

International Business Valuation/Appraisal Standards Comparison Chart

For the past several years, there has been much discussion by regulators and users of valuation services regarding the fragmentation of the industry, transparency and consistent application of methodologies, and the different valuation standards of the various credentialing and standard setting organizations, including international valuation standards bodies.

Professional standards promulgated by authoritative bodies are inherently technical and focus on the need for specific guidance to a precise discipline of expertise. Different professional organizations have varying and distinctive needs for technical guidance. Consequently, they develop specific standards commensurate with their requirements. As a result, professional standards promulgated by different business appraisal organizations will necessarily contain different rules. Similar standards often contain subtle differences; it is, therefore, difficult to precisely compare specific standards among professional organizations. The intent of the NACVA International

Business Valuation/Appraisal Standards Comparison Chart (“Chart”) is to provide a general reference tool for the valuation analyst involved in international business appraisals; it is not intended to suggest precision in the classification of professional standards.

The following Chart provides a comparison of business valuation standards promulgated by NACVA to the International Valuation Standards Council (“IVSC”), to the Royal Institution of Chartered Surveyors (“RICS”), and to The Canadian Institute of Chartered Business Valuators (“CICBV”). Each set of standards is formatted differently and, to a certain extent, generally has more in common with one another than there are differences. Further, any supplemental information from these standards is generally provided verbatim from the applicable document.

The intent of this document is to show that all standards compared are essentially addressing the same issues and do not conflict. However, standards by their very nature are open to interpretation.

It is important for the reader to review carefully the general references of each of the international valuation standards that are identified by each general category of the NACVA Professional Standards, because any differences that may be noted in some cases, can be interpreted to be covered or implied in other specific sections under these general international valuation standards’ references. The Chart identifies references to information provided in the various international professional organizations’ standards, guidance, or other treatises, and is not a substitute for an individual practitioner’s thorough review, interpretation, and application of the respective documents.

This document can be used as a starting point toward a unification of industry-wide and accepted standards by the various international organizations.

I. Introduction

NACVA	IVSC [IVS1] [IVS2]	RICS/Red Book [RIC1]	CICBV [CICBV1]
These principles-based Standards have been developed to provide guidance to members and other valuation professionals performing valuation services. The use of professional judgment is an essential component of estimating value.	Introduction and IVS Framework	Introduction/PS 1	Code of Ethics (“Code”)/Standards 110/120/130/210/220/230/310/320/330/410/420/430
A. Preamble Members of the National Association of Certified Valuers and Analysts (NACVA) shall comply with the standards and definitions herein. NACVA will adopt changes to and interpretations of the Standards when necessary.	Code of Ethical Principles for Professional Valuers (“Code”)/IVS Framework (“Framework”)	RICS Rules of Conduct for Members (“Code”) and PS 1/PS 2-1	Code 101/Standards 110/120/130/210/220/230/310/320/330/410/420/430

II. General and Ethical Standards

NACVA	IVSC	RICS/Red Book	CICBV
A member shall perform professional services in compliance with the following principles:	Code/Framework	PS 1 and PS 2	Code 101
A. Integrity and Objectivity A member shall remain objective, maintain professional integrity, shall not knowingly misrepresent facts, or subrogate judgment to others. The member must not act in a manner that is misleading or fraudulent.	Code Par 12/Appendix A2.1–A2.13/ Framework (40.1/40.2)	Code Part II and PS 2	Code Ethical Principles
B. Professional Competence A member shall only accept engagements the member can reasonably expect to complete with a high degree of professional competence. If a member lacks the knowledge and/or experience to complete such engagements with a high degree of professional competence, the member is not precluded from performing such engagements. In such instance, the member must take steps necessary to gain expertise through additional research and/or consultation with other professionals believed to have knowledge and/or experience prior to completion of such engagements.	Code Par 12(c)/Appendix A2.14–A2.19/Framework (50.1/50.2/50.3)	Code Part II-4 and PS 2	Code 102

NACVA	IVSC	RICS/Red Book	CICBV
C. Due Professional Care A member must exercise due professional care in the performance of services, including completing sufficient research and obtaining adequate documentation.	IVS 102 (20.2)	PS 2	Code Ethical Principles
D. Understandings and Communications with Clients A member shall establish with the client a written or oral understanding of the nature, scope, and limitations of services to be performed and the responsibilities of the parties. If circumstances encountered during the engagement require a significant change in these understandings, the member shall notify the client. A member shall inform the client of conflicts of interest, significant reservations concerning the scope or benefits of the engagement, and significant engagement findings or events.	Code Appendix 1/IVS 101 (20.3/20.4/20.5/20.6/30.2)	PS 2/VPS 1/VPGA 3/VPGA 6	Standards 130-5B, 330-5B, 430-4.1B
E. Planning and Supervision A member shall adequately plan and supervise the performance of services.	IVS 101 (10.1/10.2/20.1/20.2)	PS 2 and VPS 2	Code 101.2/Standards 120-3.1C/320-4B/420-3.1B
F. Sufficient Relevant Data A member shall obtain sufficient relevant data to afford a reasonable basis for conclusions, recommendations, or positions.	IVS 102 (20.1–20.7)	VPS 2	Standards 120-3.1D/320-4C/420-3.1C
G. Confidentiality Unless required to do so by competent legal authority, a member shall not disclose any confidential client information to a third party without first obtaining the express consent of the client.	Code Par 12(d)/Appendix A2.20–A2.27	RICS International Ethics Standards (“Ethics”)/PS 2-3.5–3.7/VPGA 3-9/VPGA 6-9	Code Ethical Principles/Code 500
H. Acts Discreditable A member shall not commit any act discreditable to the profession.	Code Par 12(e)/Appendix A2.28–A2.32	PS 2	Code Ethical Principles
I. Client Interest A member shall serve the client interest by seeking to accomplish the objectives established with the client, while maintaining integrity and objectivity.	Code Par 12/Appendix 1	PS 2	Code Ethical Principles/Code 400
J. Documentation Quantity, type, and content of documentation are matters of the member’s professional judgment. Members should retain documentation for a sufficient time period to comply with legal, regulatory, and professional requirements. NACVA recommends a minimum of five years.	IVS 102 (20.1–20.7/30.1)	VSP 2	Standards 120-3.1D/320-4C/420-3.1C
K. Financial Interest A member shall not express a Conclusion of Value or a Calculated Value unless the member and the member’s firm state either of the following:	IVS 101 (20.3a)	PS 2	Code 400
1. “I (We) have no financial interest or contemplated financial interest in the subject of this report.”; or			Standards 110-10.1H/310-6.1G/410-4.1G
2. “I (We) have a (specify) financial interest or contemplated financial interest in the subject of this report.”			

III. Scope of Services

NACVA	IVSC	RICS/Red Book	CICBV
A. Applicability These Standards are applicable when valuing a business, business ownership interest, security, or intangible asset . The General and Ethical standards apply to all professional services performed by members.	IVS 101/102/200/210	VPS 1/2 and VPGA 1/3/6	Standards 120/220/320/420
B. Valuation Services A member may express either a Conclusion of Value or a Calculated Value. When performing such Valuation Services, members shall comply with these Development and Reporting Standards. Valuation Services are:	IVS 101	VPS 1/2 and VPGA 1/3/6	Standards 110/120
1. Valuation Engagement A Valuation Engagement requires that a member apply valuation approaches or methods deemed in the member’s professional judgment to be appropriate under the circumstances and results in a Conclusion of Value; or	IVS 101/105	VPS 1/2 and VPGA 1/3/6	Standard 120-3.1D (See Practice Bulletin [“PB”] No. 3)

NACVA	IVSC	RICS/Red Book	CICBV
2. Calculation Engagement A Calculation Engagement occurs when the client and member agree to specific valuation approaches, methods, and the extent of selected procedures and results in a Calculated Value.	IVS 101/105	VPS 1/2 and VPGA 1/3/6	Standard 120-3.1D (See PB No. 3)
C. Other Services Any service provided by a member of the NACVA should be done so in an ethical and competent manner that does not negatively impact the valuation profession in general or the NACVA in particular.	It does not appear Other Services are covered	Code Part II-3 and 4	Standards 510/520/530/610/620/630 (See PB No. 5)
D. Jurisdictional Exception These Standards may differ from published governmental, judicial, accounting, or other authority that specifies valuation development or reporting procedures. In that event, the member should follow the applicable published authority or stated procedures. The other parts of these Standards shall continue in full force and effect.	IVS 102 (40.1–40.2)/Framework (60.1–60.4)	PS 1	

IV. Development Standards

NACVA	IVSC	RICS/Red Book	CICBV
A. General A member shall comply with these Development Standards when expressing a Conclusion of Value or a Calculated Value.	IVS 101/102/105/200/210	VPS 1/2 and VPGA 3/6	Standard 120
B. Expression of Value Value can be expressed as a single number or a range. A valuation analyst must avoid bias in the development of a Conclusion of Value or a Calculated Value.	Code Par 12/IVS 101	VPS 1/2 and VPGA 3/6	Standards 110-4/110-5/110-6/120
C. Reliability of Data A member may rely upon information provided by any source without corroboration if disclosed in the report.	IVS 101 (20.3[jj])/102 (20.5)	VPS 1/2 and VPGA 3/6	Standards 120-3.1C/120-4.1D
D. Scope Limitations A member must consider scope limitations which affect the level of reliance on the information.	IVS 101/102	VPS 1/2 and VPGA 3/6	Standard 120-3.1F
E. Use of Specialist If the work of a third party specialist, such as a real estate or equipment appraiser, was relied upon in the engagement, a description of the reliance (if any) and any level of member's responsibility should be documented.	IVS 101/102	VPS 1 and VPS 3	Standard 120-4.1D
F. Approaches and Methods Valuation methods are commonly categorized into the asset-based, market, income, or a combination of these approaches. Professional judgment is used to select the approaches and the methods that best indicate the value. Rules of thumb are acceptable as reasonableness checks, but should not be used as a stand-alone method.	IVS 101/102/104/105/200/210	VPS 5 and VPGA 3/6	Standard 120-4.1B
G. Identification A member must define the assignment and determine the scope of work necessary by identifying the following:			Standard 120 (Note: Standard 110-Reporting Disclosure Standard includes applicable detail below)
1. Subject to be valued;	IVS 101/200/210	VPS 1 and VPGA 3/6	
2. Interest to be valued;	IVS 101/200/210	VPS 1 and VPGA 3/6	
3. Valuation date;	IVS 101/200/210	VPS 1 and VPGA 3/6	
4. Purpose and use of the valuation;	IVS 101/102/104/200/210	VPS 1 and VPGA 3/6	
5. Standard of value;	IVS 101/102/104/200/210	VPS 1/4 and VPGA 3/6	
6. Premise of value;	IVS 101/102/104/200/210	VPS 1/4 and VPGA 3/6	
7. Intended users;	IVS 101/200/210	VPS 1 and VPGA 3/6	

NACVA	IVSC	RICS/Red Book	CICBV
8. Valuation approaches or methods;	IVS 105/200/210	VPS 5 and VPGA 3/6	
9. Assumptions, limiting conditions and scope limitations;	IVS 101/200/210	VPS 1 and VPGA 3/6	
10. Ownership size, nature, restrictions and agreements;	IVS 101/200/210	VPS 1 and VPGA 3/6	
11. Sources of information; and	IVS 101/200/210	VPS 1 and VPGA 3/6	
12. Other factors that may influence value when appropriate in the opinion of the member.	IVS 101/102/105/200/210	VPS 1/4 and VPGA 3/6	
H. Fundamental Analysis For a Conclusion of Value the member must obtain and analyze applicable information, as available, to accomplish the assignment, including:	IVS 105/200/210	VPGA 1/3/6	Standard 120 (Note: Standard 110-Reporting Disclosure Standard includes applicable detail below)
1. The nature of the business and the history of the enterprise;	IVS 105/200/210	VPGA 1/3/6	
2. The economic outlook in general and the condition and outlook of the specific industry in particular;	IVS 105/200/210	VPGA 1/3/6	
3. The adjusted book value of the interest to be valued and the financial condition of the enterprise;	IVS 105/200/210	VPGA 1/3/6	
4. The earning capacity of the enterprise;	IVS 105/200/210	VPGA 1/3/6	
5. The dividend paying capacity of the enterprise;	IVS 105/200/210	VPGA 1/3/6	
6. Whether or not the enterprise has goodwill or other intangible value;	IVS 105/200/210	VPGA 1/3/6	
7. Prior sale of interests in the enterprise being valued;	IVS 105/200/210	VPGA 1/3/6	
8. Size of interest to be valued and its control, liquidity and marketability characteristics;	IVS 105/200/210	VPGA 1/3	
9. The market price of interests or enterprises engaged in the same or a similar line of business having interests actively traded in a free and open market;	IVS 105/200/210	VPGA 1/3/6	
10. Hypothetical conditions appropriate for the circumstances; and	IVS 105/200/210	VPGA 1/3/6	
11. All other information deemed by the member to be relevant.	IVS 105/200/210	VPGA 1/3/6	

V. Reporting Standards

NACVA	IVSC	RICS/Red Book	CICBV
A. General A member shall comply with these Reporting Standards when expressing a Conclusion of Value or a Calculated Value. The objective of these Reporting Standards is to ensure consistency and quality of valuation reports issued by members of NACVA. The purpose of these Reporting Standards is to establish minimum reporting criteria.	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
B. Form of Report The form of any particular report should be appropriate for the engagement, its purpose, its findings, and the needs of the decision-makers who receive and rely upon it. The purpose of these Reporting Standards is to establish minimum reporting criteria. The report may be written or oral.	IVS 103 (20.1–20.3)	VPS 3 and VPGA 3/6	Standard 110 (Comprehensive, Estimate, and Calculation Valuation Reports) (See PB No. 3)
C. Contents of Report A report expressing a Conclusion of Value may be presented in either a Summary or Detailed Report. A Calculated Value must be presented in a Calculation Report. The member should disclose the report type (Detailed, Summary, or Calculation).	IVS 103 (10.1–10.4) [IVS3]	VPS 3 and VPGA 3/6 [RIC2]	Standard 110 (Comprehensive, Estimate, and Calculation Valuation Reports)
1. Detailed Reports Detailed Reports must be coherent, supportable, and understandable. A detailed report should include, as applicable, the following sections titled using wording similar in content to that shown:	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (Comprehensive Valuation Report) (See PB No. 3)
a) Letter of Transmittal	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
b) Table of Contents	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)

NACVA	IVSC	RICS/Red Book	CICBV
c) Introduction, may include:	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(1) Identification of the subject being valued	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(2) Purpose and use of the valuation	IVS 101/102/103/104	PS 2 and VPS 1/3	Standard 110-10.1E
(3) Description of the interest being valued	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-10.1B
(4) Ownership size, nature, restrictions and agreements	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(5) Valuation date	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-10.1D
(6) Report date	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-10.1D
(7) Standard of Value and its definition	IVS 101/102/103/104	PS 2 and VPS 1/3	Standard 110-11.1
(8) Identification of the premise of value	IVS 101/102/103/104	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(9) Scope limitations	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-12.4
(10) Material matters considered	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(11) Hypothetical conditions/assumptions and the reason for their inclusion	IVS 103/104	PS 2 and VPS 1/3/4	Standard 110 (See PB No. 3)
(12) Disclosure of subsequent events considered	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110 (See PB No. 3)
(13) Reliance on a specialist	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-12.1
(14) Denial of access to essential data	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(15) Jurisdictional exceptions and requirements	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
d) Sources of information	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-12.1
e) A description of the fundamental analysis (refer to IV(H)), may include:	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(1) Historical financial statement summaries	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-13.3C
(2) Adjustments to historical financial statements	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(3) Adjusted financial statement summaries	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(4) Projected/forecasted financial statements including the underlying assumptions	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(5) Non-operating assets and liabilities	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(6) Valuation approaches and method(s) considered by the member	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(7) Valuation approaches and method(s) utilized by the member	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(8) Other items that influence the valuation	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(9) Site visit disclosure	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(10) Reconciliation of estimates and conclusion of value	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-15.1
f) Identification of the assumptions and limiting conditions	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110 (See PB No. 3)
g) Representation of the member, may include:	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(1) Client identification and limitations on use of report	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-14.1A
(2) Disclosure of any contingency fee	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(3) A statement of financial interest	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(4) Whether or not the member is obligated to update the report	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110-14.1C
(5) Responsible member signature—the member who has primary responsibility for the determination of value must sign or be identified in the report	IVS 101/102/103	PS 2 and VPS 1/3 [RIC3]	Standard 110 (See PB No. 3)
h) Qualifications of member	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
i) Appendices and exhibits	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)

NACVA	IVSC	RICS/Red Book	CICBV
<p>2. Summary Reports Summary Reports should set forth the Conclusion of Value through an abridged version of the information that would be provided in a detailed report as outlined in (C.1.a) through (C.1.i) as applicable, and therefore, need not contain the same level of detail.</p>	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110 (Estimate Valuation Report—May be Considered Similar) (See PB No. 3)
<p>3. Calculation Reports A Calculation Report should set forth the Calculated Value and should include the following information.</p>	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (Calculation Valuation Report) (See PB No. 3)
a) Introduction, may include:	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(1) Identification of the subject interest	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(2) Purpose and use of the calculation	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(3) Description of the interest being valued	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(4) Ownership size, nature, restrictions and agreements	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(5) Calculation date	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(6) Report date	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(7) Scope of work	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(8) Calculation Procedures	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(9) Hypothetical conditions/assumptions and the reason for their inclusion	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110 (See PB No. 3)
(10) Disclosure of subsequent events considered	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110 (See PB No. 3)
(11) Reliance on a specialist	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
b) Identification of the assumptions and limiting conditions	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110 (See PB No. 3)
c) Representation of the member, adapted to a calculation report	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(1) Client identification and limitations on use of report	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(2) Disclosure of any contingency fee	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(3) A statement of financial interest	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(4) Whether or not member is obligated to update the report	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
(5) Responsible member signature—the member who has primary responsibility for the determination of the calculated value must sign or be identified in the report	IVS 101/102/103	PS 2 and VPS 1/3 [RIC3]	Standard 110 (See PB No. 3)
d) Appendices and exhibits	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
e) Purpose of the calculation procedures;	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
f) Statement that the expression of value is a Calculated Value; and	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
g) A general description of the calculation, including a statement similar to the following: “This Calculation Engagement did not include all the procedures required for a Conclusion of Value. Had a Conclusion of Value been determined, the results may have been different.”	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110 (See PB No. 3)
<p>4. Statement that the Report is in Accordance with NACVA Standards A statement similar to the following should be included in the member’s report: “This analysis and report were completed in accordance with ‘The National Association of Certified Valuers and Analysts’ Professional Standards.’”</p>	Framework (10.1/40.2)	PS 2 and VPS 1/3	Standard 110-10.1J
<p>D. Litigation Engagements Reporting Standards A valuation performed for a matter before a court, an arbitrator, a mediator, or other facilitator, or a matter in a governmental or administrative proceeding, is exempt from the reporting provisions of these standards. The reporting exemption applies whether the matter proceeds to trial or settles. This litigation waiver does not, however, relieve the member from complying with the Development Standards and all other standards promulgated by NACVA.</p>	Framework 60	PS 1 and VPS 3	Standards 210/310/410

VI. Business Valuation Review

NACVA	IVSC	RICS/Red Book	CICBV
<p>A. Applicability These standards are applicable in an engagement to review a report that valued a business, business ownership interest, security, or intangible asset. The General and Ethical standards apply to all professional services performed by members.</p>	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 410
<p>1. Under these Review Standards, if the member provides a Conclusion of Value or Calculated Value as a part of the Review of another valuation analyst's work, the member must follow NACVA's General Business Valuation Standards as outlined in paragraphs III. through V. above. In the context of preparing the Conclusion of Value or Calculated Value, the Litigation Engagement Reporting Standards as outlined in (paragraph V.D.) applies.</p>	IVS 101/102/103 (40.1-40.2)	PS 2-6	Where a Valuation Report is Required, then the Valuation Report shall conform to Standards 110/210/310 (See 410-4.1E)
<p>2. If the member does not provide a Conclusion of Value or Calculated Value as part of the Business Valuation Review, the member need only provide an opinion, including the basis and reason for the opinion, as to whether the report under review is appropriate and not misleading within the context of the requirements applicable to that work, stating the reasons for any disagreement, following the Review Standards below. The member can provide such opinion in a written or an oral Review Report.</p>	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 410-Limited Critique Reports are applicable only where a conclusion is not provided by the Reviewer
<p>B. General Business Valuation Review is the act or process of developing and communicating a member's opinion regarding the credibility of the work product of another valuation analyst. It is a type of service, whether in written or oral form, intended to provide to identified users that the report is credible.</p>	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 410
A Business Valuation Review opinion is not a Conclusion of Value or Calculated Value.	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 410
A member should not issue a Conclusion of Value or a Calculated Value, orally or in writing, solely as a result of performing a Business Valuation Review.	IVS 101/102/103 (40.1-40.2)	PS 2-6	
A member must not allow the intended use of an assignment or a client's objectives to cause the assignment results to be biased or advocate for the client's objectives.	IVS 101/102/103 (40.1-40.2)	PS 2-6	
The scope of a Business Valuation Review should be sufficient to provide a member a basis for rendering a credible Business Valuation Review opinion regarding the relevance, reliability, completeness, and reliable application of the business valuation methodology under review, and its consistency with generally accepted valuation practices.	IVS 101/102/103 (40.1-40.2)	PS 2-6	
Consistent with the member's scope of work, the member is required to develop an opinion as to the completeness, accuracy, adequacy, relevance, and reasonableness of the report, given law, regulations, or intended user requirements applicable to that work.	IVS 101/102/103 (40.1-40.2)	PS 2-6	
When the scope of work includes the member developing his or her own Conclusion of Value or Calculated Value, the member must comply with the Professional Standards applicable to the development of that conclusion or calculation.	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 410
A member's findings and conclusions should be stated in the form of an opinion as of the completion date of the Business Valuation Review engagement.	IVS 101/102/103 (40.1-40.2)	PS 2-6	
1. Types of Opinions			
When necessary for credible assignment results in the review of a report, the member must:	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 410
a) Develop an opinion as to whether the report is appropriate and not misleading within the context of the requirements applicable to that work; and	IVS 101/102/103 (40.1-40.2)	PS 2-6	
b) Develop the reasons for any disagreement.	IVS 101/102/103 (40.1-40.2)	PS 2-6	

VII. Review Engagement Development Standards

NACVA	IVSC	RICS/Red Book	CICBV
A. Identification A member must define the assignment and scope of the work necessary by identifying the following:	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 420
1. The client and other intended users;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
2. The purpose and intended use of the member's opinions and conclusions;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
3. Whether the assignment includes the development of the member's own opinion of value or review opinion related to the work under review;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
4. The ownership interest that is the subject of the work under review;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
5. The date of the work under review and the effective date of the opinions or conclusions of the work under review;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
6. The valuation analyst(s) who completed the work under review, unless the identity is withheld by the client;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
7. The physical, legal, and economic characteristics of the business, business ownership interest, security, or intangible asset and market area of the work under review;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
8. The effective date of the member's opinions and conclusions; and	IVS 101/102/103 (40.1-40.2)	PS 2-6	
9. Any hypothetical conditions/assumptions necessary in the review.	IVS 101/102/103 (40.1-40.2)	PS 2-6	
B. Fundamental Analysis A member should perform an analysis as defined by the scope of the work of the business valuation approaches, methods, and procedures used in the report under review. This may include whether the analytical procedures and supporting documentation incorporated in the analysis to arrive at the Conclusion of Value or Calculated Value are complete, accurate, adequate, relevant, reliable, appropriate, and reasonable as reported, as well as:	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 420
1. Complete research and analyses necessary to produce a credible Business Valuation Review;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
2. Apply the Business Valuation Review methods and techniques that are necessary for credible engagement results;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
3. Develop an opinion as to whether the analyses are appropriate and credible within the context of the requirements of the review engagement;	IVS 101/102/103 (40.1-40.2)	PS 2-6	
4. Develop an opinion as to whether the opinions and conclusions are credible within the context of the requirements applicable to that work; and	IVS 101/102/103 (40.1-40.2)	PS 2-6	
5. Develop the reasons for any disagreement.	IVS 101/102/103 (40.1-40.2)	PS 2-6	

VIII. Review Engagement Reporting Standards

NACVA	IVSC	RICS/Red Book	CICBV
A. General Reporting the results of a Business Valuation Review must be separate from the work under review and must clearly and accurately contain sufficient information to enable the intended users of the Business Valuation Review to understand the report properly. A Business Valuation Review Report should contain the following:	IVS 101/102/103 (40.1-40.2)	VPS 3	Standard 410
1. An Introduction			
a) State the identity of the client and any intended users, by name or type;	IVS 101/102/103 (40.1-40.2)		Standards 410-4.1A/410-4.1C
b) State the purpose and intended use of the Business Valuation Review;	IVS 101/102/103 (40.1-40.2)		Standard 410-4.1B
c) State the date of the work under review, the effective date of the Business Valuation Review, and the date of the valuation review report;	IVS 101/102/103 (40.1-40.2)		Standard 410-4.1D

NACVA	IVSC	RICS/Red Book	CICBV
d) Identify valuation analyst(s) who completed the work under review, unless the identity is withheld by the client; and	IVS 101/102/103 (40.1-40.2)		Standard 410-4.1F
e) Identify the report under review, including the ownership interest.	IVS 101/102/103 (40.1-40.2)		Standard 410-4.1C
2. An Opinion When necessary for credible assignment results in the review of a report, the member must:	IVS 101/102/103 (40.1-40.2)		
a) State an opinion, including the basis and reason for the opinion offered, as to whether the report is appropriate and not misleading within the context of the requirements applicable to that work; and	IVS 101/102/103 (40.1-40.2)		Standard 410-7.2D
b) State the reasons for any disagreement.	IVS 101/102/103 (40.1-40.2)		Standard 410-7.2
3. If outside the Business Valuation Review, the member develops his or her own Conclusion of Value or Calculated Value	IVS 101/102/103 (40.1-40.2)		Where a Valuation Report is Required, then the Valuation Report shall conform to Standards 110/210/310 (See 410-4.1E)
The Business Valuation Review Report should contain the following:	IVS 101/102/103 (40.1-40.2)		
a) State which information, analyses, opinions, and conclusions in the work under review that the member accepted as credible and used in developing the member's Conclusion of Value or Calculated Value;	IVS 101/102/103 (40.1-40.2)		
b) Summarize any additional information relied on and the reasoning for the member's Conclusion of Value, Calculated Value, or review opinion related to the work under review; and	IVS 101/102/103 (40.1-40.2)		
c) Clearly and conspicuously state all hypothetical conditions/assumptions connected with the member's Conclusion of Value, Calculated Value, or review opinion related to the work under review and state whether their use might have affected the assignment results.	IVS 101/102/103 (40.1-40.2)		
4. Business Valuation Review Assumptions and Limiting Conditions	IVS 101/102/103 (40.1-40.2)		
a) Clearly and accurately disclose all assumptions and hypothetical conditions used in the assignment.	IVS 101/102/103 (40.1-40.2)		Statements 410-7.1/410-8.1
5. Sources of Information Relied Upon by the Member	IVS 101/102/103 (40.1-40.2)		Statement 410-6.1
6. Representation of the Member	IVS 101/102/103 (40.1-40.2)		Statement 410-4.1I
7. Appendix and/or Exhibits	IVS 101/102/103 (40.1-40.2)		Statement 410
8. Qualifications of Member	IVS 101/102/103 (40.1-40.2)		Statement 420-3.1A
To the extent that it is both possible and appropriate, an oral Business Valuation Review Report must address the substantive matters set forth in NACVA's Professional Business Valuation Review Standards.			

IX. International Glossary

NACVA	IVSC	RICS/Red Book	CICBV
The International Glossary of Business Valuation Terms was developed by the valuation organizations identified in the Glossary. These definitions should be used by members (see Appendix) unless preempted by Regulatory authority.	IVS Glossary [IVS4]	RICS Glossary [RIC4]	PB No. 2-International Glossary of Business Valuation Terms

X. Effective Date

NACVA	IVSC	RICS/Red Book	CICBV
These Professional Standards are effective for engagements accepted on or after June 1, 2017. Earlier adoption by members is encouraged. Revised to include Review Standards.	Effective July 1, 2017. Early adoption of these standards is allowed.	Effective July 1, 2017 (See Introduction Par 20)	Standard 110 issued June 17, 2009, while other specific Standards issued after that date

Definitions

“Blank”—In those instances where there is a “Blank” or there is no reference in a cell, it simply means there may be no equivalent reference in that particular set of professional standards to the NACVA Professional Standards. That is not to say that a general reference source within the international valuation standards may cover this particular NACVA Professional Standard in principle.

IVS Footnotes:

[IVS1] The International Valuation Standards (“IVS”) of the IVSC consist of mandatory requirements that must be followed in order to state that a valuation was performed in compliance with the IVS. Certain aspects of the standards do not direct or mandate any particular course of action, but provide fundamental principles and concepts that must be considered in undertaking a valuation.

The IVS are arranged as follows:

The IVS Framework serves as a preamble to the IVS. The IVS Framework consists of general principles for valuers following the IVS regarding objectivity, judgment, competence, and acceptable departures from the IVS.

The IVS General Standards set forth requirements for the conduct of all valuation assignments including establishing the terms of a valuation engagement, bases of value, valuation approaches and methods, and reporting. They are designed to be applicable to valuations of all types of assets and for any valuation purpose.

The IVS Asset Standards include requirements related to specific types of assets, including business and business interests, intangible assets, plant and equipment, real property interests, development property, and financial instruments. These requirements must be followed in conjunction with the General Standards when performing a valuation of a specific asset type. The Asset Standards include certain background information on the characteristics of each asset type that influence value and additional asset-specific requirements on common valuation approaches and methods used.

[IVS2] A document entitled *A Bridge from USPAP to IVS 2018* published January 1, 2018, describes additional steps to be taken by appraisers already accustomed to providing USPAP-compliant appraisals to make valuations IVS-compliant. It is important to note that such a process begins at the outset of an appraisal assignment by providing a scope of work document to the client (**appraisals, once communicated to the client/intended users, cannot be made IVS-compliant retroactively**). Further, some additional reporting steps are needed, notably, any departure from IVS. However, this document goes on to say that “many differences in the standards are superficial and are due to different

presentation and organization. Some differences are unavoidable because the IVS have to be applicable across the globe, whereas USPAP is designed for use within the United States and has to reflect U.S. law and practice.” But, “in the end, both are remarkably similar. Both address report content and file documentation. Both address the competency and independence of the appraiser. As a result, an appraiser accustomed to providing USPAP-compliant appraisal reports should not have much difficulty in also meeting the requirements of the International Valuation Standards.”

[IVS3] The IVS do not specifically distinguish among detailed, summary, or calculation reports. Rather, it is essential that the valuation report communicates the information necessary for proper understanding of the valuation or valuation review. However, in accordance with IVS 10.3, the valuation report or valuation review may range from comprehensive narrative reports to abbreviated summary reports.

[IVS4] The IVS includes its own glossary of terms. However, this glossary does not attempt to define basic valuation, accounting, or finance terms, as valuers are assumed to have an understanding of such terms.

RICS/Red Book Footnotes:

[RIC1] As stated in the Preface of the RICS Valuation—Global Standards (June 2017) (“Red Book”), “this 2017 edition reflects, among other things, the significant changes made and incorporated into the IVS 2017, as well as recent progress in the development of international standards for ethics and for measurement. As before, the IVS are cross-referenced throughout and reproduced in full in Part 6.”

The 2017 edition of the Red Book includes Global Professional Standards (“PS”) and Global Valuation Practice Statements (“VPS”). All RICS members providing a written valuation are required to comply with these PS and VPS standards, unless stated otherwise, they are mandatory. In addition, certain guidance notes in the Red Book 2017 edition are included as RICS Global Valuation Practice Guidance—Applications (“VPGA”), and while these applications are primarily advisory in nature, all members are expected to be familiar with them.

Further, each VPS now consists of (i) the key principles or “Rules” that are to be followed and (ii) how those principles or rules are to be interpreted and implemented. The entirety of the text of each VPS constitutes the “standard”—the “implementation” text is an essential part of understanding and applying those principles and rules to individual valuation assignments, but very obviously, not every paragraph will be applicable to every assignment. They have to be

applied in a common-sense manner.

The RICS published Application of RICS Valuation—Professional Standards in the United States on July 13, 2012. This publication provides guidance and assistance to RICS members on the application of the Red Book 2012 to valuations that have to be provided in compliance with U.S. jurisdiction. Note that this is applicable to the Red Book 2012 edition.

[RIC2] RICS/Red Book Standards do not specifically distinguish among detailed, summary, or calculation reports. Rather, the format and detail of the report are matters to be agreed between the valuer and the client in the terms of engagement. It should always be proportionate to the task, and—as for the valuation itself—professionally adequate for the purpose. Where the report is to be provided on a form, or in a format, specified by the client, which omits reference to one or more of the headings provided in VPS 3-2.1, then either the initial service agreement or the terms of engagement—or an appropriate combination of the two—must clearly address these matters. Failure to do so would result in the valuation not being performed in accordance with the RICS Valuation—Global Standards (see also VPS 1-1—General Principles).

Further, valuation reports must address the items presented in VPS 3-2.1, which reflect the requirements set out in VPS 1 for the terms of engagement (scope of work). Although reports may often commence with identification of the asset (or liability) and confirmation of the purpose of the valuation, valuers are otherwise strongly advised, where possible, to consider and follow the headings set out in VPS 3-2.1, to ensure that all relevant matters are covered (VPS 3-1.2/VPS 3-2.1).

[RIC3] A valuation is the responsibility of an individual member. RICS/Red Book Standards do not allow a valuation to be prepared by a “firm” as stated in RICS VPS 3-2.2(a)-1, although the use of “for and on behalf of” under the responsible valuer’s signature is an acceptable substitution. Further, it now appears to be mandatory to include the limit that applies to the valuer’s liability in the terms of engagement and report, even if this is confirmation that it is unlimited as stated in RICS VPS 1-3.2(r).

[RIC4] RICS/Red Book Standards include their own glossary of terms that may be somewhat different from that of the NACVA Professional Standards—International Glossary of Business Valuation Terms.

CICBV Footnotes:

[CICBV1] The Canadian Institute of Chartered Business Valuators ("CICBV") is a business valuation organization in Canada. The CICBV establishes the practice standards, educational requirements, and ethical guidelines, which support and promote the integrity of the Chartered Business Valuator ("CBV") profession. In addition, the CICBV became a member and sponsor of the IVSC in 2008 and a number of CBVs have served on the IVSC Boards and Advisory Forum for years and continue to serve. In addition, the CICBV partnered with the ASA to co-found the International Institute of Business Valuators ("IIBV") in 2009.

Members of the CICBV must adhere to all Practice Standards, since they represent a minimum required standard of care. The Practice Standards do not necessarily ensure compliance with all obligations required under the Code of Ethics and applicable law. Further, from time to time, the CICBV issues Practice Bulletins to provide guidance to its members on the application of the CICBV's Practice Standards and Code of Ethics. Practice Bulletins are provided to assist members in the exercise of their professional judgment in carrying out valuation assignments.

The CICBV's Practice Standards and Practice Bulletins are not published in a single document, but rather are issued as multiple numbered documents. Consequently, we have provided a listing of the Practice Standards and Practice Bulletins below:

Practice Standards:

Standard No. 110–Valuation Report Standards and Recommendations
Appendix A to Standard No. 110–Valuation Reports Prepared for Purposes of Securities Legislation, Regulation or Policies
Appendix B to Standard No. 110–Valuation for Financial Reporting
Standard No. 120–Valuation Reports: Scope of Work Standards and Recommendations
Standard No. 130–Valuation Reports: File Documentation Standards and Recommendations
Standard No. 210–Advisory Reports: Report Disclosure Standards and Recommendations
Standard No. 220–Advisory Reports: Scope of Work Standards and Recommendations
Standard No. 230–Advisory Reports: Files Documentation Standards and Recommendations
Standard No. 310–Expert Reports: Report Disclosure Standards and Recommendations
Standard No. 320–Expert Reports: Scope of Work Standards and Recommendations
Standard No. 330–Expert Reports: File Documentation Standards and Recommendations
Standard No. 410–Limited Critique Reports: Reporting Standards and Recommendations
Appendix A to Standard No. 410–Labour Sponsored or Venture Capital Fund Valuation Reports: Report Disclosure Standards and Recommendations
Standard No. 420–Limited Critique Reports: Scope of Work Standards and Recommendations
Standard No. 430–Limited Critique Reports: File Documentation Standards and Recommendations

Standard No. 510–Fairness Opinions: Disclosure Standards and Recommendations
Standard No. 520–Fairness Opinions: Scope of Work Standards and Recommendations
Standard No. 530–Fairness Opinions: File Documentation Standards and Recommendations
Standard No. 610–Investment Entity Review Report: Report Disclosure Standards and Recommendations
Standard No. 620–Investment Entity Review Report: Scope of Work Standards and Recommendations
Standard No. 630–Investment Entity Review Report: File Documentation Standards and Recommendations

Practice Bulletins:

No. 1–Guidance on Limited Critique Reports
No. 2–International Glossary of Business Valuation Terms
No. 3–Guidance on the Types of Valuation Reports
No. 4–Guidance on Definition of Valuator, Expert, and Assistants
No. 5–Guidance as to When Communications are not Valuation, Advisory, Expert, or Limited Critique Reports
No. 6–Guidance on Disclosure of Reliance on Financial Statements and Other Information
No. 7–Guidance on Use of Draft Reports

It is important to note that the foregoing CICBV Standards cover the performance of certain valuation services that are not specifically covered by the NACVA Professional Standards or other International Business Valuation/Appraisal Standards, including fairness opinions (Standards 510, 520, and 530) and the independent review to assess whether or not the value of shares, units, underlying investments, or the net asset value of an investment entity is reasonable (Standards 610, 620, and 630).

Summary:

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For additional information regarding NACVA Professional Standards, please visit www.NACVA.com/Standards.