

VOLUME 1 • OCTOBER 2018



RVO CONNECT

Newsletter for Valuation Professionals



REGISTERED VALUERS ORGANISATION
(A Wholly owned subsidiary of ICSI and registered with IBBI)

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Message From President



"Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and most of all, love of what you are doing."

~ Pele

Dear Professional Colleagues,

The above words truly define the journey of ICSI Registered Valuers Organisation (ICSI RVO) over the past one year. Standing amongst Valuer Organisations of almost all the professional bodies, it gives me immense gratification to share that the ICSI Registered Valuers Organisation has carved a niche for itself.

Incorporated on November 22, 2017, as a not-for profit private limited company under section 8 of the Companies Act, 2013 and registered with IBBI, the ICSI RVO is the Institute's initiative to explore the untapped field of valuation, demanding the presence of experts possessing the right knowledge and capabilities. Intended to enrol, educate, train and promote the profession of Registered Valuers as per the Companies (Registered Valuers and Valuation) Rules, 2017, ICSI RVO has been undertaking its defined tasks with zest and zeal.

Having conducted classes for its 50 Hour Educational Course at New Delhi, Chennai, and Hyderabad, ICSI RVO is definitely sprawling out. Each new day comes up with a new set of challenges and an even bigger set of opportunities and we at ICSI RVO are trying to match pace with each of them and more so meet up the expectations placed in front of us.

A few months into the initiation of the Course and its training and we are achieving laurels by way of our achiever members who have made us proud by cracking the Examination conducted by the IBBI and becoming full-fledged Registered Valuers.

I would like to congratulate not just the Team at ICSI RVO headed by CS Samir Raheja but each and every professional who has connected with us through this venture for supporting us, standing by us and holding our hands as we tread on the path of achieving greater feats. I would also like to place on record my heartfelt gratitude to all the members of the Governing Board for their guidance and support in all the endeavours of ICSI RVO.

This Monthly Newsletter which is indeed a step towards connecting with the members of ICSI, professionals registered with ICSI RVO and beyond, shall definitely play the role of a game changer in strengthening the existing brigade of professionals and adding many more on the way.

It shall indeed be a moment of sheer bliss as the release of this newsletter, the beginning of a lasting commitment of spreading knowledge; shares its initiation with the celebration of the 50th Foundation Day of the Institute of Company Secretaries of India, i.e. 4th October, 2018.

I hope that the ICSI RVO goes on to play a pivotal role in defining and strengthening the valuation culture in the nation and beyond...

Happy reading !!!

(CS Makarand Lele)

President,

The Institute of Company Secretaries of India

Date : 4th October, 2018

Place : Mumbai

Valuation of UNICORNS and AGGREGATORS



CS Rammohan Bhawe

FCA, FCMA, ACS, LL.B, Limca record holder on IFRS

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As the digital economy progresses, the challenges faced by valuers in performing the valuation role grow super-geometrically. What was just about a double-digit figure of 10 UNICORNS in last 7 years from 2011 to 2017 has doubled this year. (source: Economic Times)

For a layman, Unicorn needs to be defined. It is the company which is valued at 1 billion dollar.

Here is the list of some Unicorns

1. PolicyBazar
2. Delhivery
3. Byju's
4. Billdesk
5. Pine Labs
6. Freshworks
7. BigBasket
8. OYO Rooms
9. Swiggy
10. Paytm mall

The above list takes us to an interesting conclusion. Practically all fall in the sector, newly coined as Aggregators.

The term Aggregator is defined as a person or thing that aggregates, Digital Technology, a web-based or installed application that aggregates related, frequently updated content from various Internet sources and consolidates it in one place for viewing: an automated news **aggregator**.

(source: <https://www.dictionary.com/browse/aggregator>)

Bringing together demand and supply, making buyer and seller meet, is not a novel concept for traditional Indian business, for example, matrimony gradually moved to websites, and Naukri.com had been quite traditional models of aggregators.

Players like Amazon, Flipkart, Snapdeal are though aggregators of everything, they are more of market place business models, while there are sectoral aggregators based on similar demand supply matching models, wherein products and services are sold under aggregator's brand and even they decide price. The aggregators specializing in various businesses are – This is B2C which we see in everyday advertisements :

1. Cab hiring aggregators – like OLA, Uber, Meru
2. Pharma Aggregators – Netmed, 1 mg, Pharmeasy
3. Food delivery aggregator – Swiggy, Zomato
4. Hotel rooms aggregators – Trivago, OYO
5. Film tickets aggregators – Bookmyshow

6. Holiday home aggregators like Stayvilla
7. Airline booking aggregators – Makemytrip, Cleartrip
8. Bus journeys - REDBUS

On the other hand, there are B2B like :

1. Transport aggregators - TruckMandi, Trucksumo and Sastabhada
2. Logistics - Trukky, Lobb and Blackbuck
3. On-demand transport - Quikhop, Rivigo, Trukky, Shiprocket, LetsTransport, ThePorter, Blackbuck, Truckola, 4TiGo and TruckMandi

A lot of opportunities are open for valuers in connection with Unicorns :

1. Business valuation for investment funds like Carlyle group, FosunInternational, Temasek, Warburg Pincus, Alibaba, Softbank, Tiger global
2. Most of these companies have issued or are in the process of issuing employee stock options – hence ESOP Valuation and allied work
3. Branding, data, algorithm valuation
4. Intangible assets valuations like customer and supplier relationships

Distinctive features of Unicorn valuations

1. The companies have hardly any investments in tangibles
2. The projections of matching models through softwares linkage
3. Hence, contracts with suppliers is the first step for such ventures
4. Offering unaffordable discounts or unique uneconomic service models prima facie appear to be unviable business models
5. However paradoxical it seems, many of these companies making huge losses have soaring market capitalisation. e.g. Facebook is one such aggregator for common man needs of thought sharing with network captured by advertising revenue

Why venture capitalists set hopes on this and hence attach values to it ?

1. Enlarged market size :

Aggregation of customers will create a big mass of small customers is likely to lead to huge demand and economies of large scale. This of course requires huge investments in web apps, promotion expenditure and huge discounts and tie-up sales models– a big cost for creating customer relationships.

2. Enlarged capacity utilization:

Aggregation of small suppliers leads to utilising their capacities to maximum extent. A classic example is that of food delivery aggregators. Swiggy and Zomato delivery boys are seen swarming the counters of modest hotels in Mumbai with news of doubling or even tripling of turnover. Remember Swiggy's advertisement of delivery of a single gulabjamun? Hotels usually insisted on minimum bill amount of Rs 300 to 500 for home delivery. Now a number of orders below Rs 100 (families becoming nuclear have reduced size of order) are delivered as aggregations of small customers still makes it viable.

Similarly, taxis perhaps productively utilized 50% of their capacity but with Ola and Uber aggregating them they are plying full 12 hours and even double shift making asset very productive. This again involves huge time cost, contract signing costs, legal costs, promotional costs, for building delivery chain be it taxi drivers signing with OLA and providing them training and digital units, network servers and webapps or Swiggy creating huge manpower of delivery boys at field.

3. Digital transactions:

Cutting transactions costs through digitization for matching demand and supply has become possible. This of course requires skilled manpower and huge investment of time and money in computerisation, linkages, customization for various promotion scheme and adjusting through localization be it for GST or other rules

From the above discussion it is clear that 19th century accounting standards and valuation standards are far from adequate for the 21st century assets as the proportion & significance of intangible assets is increasing fast in the asset composition of a business. A CNBC study states that the proportion of tangible assets was 13% with 8% intangible assets in 1998 vis a vis 9% tangible assets and 15% intangible assets in 2014.

(source : <https://www.cnbc.com/video/2016/03/29/how-to-value-intangible-assets.html>)

A Valuer may be required to concentrate mainly on valuation of intangible assets like :

1. Brand
2. Customer loyalty
3. Customer relationships
4. Customer databank
5. Supplier relationships
6. Patents
7. Trademarks
8. Technology assets like website, webapps, software like GPS etc

What is aggregator business model ?

Aggregator Business Model is a network model where the firm collects the information about a particular good/service providers, make the providers their partners, and sell their services under its own brand. Since the aggregator is a brand, it has to provide services which have a uniform quality and price (Source: Feedough.com)

What adds value to business model and hence preferred ?

Platforms (or marketplaces) have been around for close to 15 years now. In India, Flipkart was the first such popular marketplace to enter the fray and was eventually bought out by e-Bay in the early 2000s. When a large number of platforms emerged, it became a bit difficult for the online shoppers to figure out where to get the best deals – given deep discounts being offered by different platforms for the same product. Enter aggregators. Life became simpler for the online shoppers since now they do not have to open multiple windows on their browsers and do a manual comparison. Even if you do that, you have not browsed all the websites selling the same product and you are left with a feeling that there may have been a better deal lurking somewhere, but you just don't know where to look. Aggregators solved that dilemma. (Source: Yostartups.com)

Further valuers job becomes complex when cross selling starts between aggregators, acquisitions or strategic partnerships. Swiggy and Ola have recently approached leading cloudkitchen firms including Faasos, Freshmenu and Holachef, which deliver dishes prepared in their own kitchens, to explore strategic partnerships or acquisitions to own or expand their capabilities in the space.

Other emerging model which is another challenge for valuers is aggregator of aggregators like Trivago. If you see the advertisement shows that they are clubbing all online platforms including OYO.

In above cases distributors model can be applied for valuations. Whereas on other hand, OYO is taking management of upcoming hotels, this creates another opportunity for valuer. (source: Economic times)

1. CAGR yes but here revenue growth is expected to be by leaps and bounds

2. Curve of profit and loss will be loss – loss – heavy loss – breakeven – profit - high profit and then phenomenal profits (or else bust)
3. Result centric organization of youngsters technical people (READ I.T. and SUPER-I.T.), so human assets valuation gets prominence. Now valuers need to bring out Lev and schartz model coupled with black-scholes option models
4. Light balance-sheets – ICICI Securities Arup Bagchi says “Light balance sheet with low debt level is preferred companies at this point of time,” Whereas here lies a Light balance sheet with high debt. Another challenge to traditional valuation models. (source: thehindubusinessline.com) Actually these high debts are for intangible assets like software-website, webapps and GPS AND marketing expenses like customer relationships, supplier relationships and promotional discounts to grab market share. This poses a complex sensitivity analysis and if-what scenario.
5. Last but not the least, some Income-tax offices have disallowed discount and marketing expenses calling them as capital expenditure for market share purchases gives a new twist to the story.

To conclude 21st century end of 2nd decade bring a new dimension to whole valuation profession in India which is exactly expected to create disruption for registered valuer framework under IBBI and Companies Act to make it an organized profession. So law-makers moving profession of valuation from art to science and disruptive business models (like aggregators) are pulling from science to an art. Enjoy the journey of creativity – my dear valuer.





IBBI Examination: Cracking Tips and Beyond

CA Vaidyanathan Ramachandran

FCA, CMA

email id : srvidyan@gmail.com

Business Valuations are required for many reasons such as investment analysis, capital budgeting, merger and acquisition transactions, financial reporting, taxable events to determine the proper tax liability, litigations, liquidation etc.

With the promulgation of Companies (Registered Valuers and Valuation) Rules, 2017 ('Rules') by Ministry of Corporate Affairs on October 18, 2017, the role and framework of 'Registered Valuers' is expected to usher in a new paradigm of opportunities for professionals who have the required experience, qualifications and have also passed the valuation examination conducted by The Insolvency and Bankruptcy Board of India ('IBBI').

While independence and integrity is absolutely required for the profession and is extremely essential for being a successful Valuer, as is trust critical in handling a valuation engagement, clearing the examination, too, is no small feat and more so an inevitable step to become a part of this coveted profession.

An attempt is made to articulate some of the important ideas for passing the IBBI examination for the asset class 'Securities or Financial Assets'.

1. **Knowledge of business and industry:** The candidates are expected have a detailed knowledge of the business and industry so as to find out the enterprise being valued and its eco-system. For example, valuing a 'Hyperlocal Logistics' start-up would mean a good grip of the technology platform on which it is driving customer acquisition and delight. Further, macro-economic indicators including sectoral trends, monetary/fiscal policies, legislative promulgations like GST, etc. and other trade/business related developments are equally important.
2. **Sound knowledge of Valuation Standards:** Rule 18 of the Rules indicates that the Central Government shall notify the valuation standards, which is still not published. As per Rule 8 of the said Rules, a Registered Valuer, until notification or modification of Valuation Standards, shall conduct valuations as per:
 - (i) Internationally Accepted Valuation Standards
 - (ii) Valuation Standards adopted by a RVO

The candidate should have a very deep understanding of Valuation Standards in order to be successful.

3. **Sound Knowledge across Financial Modelling** and understanding of Financial Statements, which includes Capital Budgeting, Internal Rate of Return, etc.; Interpretation of Financial Statements including Notes to Accounts and Accounting Standards including IFRS, Ind AS, etc., which are critical for the interpretation of Financial Statements.
4. **General legal and business framework** including the principles of Contracts, Income Tax, Insolvency Code, Competition Act, Companies Act. etc.

CONSIDERABLE ACTIONABLES

1. **Syllabus being Indicative:**

It should be understood, that a Valuer requires quite a variety of skills to execute the valuation assignments. Hence, the first point to be noted is that the syllabus prescribed by IBBI should be considered as indicative and not to be taken as 'exhaustive'. For example, the syllabus talks about 'Types of Different Debt

Instruments'. It is not easy to list all the different debt instruments available. May be, in restricted sense, one can, if we are talking about those instruments in India, but remember, an Indian Company may raise funds in UK or US market under different options available for them.

2. Study material of ICSI Registered Valuers Organisation (ICSI RVO):

The study material released by ICSI RVO has been drafted meticulously keeping into view the syllabus notified by IBBI. Easy to understand, the study material details therein various practical examples, which give readers a deeper view into the subject. A thorough reading of the study material 2-3 times is definitely required to have a grasp on the variety of subjects covered thereunder.

3. Framework for Valuation Profession :

Any preparation for examination should start with a very detailed understanding of the below:

- Section 247 of Companies Act
- Companies (Registered Valuers and Valuation) Rules, 2017

The above are the basis for executing the valuation engagement. One needs to possibly have a very through understanding of the above. Further, since Valuers are expected (at a later stage) to do valuation across different statutes like FEMA, Income Tax, etc., one needs to prepare thoroughly on the valuation aspects required by these statute(s). The candidates can expect approximately 5-8 questions from these areas and which can be easily answered with a through knowledge of the same.

4. Valuation Standards:

The outcome being getting registered as a Valuer, it is important to have good understanding of the Valuation Standards. Some of the Valuation Standards, which can be referred to are:

- International Valuation Standards issued by International Valuation Standards Council (www.ivsc.org)
- Uniform Standards of Professional Appraisal Practice (USPAP) published by the Appraisal Foundation (www.appraisalfoundation.org)
- ASA Business Valuation Standards of American Society of Appraisers (www.appraisers.org)
- Statement on Standards for Valuation Services published by the American Institute of CPAs (www.aicpa.org)
- Professional Standards published by National Association of Certified Valuers and Analysts (www.nacva.com)
- European Valuation Standards published by The European Group of Valuers Association (www.tegova.org)

The candidates can expect approximately 15-20 questions from these areas.

5. Accounting Standards (Ind AS / IFRS):

There is a large amount of convergence of Ind AS with IFRS. Hence, either of them can be looked at. It is recommended that the following Ind AS may be studied in detail:

- Ind AS 1 – Presentation of Financial Statements
- Ind AS 36 – Impairment of Assets
- Ind AS 37 – Provisions, Contingent Liabilities and Contingent Assets
- Ind AS 38 – Intangible Assets
- Ind AS 102 – Share-based Payment
- Ind AS 103 – Business Combinations
- Ind AS 109 – Financial Instruments
- Ind AS 113 – Fair Value Measurement

Ind AS 113, Ind AS 38, and Ind AS 102 are essential from the examination perspective. There may be few questions on treatment of Research & Development costs and knowing/refreshing Ind AS is always a welcome measure. The candidates can expect approximately 2-3 questions from these areas.

6. Fixed Income Securities:

Fixed Income Money Market and Derivatives Association of India (FIMMDA) is market body for the bond, money and derivatives markets. There is plenty of reading material available at <http://www.fimmda.org/> including topics like valuation methodology. One is expected to have a conceptual understanding on Interest Rates, Options (Put, Call, At the Money, In the Money, etc), Swaps, Credit Ratings (CARE, ICRA, CRISIL, etc). Going through websites of these agencies for their methodologies and ratings would definitely help. The candidates can expect 2-4 questions from this area.

7. Valuation Application :

As a Valuer, we are ultimately going to apply the knowledge of valuation to practical situations across Distressed Assets, e-commerce Companies, Tech Start Up, Cyclical Firms, Investment Entities, ARC, etc. The candidates can also refer to other books available in the market for reference.

The candidate should be aware of the recent developments. For example, Walmart deal with Flipkar or the Swiggy Valuation were recent headlines. Hence, to understand valuation of e-commerce or technology-led start-ups would be highly desirable. For example there are several methods for valuation of Start-up like Berkus Method, Risk Factor Summation Method, Scorecard Valuation Method and so on...

One should remember, Insolvency and Bankruptcy Code is ushering a new era in India. So, one is expected to understand in detail the valuation of Stressed Assets. Valuation Application constitutes bulk of the questions, say, not less than 30-34 questions.

8. Regulatory Framework :

Framework of SEBI, FEMA and RBI Regulations as per the Syllabus is relevant and the questions would come in the exams on these areas.

9. General Laws :

The candidate should have a good understanding of the General Laws like Contract Act, Transfer of Property Act, Sale of Goods Act, etc as per the syllabus. These could be easy pickings in scoring marks.

10. Option Valuation :

Understanding of Principles of Option Valuation including the various models like Black Scholes would be useful.

11. Other Areas:

Other areas where questions are asked are Macro Economics, Financial Analysis, etc.

12. Practice:

One needs to practice questions (yes, we are preparing for the exams!!!). One should devote quite a time in solving a good number of questions. Questions across various topics are available in plenty in the internet.

The questions aren't tough but really tricky. Tough necessarily means one does not know the answer but tricky refers to the mistakes we make, which means, we know the answers but actually end up obtaining the negative marks.

I would suggest to all the future candidates to not to resort to guesswork in questions but attempt only if they are certain about the answers. The choices in answers are also quite cleverly worded so, guard yourself well, when more than one answer seems correct for you. In such scenarios, go for the most appropriate or best option.

Best of luck!!!

Companies (Registered Valuers and Valuation) Third Amendment Rules, 2018

The Ministry of Corporate Affairs vide its notification dated 25th September, 2018 has amended the Companies (Registered Valuers and Valuation) Rules, 2017 through the Companies (Registered Valuers and Valuation) Third Amendment Rules, 2018 (hereinafter referred to as the 'Amendment rules') which shall come into force with effect from **25th September, 2018**.

The amendments brought about through these Amendment Rules in the Companies (Registered Valuers and Valuation) Rules, 2017 are as follows:

Pre-Amendment	Post-Amendment
<p>11. Transitional Arrangement</p> <p>Any person who may be rendering valuation services under the Act, on the date of commencement of these rules, may continue to render valuation services without a certificate of registration under these rules upto 30th September, 2018</p> <p>Provided that if a company has appointed any valuer before such date and the valuation or any part of it has not been completed before 30th September, 2018, the valuer shall complete such valuation or such part within three months thereafter.</p>	<p>11. Transitional Arrangement</p> <p>Any person who may be rendering valuation services under the Act, on the date of commencement of these rules, may continue to render valuation services without a certificate of registration under these rules upto 31st January, 2019</p> <p>Provided that if a company has appointed any valuer before such date and the valuation or any part of it has not been completed before 31st January, 2019, the valuer shall complete such valuation or such part within three months thereafter.</p>
<p>14. Conditions of Recognition</p> <p>The recognition granted under rule 13 shall be subject to the conditions that the registered valuers organisation shall –</p> <p>(f) be converted or registered as company under section 8 of the Act, with governance structure and bye laws specified in Annexure-III, within a period of one year from the date of commencement of these rules if it is an organisation referred to in proviso to sub-rule (1) of rule 12;</p>	<p>14. Conditions of Recognition</p> <p>The recognition granted under rule 13 shall be subject to the conditions that the registered valuers organisation shall –</p> <p>(f) be converted or registered as company under section 8 of the Act, with governance structure and bye laws specified in Annexure-III, within a period of two years from the date of commencement of these rules if it is an organisation referred to in proviso to sub-rule (1) of rule 12;</p>

The notification is placed at http://www.mca.gov.in/Ministry/pdf/CompaniesThirdAmendment_25092018.pdf

REGISTERED VALUERS ORGANISATION (A wholly owned subsidiary of ICSI and registered with IBBI)



Dear Professional Colleagues,

Subject: Registrations Open for Educational Course on 'Valuation of Securities or Financial Assets' at NOIDA

We are pleased to inform you that the Classroom training of ICSI Registered Valuers Organisation (ICSI RVO) **Educational Course on 'Valuation of Securities or Financial Assets'** have been successfully completed at **New Delhi, Chennai and Hyderabad**.

In continuation of the above, ICSI RVO is planning to conduct Classroom training of its **50 hour course** for its next batch at **NOIDA**:

Venue	Dates
ICSI House C-36, Sector -62 NOIDA – 201309 Uttar Pradesh	5 th October, 2018 to 13 th October, 2018

Any individual willing to register for the Educational Course, which is a pre-requisite for appearing in the IBBI examination, may send an application in the form available at the link below with the requisite attachments:

[For registration please send the Registration Form duly filled in.](#)

Enrolment Fee: **Rs. 8,850 (Rs. 7,500 + GST @18%)**

Educational Course Fee: **Rs. 26,550 (Rs. 22,500 + GST @ 18%)**

Educational course Fee (for members who have successfully completed the Course on Valuation conducted by ICSI): **Rs.20,650/- (Rs.17,500 + GST @ 18%)**

The interested candidates may also fill the registration form physically and e-mail a scanned copy of the same to rvo@icsi.edu and deposit the fees.

For more details please visit the website www.icsirvo.in

Regards,

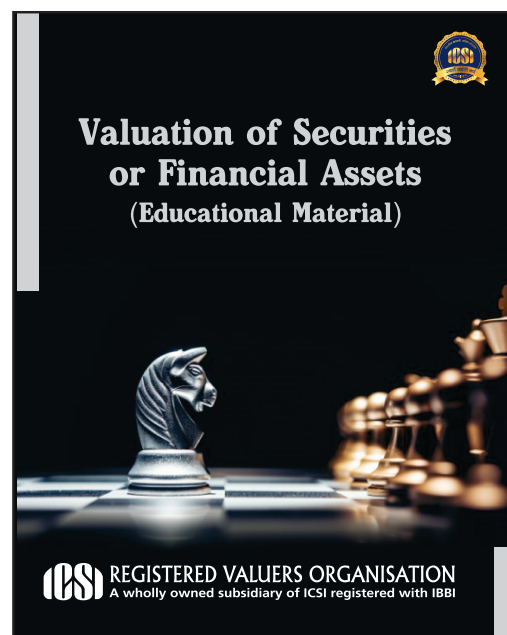
CS Samir Raheja
CEO (Designate)

About the Book

In pursuance of Rule 5 of the Companies (Registered Valuers and Valuation) Rules, 2017, the Insolvency and Bankruptcy Board of India ('IBBI'), being the Authority, has specified the curriculum of Educational Courses for the Asset Class 'Securities or Financial Assets'. The Task Force constituted by the Governing Board of ICSI Registered Valuers Organisation has developed a comprehensive material covering the following entire curriculum prescribed by IBBI:

Topics

- Macro Economics
- Overview of Valuation
- Finance
- Valuation Approaches and Methodologies
- Professional Ethics and Standards
- Valuation Application
- Financial Statements Analysis
- Laws and Regulation relevant to Financial Assets Valuation
- General Laws and judicial Pronouncements
- Case Studies on application of valuation techniques



Price of the publication is Rs. 750 (postage charges extra). To place an order please send an email to rvo@icsi.edu.

Members Admitted

Sl. No.	Name	Address	Registration No.	Email Id	Date of Registration
1.	R Vaidyanathan	No. 23, Melpadi Muthu Street, Nungambakkan, Chennai, Tamil Nadu, 600034	IBBI/RV/03/2018/10049	srvidyan@gmail.com	15 Sep., 2018
2.	Rajesh Mittal	C 56, Ground Floor, Soami Nagar, New Delhi, National Capital Territory of Delhi, 110017	IBBI/RV/03/2018/10074	rajesh@alamakcapital.com	28 Sep., 2018

About ICSI RVO

The field of valuation, as an area of activity is still untapped, demanding the presence of experts possessing the right knowledge and capabilities which brings upon the realisation that we Company Secretaries as professionals in India can provide the much needed support both as members of ICSI as well as by forming a significantly strong army of Valuation members.

In order to enable the members of ICSI, as well as other professionals and eligible persons to register as Registered Valuers, the ICSI on November 22, 2017 incorporated a not-for-profit private limited company under Section 8 of the Companies Act, 2013, by the name **ICSI Registered Valuers Organisation (ICSI RVO)**.

ICSI RVO intends to enrol, educate, train and promote the profession of Registered Valuers as per the Companies (Registered Valuers and Valuation) Rules, 2017.



"You cannot connect dots looking forward, but you can connect dots looking backwards."

~ Steve Jobs

The concept of 'Registered Valuer' was introduced under section 247 of the Companies Act, 2013 to carry out valuation in respect of any property, stocks, shares, debentures, securities or goodwill or any other assets or net worth of a company or its liabilities, as per the Companies (Registered Valuers and Valuation) Rules, 2017 notified by MCA on 18th October, 2017. The Rules will lead to setting-up of Valuation Standards which will further improve transparency and governance and, while bringing about a clarity regarding various aspect of valuation will have a major impact on the industry, professionals, stakeholders and the government as well. Needless to say, the requirement of Registered Valuers will definitely enhance professional opportunities for both the Company Secretaries as well as other professionals.

Some of the areas under Companies Act, 2013 requiring valuation include:



About the Institute of Company Secretaries of India (ICSI):

ICSI is a statutory body constituted under the Company Secretaries Act, 1980 to regulate and develop the profession of Company Secretaries. The Institute has been contributing in all initiatives of Govt. of India having potential to excel socio-economic growth of the nation and in one such initiative has delved into developing Registered Valuers by establishing its wholly owned subsidiary **ICSI Registered Valuers Organisation (ICSI RVO)**.



SYLLABUS FOR VALUATION OF SECURITIES OR FINANCIAL ASSETS

S.NO. COVERAGE

1. Macro Economics
3. Professional Ethics and Standards
5. General laws and Judicial Pronouncements
7. Valuation Approaches and Methodologies
9. Laws and Regulations relevant to Financial Assets Valuation

S.NO. COVERAGE

2. Finance
4. Financial Statement Analysis
6. Overview of Valuation
8. Valuation Application
10. Case Studies

EDUCATIONAL QUALIFICATION & EXPERIENCE

Graduate Level
Graduate
in any stream



Post Graduate level

- (1) Member of the The ICSI or ICAI or The ICMAI or;
- (2) MBA/PGDBM specialisation in finance or;
- (3) Post Graduate Degree in Finance



3 years of experience
in the discipline
after completing
graduation

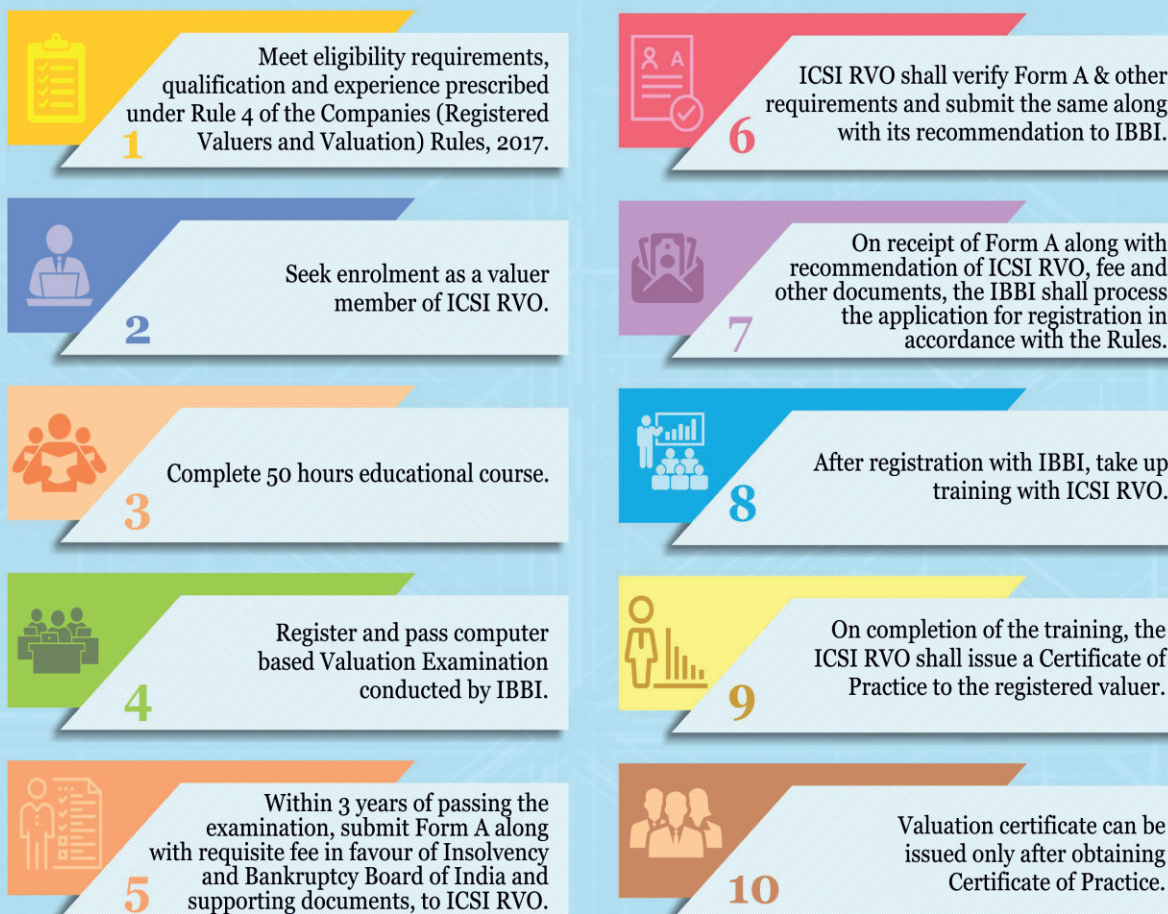
REGISTRATION

Any individual willing to register himself as a Valuer Member may send an application in the form available at the website : www.icsirvo.in

FEE FOR THE COURSE:

- Enrolment Fee : Rs. 8,850/- (Rs. 7,500 + GST @ 18%)
- Course Fee : Rs. 26,550/- (Rs. 22,500 + GST @ 18%)

PROCEDURE TO BE FOLLOWED



IBBI EXAMINATION REQUIREMENTS

- The examination is conducted online (computer-based in a proctored environment) with objective multiple-choice questions by IBBI
- The duration of the examination is 2 hours
- A candidate is required to answer all questions
- Wrong answer attracts a negative mark of 25% of the marks assigned for the question
- A candidate needs to secure 60% of marks for passing

FEE FOR THE IBBI EXAMINATION: Rs. 1500/- for every enrolment.

For further information contact:

CS Samir Raheja, CEO (Designate), ICSI RVO
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 Phone : +91-11-45341028, E-mail : rvo@icsi.edu, Website : www.icsirvo.in



REGISTERED VALUERS ORGANISATION
 (A Wholly owned subsidiary of ICSI and registered with IBBI)