



**I-DEALS
NETWORK**
CONNECTING BUSINESS LIVES



BUSINESS VALUATION SUMMIT 2018

**3rd May
Mumbai**

Welcome to the Business Valuation Summit 2018

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



Raj Mishra
CEO, I-Deals Network

A handwritten signature in black ink that reads "Raj Mishra". The signature is stylized, with the first name "Raj" and last name "Mishra" clearly legible.

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, bakers, consultants and dealmakers to facilitate smoother deal closure.

About

International Valuation Standards Council (IVSC)



The International Valuation Standards Council (IVSC) is an independent, not-for-profit, private sector standards organisation incorporated in the United States and with its operational headquarters in London, UK. IVSC develops international technical and ethical standards for valuations on which investors and others rely.

IVSC is responsible for developing the International Valuation Standards and associated technical guidance. To ensure that the public interest is effectively protected it also engages with other bodies active in the regulation of the financial markets to ensure that valuation issues are properly understood and reflected.

In developing its standards and technical guidance, IVSC follows a process of issuing discussion papers and exposure drafts for public comment.

As of 2017, the IVSC has over 70 organisations in membership from around the world. The organisations in membership accredit and regulate the conduct of individual valuers who specialize in the valuation of

many different types of assets and liabilities, such as business interests, real property, intangibles, capital equipment and financial instruments

The International Valuation Standards (IVS) are international standards that consist of various actions required during the undertaking of a valuation assignment supported by technical information and guidance. The IVSC Standards Board is responsible for the development and maintenance of the International Valuation Standards.

Summit Agenda

9.00 a.m. - 10.00 a.m.	Registration and Welcome Remarks
10.00 a.m. - 10.15 a.m.	<p>An overview of the global valuation profession and the imperative for adopting international standards for business valuations.</p> <ul style="list-style-type: none"> i. The global eco system ii. Speaking a common language for users of valuation reports and regulators
10.15 a.m. - 11.15 a.m.	<p>Panel 1 . The need for regulation for the business valuation profession.</p> <ul style="list-style-type: none"> i. Importance of valuations in financial reporting ii. Valuation standards – whose standards for technical methodologies, ethics and professionalism, performance standards iii. Proposed regulations in India iv. The future of the business valuation profession v. International and India designations vi. The ecosystem of the BV profession in India vii. Protecting the public - Peer reviews and complaints processes
11.15 a.m. - 11.30 a.m.	Networking Morning Tea Break
11:30 a.m. - 12:30 p.m.	<p>Presentation : Valuation in Insolvency and the Bankruptcy Code</p> <ul style="list-style-type: none"> i. Role of Registered Valuers ii. Distressed Asset Valuation iii. Litigation arising under the I & B Code
12.30 p.m. - 01.30 p.m.	Luncheon
01:30 p.m. - 02:15 p.m.	Panel II : Valuation of Start-ups

Summit Agenda

02:15 p.m. - 02:45 p.m.	Panel III : Private Equity perspective on Valuation
	<p>What factors influence valuation in PE investments?</p> <p>What differentiates evaluation between an Angel Investor, VC and PE?</p> <p>Key deal breakers in PE transactions specific to valuation??</p>
02:45 p.m. - 03:30 p.m.	Panel IV : Valuation in M&A transactions
	<p>Business Valuation in M&A deals</p> <p>How M&A transactions are diff from a PE transaction? What are the valuation drivers?</p> <p>Different requirements of valuations in a M&A deal – price discovery, regulatory, accounting, tax, stock markets</p> <p>Key deal breakers in M&A transactions?</p> <p>Role of Investment Bankers in price discovery for M&A transactions?</p> <p>How identify and track the KPI in M&A deals?</p>
03:30 p.m. - 03:45 p.m.	Networking Evening Tea Break
03:45 p.m. - 04:30 p.m.	Panel V : Best Practices in Business Valuations
	<p>i. Valuation methodologies and challenges</p> <p>ii. Determining the cost of capital in India</p> <p>iii. Complex financial instruments</p> <p>iv. Contingent consideration</p>
04:30 p.m. - 04:45 p.m.	Q & A
04:45 p.m.	Closing Remarks

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



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.



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.



Raj Mishra

Founder and CEO, I-Deals Network

Raj Mishra is Founder and CEO of I-Deals Network. He has total experience of 14 years as an entrepreneur. Prior to I-Deals Network he was also involved in launching HR Startup. He has also worked in companies like Star Tv, Newscorp and FPSB India. He has mentored Startups and helped them in fundraising. He is also invited on panels of different Startup Events. He enjoys reading books and travelling is his passion.

Event Sponsors



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.

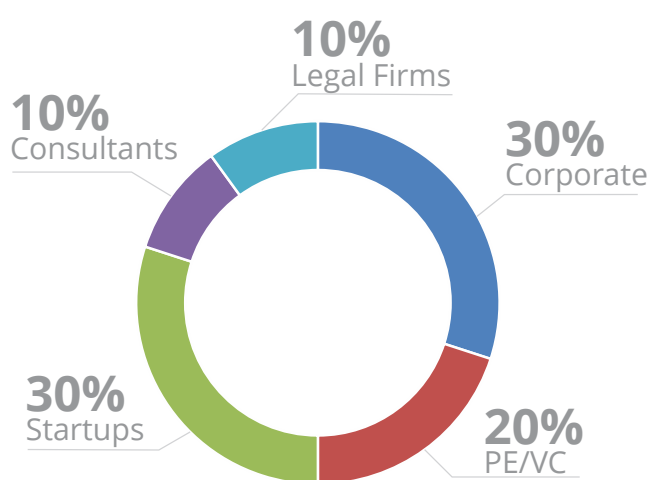
Event Partners



Why You Should Sponsor



Target Audience



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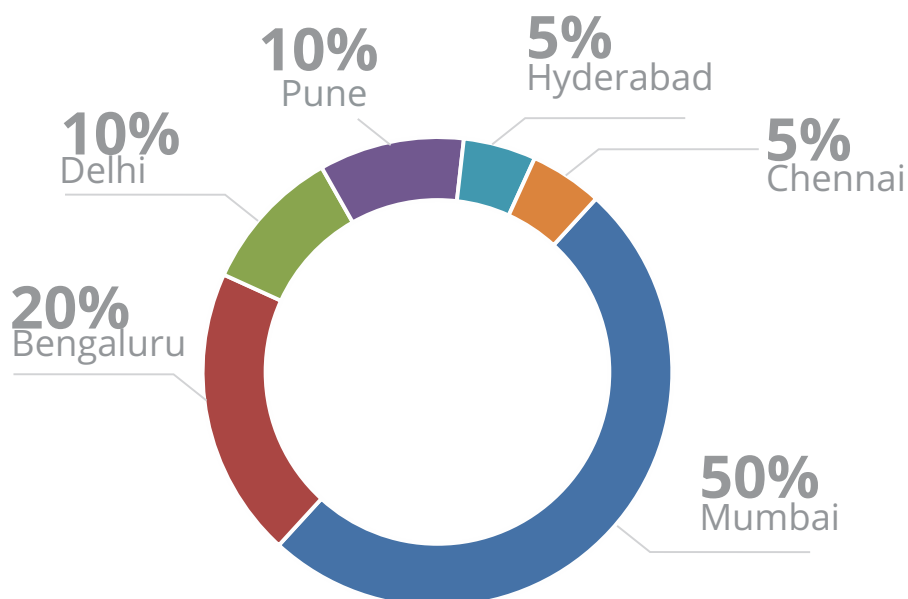
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Location wise Audience



Sponsorship Package

Sponsors can select from the following activities to create a tailored partnership solution that specifically meets each of their market goals and objectives to deliver unrivalled value and return of investment:

Broad Benefits		Description Category	Category				
			Lead	Platinum	Gold	Silver	Exhibitor
		Partnership Fee (Rs.)	25 Lakhs	15 Lakhs	10 Lakhs	05 Lakhs	03 Lakhs
1 RECOGNITION		Logo to appear on front cover of Delegate Book	✓	✓	N	N	N
		Logo, plus a 100 word write up, to appear inside of the Delegate Book.	✓	✓	✓	✓	✓
		A4 size ad to appear in Delegate Brochure	✓	✓	✓	x	x
		Logo to appear on the event web page	✓	✓	✓	✓	✓
		Logo to appear on all print media advertising done to promote the event	✓	✓	✓	✓	x
		No. of Inserts (your corporate brochure, promotional material etc) into conference delegate kits.	5	3	2	1	1
		Logo to be included on the onsite signage	✓	✓	✓	✓	✓
		Logo to be included on the stage back-drop	✓	✓	✓	✓	x
2 THOUGHT LEADERSHIP		Opportunity to Structure a Panel Discussion	✓	✓	x	x	x
		Participation of a Senior Level Executive in Panel Discussion	✓	✓	✓	x	x
3 COMPLEMENTARY PASSES		Additional tickets at 20% Discount	✓	✓	x	x	x
			✓	✓	✓	x	x

Sponsorship Package

Broad Benefits		Description Category	Category				
			Lead	Platinum	Gold	Silver	Exhibitor
Partnership Fee (Rs.)			25 Lakhs	15 Lakhs	10 Lakhs	05 Lakhs	03 Lakhs
4 ON-SITE BRANDING	Free standing banner (2m x 1m) inside the conference room		3	2	1	0	0
	Free standing banner (2m x 1m) in the conference registration area		3	2	1	0	0
	Kiosk/company desk at the event pre function area		✓	✓	✓	x	✓
	A dedicated video of the company (one minute video) during the Networking and Lunch breaks		✓	✓	x	x	x
5 DELEGATE DATA	Complete delegate data to be shared		✓	✓	x	x	x
6 OTHER BENEFITS	Complimentary Passes for Prof. Aswath Damodaran Workshop in Hong Kong		3	2	1	0	0
	Discount for i-Deals Network Training for One Year		50%	35%	25%	0	0

Other Sponsorship Options

Badges & Lanyard Partner	2 Lakhs
Gift Sponsor (For Delegates)	2 Lakhs
Gift Sponsor (For Speakers)	1 Lakh

* Please note the above rates are exclusive of GST

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INR 7,999 + GST (18%) for Normal Pass

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INR 5,999 + GST (18%) Valid till 31st March

Group Discount (for 3 or more delegate)

INR 5,499 + GST (18%) Valid till 28th feb

For registration and sponsorship, please email us at
register@i-dealsnetwork.com or (call or Whatsapp)
on +91-9650920078

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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**3rd May
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