuation concepts to judges. Mark is author of Fair Value Measurement: Practical Guidance and Implementation 2nd ed published by John Wiley & Sons, Inc. (2013). Mark is also the author of the course, “Fair Value Accounting: A Critical New Skill for All CPAs” published by the AICPA. Mark is also co-author of several portfolios related to Fair Value Measurement published by Bloomberg BNA.



Nick Talbot

CEO, IVSC

Nick has been the CEO of the IVSC since August 2016, following a previous 10 month period as a part-time interim CEO to bring a new strategy to the organisation. Prior to this he had a global director role in professional body RICS helping develop their professionalism offering around the world. This followed an extensive amount of time working internationally as a senior consultant with Ernst and Young and then KPMG from the 90s through to 2011. Nick also has nonexecutive roles for a Legal Chambers in London and the charity arm of a global pharmaceutical company. He speaks 3 languages and has lived in a number of different countries. Outside of work Nick has a strong media and speaker profile for his mountaineering and fundraising for Cystic Fibrosis charities having set a record on his Everest climb in 2016. A number of media and organisations have recognised his endeavours and he has received a Point of Light award from the British Prime Minister.

Speaker Profile



Raymond Moran

CEO, MG Valuation

Raymond Moran, ASA, MRICS is CEO of MG Valuation LLC, and has 35 years' experience with International valuation and accounting firms. He serves on the Board of the International Institute of Business Valuers ("IIBV"), Chair of the IIBV Marketing Committee, past Member of ASA and RICS Valuation Committees, and frequent speaker and author on global valuation and accounting topics. Ray has spent much of the past 15 years in Asia/Pacific, focusing on improving education and coordination amongst valuation professionals and VPO's. He is a Senior Member of the American Society of Appraisers, Member of the Royal Institution of Chartered Surveyors, and has testified in United States Bankruptcy Court. Prior to his current position with MG Valuation, he was a Senior Vice President and Managing Director- Asia/Pacific with American Appraisal, and served with PricewaterhouseCoopers.



Michael Badham

Executive Director, IIBV

Michael is the Executive Director of the International Institute of Business Valuers, Managing Director of the Georgian Angel Network, a founding partner, owner and Chair of the Board of Directors of Hardwood Ski and Bike Inc., and part-time lecturer at Georgian College. Education: Mr. Badham attended the University of Waterloo, B Math (Hons), mathematics and business. Michael is a highly accomplished Senior Executive, C-Suite Officer, Entrepreneur, Consultant, and Board Member with over 30 years of success across professional education, finance, steel, IT staffing, multi-media, entertainment, utilities, nuclear energy, aerospace, trucking, logistics, and online education. Leveraging extensive experience in business valuations, corporate finance, angel investing, startups, and entrepreneurship, he is a valuable asset for active growth companies looking for leadership, rapid growth, change management, and fundraising.

Speaker Profile



Sr Elvin Fernandez

Managing Director, Khong & Jaafar Group Of Companies

Sr Elvin Fernandez is a Registered Valuer (V-170) and Estate Agent (E-82) and presently the Managing Director of the Khong & Jaafar Group Of Companies. He is an Independent Non-Executive Director of Sunway REIT, a Fellow of RICS, UK, the President of the Business Valuers Association Malaysia, an Exco Member of the Private Valuers Association (PEPS) and the Secretary General of the ASEAN Valuers Association. Sr Elvin is Life Fellow of the Institution of Valuers and Member of the Practising Valuers Association (India), the Institute of Philippine Real Estate Appraisers, the National Association of Romanian Valuers, the Indonesian Society of Appraisers and China Appraisal Society. He is a Past President of the Royal Institution of Surveyors Malaysia (RISM), PEPS and a Past Chairman of the International Valuation Standards Council. He also served as a Member/Exco Member of the Board of Valuers from 1993-2007.



Abhishek Sharman

Founder & Managing Director Carpediem Advisors Private Limited

Abhishek has 11 years of experience in private equity. He has played a key role in investing and portfolio management of 15 companies and has also managed a few exits. Previously was Principal at India Equity Partners (IEP), a USD 350 mn India focused private equity fund. Served on the boards of IKYA Human Capital, ILFS Education, Sagar Ratna Restaurants, RG Stone and Axiss Dental. Also played a significant role in investments in Manappuram Finance and ColdEx. Prior to IEP, he was with the SUN Group, an emerging markets private equity fund with USD 2 bn in AUM. Abhishek serves as a member of the economic affairs sub-committee of the Confederation of Indian Industries (CII). Holds Management degree from the Indian Institute of Management (IIM), Calcutta and Engineering degree from the Indian Institute of Technology (IIT), Delhi.

Speaker Profile



Imran Jafar

General Partner, Gaja Capital

Imran is a founding member of the Gaja Capital team and has over 18 years of experience in private equity, pharmaceuticals and technology services. Imran has co-led investments in the education and consumer clusters. Imran also contributes to team formation and development and strengthening Gaja Capital's proprietary deal development capabilities. He holds an MBA from IIM Bangalore and a master's degree in software engineering from BITS-Pilani.



D S Vivek

Chartered Accountant, Annveshan Business Solution

D S Vivek is a Chartered Accountant and Principal Consultant of Annveshan Business Solution. He has more than 20+ years of experience in providing Out of the Box solutions to challenges faced during Business Restructuring, Mergers & Acquisitions . Known for providing Practical solutions with a 360 degree perspective of all regulations impacting M & A . He is passionate about working with Start Ups with Unique Business Models exploring unchartered regulatory paths . His skills and assessments on Business Valuations have stood the test of time by India's top Court and Regulatory agencies. He is a Partner for the last 18 years at Suresh & Co, Bangalore, a reputed Chartered Accountant firm. In his capacity as a partner he heads a team of 120+members.

Speaker Profile



Ajay Mittal

Partner, Ascent Capital

Ajay is a founding member of the Firm and was closely involved in setting up the Firm. He has over 24 years of professional experience and brings a deep understanding of Indian entrepreneurs, capital markets, financial structuring, and matters relating to taxation and regulations. He also brings a considerable network of relationships with the banking community, financial institutions and regulatory bodies. At Ascent Capital, Ajay focuses on investments in consumer, pharmaceuticals, technology, and agri sectors. Besides, raising funds from institutional investors has been part of his responsibilities across all the three funds. Previously, Ajay worked with UTI for nearly seven years across diverse fund management roles. In his last stint there, he managed the India Access Fund, the first India dedicated offshore index fund. He played a key role in UTI's investment monitoring team and was involved in restructuring several companies across diverse sectors. Ajay qualified as a Chartered Accountant where he was amongst the top rankers in India. He holds a B.Com. from Shri Ram College of Commerce and is also a qualified Cost Accountant.



Nagaraja Prakasam

Founder Chairman, Angel Investor

Nagaraja (Naga) Prakasam is a versatile and passionate leader with 2+ decades of global experience (decade in the USA and a decade+ in India). As a full time angel investor, invested in 21 start-ups and seen 4 exits. Spearheaded Impact thinking in Indian Angel Network and co-founded IAN Impact. His personal mantra is "Start-ups should focus on India's strength – people, problems, Tech (PPT)"

Speaker Profile



Vinod Murali

Managing Partner, Alteria Capital Advisors LLP

Vinod is recognised as a Venture Debt expert and was part of the core leadership team @ Silicon Valley Bank India Finance, which started the Venture Debt industry in India in 2008. Vinod has a wide range of experience in the financial services space spanning Venture Capital, Mezzanine debt solutions, Corporate Banking and Special Situations as well as Marketing, Product Development and Retail Business Strategy.



Sridhar Rampalli

General Partner, Parampara Capital LLP

Sridhar Rampalli has been in the financial services industry for more than 16 years with varied experience in banking, wealth and investment management. He started his career with ITC Limited and worked with ICICI Bank, ABN AMRO Bank, Yes Bank and was a Senior Vice President in Wealth Management Division at Anand Rathi Financial Services Limited prior to founding Blue Ocean, a boutique investment advisory services firm. His strengths are Business, investments and Financial Strategy with strong analytical mind and passion for numbers. He is an economics graduate and a diploma holder in hospitality management from IHM-Hyderabad.

* More Speakers to join

Partner Profile



IVSC

The International Valuation Standards Council (IVSC) is an independent, not-for-profit organisation that acts as the global standard setter for valuation practice and the valuation profession, serving the public interest. It is a leader in the mission to raise standards of internal valuation practice. Its core objectives are to: develop high quality International Valuation Standards (IVS) which underpin consistency, transparency and confidence in valuations across the world, and encourage the adoption of IVS across the globe, along with professionalism provided by Valuation Professional Organisations. IVSC facilitates collaboration and cooperation among its member organisations, who are valuation practitioners, financial services businesses, NGOs, regulators and academic institutions. IVSC consists of nearly 100 member organisations from around the world and is supported by numerous sponsors who are leaders in the valuation field. These include the world's leading accountancy and valuation firms, professional bodies and other important global organisations.

Partner Profile



BVR

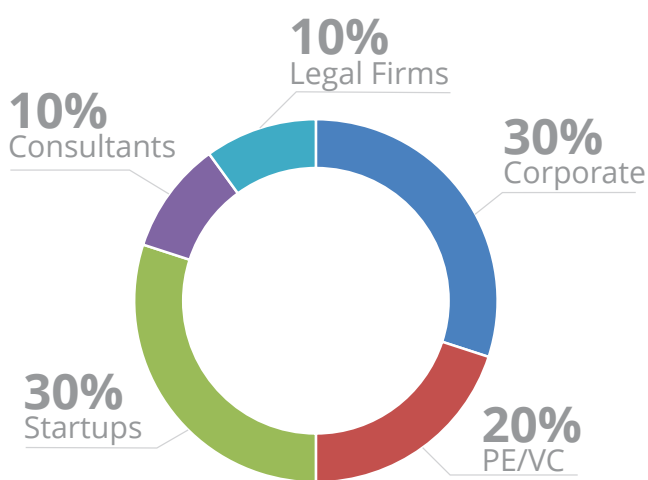
Top business valuation firms depend on BVR for authoritative market data, continuing professional education, and expert opinion. Our customers include business appraisers, certified public accountants, M&A professionals, business brokers, lawyers and judges, private equity funds and venture capitalists, owners, and CFOs, among others. For more information, please visit bvresources.com.



iiBV

The iiBV, together with its member associations, leads the business valuation profession globally by providing educational opportunities, promoting consistent professional ethics and standards, facilitating the exchange of information and ideas, and encouraging international co-operation and communication.

Target Audience



Corporate

CEOs, CFOs, Managing Directors, Corporate Strategy, Mergers & Acquisition Professionals

PE/VC

Partners, Directors and Associates

Startups

Founders & Co Founders of Startups

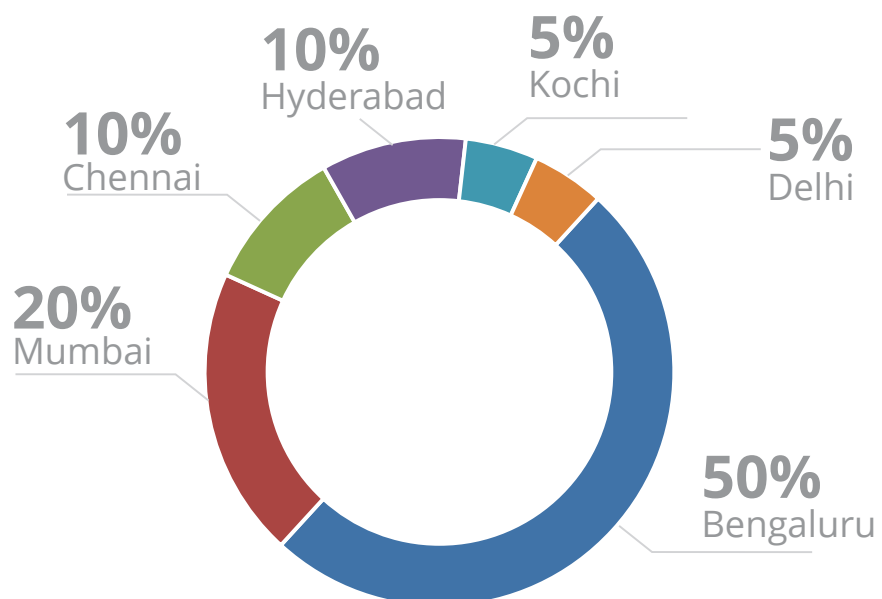
Consultants

Investment Bankers, M&A Consultants, Business Valuers

Legal Firms

Partners and Legal Consultants

Location wise Audience



Register Now

Standard Fee

INR 7999 plus taxes (per delegate)

Early bird Discount

INR 5499 plus taxes (per delegate)

Group Discount (for 3 or more delegate)

INR 4999 plus taxes (per delegate)

For registration and sponsorship, please email us at anjali@i-dealsnetwork.com or (call or Whatsapp) Ms. Anjali Gupta on +91-7838400297

Bank A/C Details for – Cheque, Cash & NEFT Payment

You can make Wire/TT payment in our ICICI bank account mentioned below:

Account Name : I-Deals Network Pvt. Ltd.
Account No : 629705016365
Branch Name : Mayur Vihar Branch
IFSC Code : ICIC0006297
Swift Details : ICICINBBCTS

Registration Form

Delegate Name	Email Address	Job Title	Hand Phone No
Company Name			
Company Address			



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BUSINESS VALUATION

SUMMIT
2018

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