

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.

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 the respective business valuation standards promulgated by the National Association of Certified Valuators and Analysts ("NACVA"), to the Global Association of Certified Valuators and Analysts ("GACVA"), to the International Valuation Standards Council ("IVSC"), to the Royal Institution of Chartered Surveyors ("RICS"), and to the Chartered Business Valuators Institute ("CBV Institute"). 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. This document can be used as a starting point toward a harmonization of industry-wide and accepted standards by the respective organizations. It is important for the reader to review carefully the general references of each of the 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 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.

I. Introduction

NACVA	GACVA [G1]	IVSC [IVS1] [IVS2]	RICS/Red Book [RIC1]	CBV Institute [CBV1] [CBV2] [CBV3] [CBV5]
These principles-based Standards have been developed to provide guidance to members/credentialed designees ¹ and other valuation professionals performing valuation and other professional services. The use of professional judgment is an essential component of estimating value.	X	Introduction and IVS Framework	Introduction/PS 1	Code of Ethics ("Code")/Standards 110/120/130/210/220/230
A. Preamble Members/credentialed designees of the National Association of Certified Valuators and Analysts (NACVA) shall comply with the standards and definitions herein. NACVA will adopt changes to and interpretations of the Standards when necessary.	X	Code of Ethical Principles for Professional Valuers ("Code")/ IVS Framework ("Framework")	RICS Rules of Conduct ("Code") and PS 1/PS 2	Code 101/Standards 110/120/130/210/220/230

II. General and Ethical Standards

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
A member/credentialed designee shall perform professional services in compliance with the following principles:	X	Code/Framework	PS 1 and PS 2	Code 101
A. Integrity and Objectivity A member/credentialed designee shall remain objective, maintain professional integrity, shall not knowingly misrepresent facts, or subrogate judgment to others. The member/credentialed designee must not act in a manner that is misleading or fraudulent.	X	Code Par 12/Appendix A2.1–A2.13/Core Principles of Valuation 1./Framework (40.1/40.2)	Code Rule 1 and PS 2	Code Ethical Principles
B. Professional Competence A member/credentialed designee shall only accept engagements the member/credentialed designee can reasonably expect to complete with a high degree of professional competence. If a member/credentialed designee lacks the knowledge and/or experience to complete such engagements with a high degree of professional competence, the member/credentialed designee is not precluded from performing such engagements. In such instance, the member/credentialed designee 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.	X	Code Par 12(c)/Appendix A2.14–A2.19/Core Principles of Valuation (1./2.)/Framework (50.1/50.2/50.3)	Code Rule 2 and PS 2	Code 102

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
C. Due Professional Care A member/credentialed designee must exercise due professional care in the performance of services, including completing sufficient research and obtaining adequate documentation.	X	IVS 102 (20.2)	Code Rule 3 and PS 2	Code Ethical Principles
D. Understandings and Communications with Clients A member/credentialed designee 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/credentialed designee shall notify the client. A member/credentialed designee shall inform the client of conflicts of interest, significant reservations concerning the scope or benefits of the engagement, and significant engagement findings or events.	X	Code Appendix 1/IVS 101 (20.3/20.4/20.5/20.6/30.2)	Code Rules 1 and 3 and PS 2/VPS 1	Standards 120-3A, 130-5B
E. Planning and Supervision A member/credentialed designee shall adequately plan and supervise the performance of services.	X	IVS 101 (10.1/10.2/20.1/20.2)	Code Rules 2 and PS 2/VPS 2	Code 101.2/Standards 120-3C
F. Sufficient Relevant Data A member/credentialed designee shall obtain sufficient relevant data to afford a reasonable basis for conclusions, recommendations, or positions.	X	IVS Core Principles of Valuation 11./IVS 102 (20.1–20.7)	Code Rule 3 and VPS 2	Standards 120-3D
G. Confidentiality Unless required to do so by competent legal authority, a member/credentialed designee shall not disclose any confidential client information to a third party without first obtaining the express consent of the client.	X	Code Par 12(d)/Appendix A2.20–A2.27/IVS Core Principles of Valuation 1.	Code Rule 1 and PS 2-3.5—3.8	Code Ethical Principles/Code 500
H. Acts Discreditable A member/credentialed designee shall not commit any act discreditable to the profession.	X	Code Par 12(e)/Appendix A2.28–A2.32	Code Rule 5 and PS 2	Code Ethical Principles
I. Client Interest A member/credentialed designee shall serve the client interest by seeking to accomplish the objectives established with the client, while maintaining integrity and objectivity.	X	Code Par 12/Appendix 1	Code Rule 1 and PS 2	Code Ethical Principles/Code 400
J. Documentation Quantity, type, and content of documentation are matters of the member's/credentialed designee's professional judgment. Members/credentialed designees should retain documentation for a sufficient time period to comply with legal, regulatory, and professional requirements. NACVA recommends a minimum of five years.	X	IVS 102 (20.1–20.7/30.1)/IVS Core Principles of Valuation 11./14.	Code Rule 3 and VPS 2	Standards 120-3.1D
K. Financial Interest A member/credentialed designee shall not express a Conclusion of Value or a Calculated Value unless the member/credentialed designee and the member's/credentialed designee's firm state either of the following:	X	IVS 101 (20.3a)	Code Rule 1 and PS 2	Code 400
1. "I (We) have no financial interest or contemplated financial interest in the subject of this report"; or	X			Standards 110-10.1H
2. "I (We) have a (specify) financial interest or contemplated financial interest in the subject of this report."	X			

III. Scope of Services

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
A. Applicability These standards are applicable when valuing a <i>business, business ownership interest, security, or intangible asset</i> . The General and Ethical standards apply to all professional services performed by members/credentialed designees.	X	IVS 101/102/200/210/220/230/300/500	VPS 1/2 and VPGA 1/3/6	Standards 120/220
B. Valuation Services A member/credentialed designee may express either a Conclusion of Value or a Calculated Value. When performing such Valuation Services, members/credentialed designees shall comply with these Development and Reporting Standards. Valuation Services are:	X	IVS 101	VPS 3	Standards 110/120

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
<p>1. Valuation Engagement A Valuation Engagement requires that a member/credentialed designee apply valuation approaches or methods deemed in the member's/credentialed designee's professional judgment to be appropriate under the circumstances and results in a Conclusion of Value; or</p>	X	IVS 101/105	VPS 5	Standard 120-4.1B [CBV4]
<p>2. Calculation Engagement A Calculation Engagement occurs when the client and member/credentialed designee agree to specific valuation approaches, methods, and the extent of selected procedures and results in a Calculated Value.</p>	X	IVS 101/105 (10.9) [IVS4]	VPS 1/3/5	[CBV4]
<p>C. Other Services Any service provided by a member/credentialed designee 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.</p>	X	It does not appear Other Services are covered	It does not appear Other Services are covered	Code of Ethics and Practice Bulletin ("PB") No. 5
<p>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/credentialed designee should follow the applicable published authority or stated procedures. The other parts of these Standards shall continue in full force and effect.</p>	X	IVS 102 (40.1–40.2)/ Framework (60.1–60.4)	PS 1	

IV. Development Standards

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
<p>A. General A member/credentialed designee shall comply with these Development Standards when expressing a Conclusion of Value or a Calculated Value.</p>	X	IVS 101/102/105 (10.9)/200/210/220/230/300/500	PS1	Standard 120. For calculated value, refer to [CBV4] .
<p>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.</p>	X	Code Par 12/IVS 101/105 (10.9)	VPS 3/4 (VPGA 10 cautions against using value ranges)	Standards do not specifically address expressing value as a single number or range. Standards 110-4/110-5/110-6/120 discusses independence and objectivity.
<p>C. Reliability of Data A member/credentialed designee may rely upon information provided by any source without corroboration if disclosed in the report.</p>	X	IVS 101 (20.3[<i>jj</i>])/102 (20.5)/IVS Core Principles of Valuation 11.	VPS 2	Not explicitly addressed. Standard 120-4.1D (See PB No. 3).
<p>D. Scope Limitations A member/credentialed designee must consider scope limitations which affect the level of reliance on the information.</p>	X	IVS 101/102	VPS 1/2	Standard 120-3.1F
<p>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/credentialed designee's responsibility should be documented.</p>	X	IVS 101/102 (20.4)	VPS 1/3	Standard 120-4.1D
<p>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.</p>	X	IVS 101/102/104/105/200/210/ 220/230/300/500	VPS 5	Standard 120-4.1B

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
G. Identification A member/credentialed designee must define the assignment and determine the scope of work necessary by identifying the following:	X			Standard 120 (Note: Standard 110-Reporting Disclosure Standard includes applicable detail below)
1. Subject to be valued;	X	IVS 105/200/210/220/230/300/500	VPS 1	
2. Interest to be valued;	X	IVS 105/200/210/220/230/300/500	VPS 1	
3. Valuation date;	X	IVS 105/200/210/220/230/300/500	VPS 1	
4. Purpose and use of the valuation;	X	IVS 101/102/104/200/210/220/230/300/500	VPS 1	
5. Standard of value;	X	IVS 101/102/104/200/210/220/230/300/500	VPS 1/4	
6. Premise of value;	X	IVS 101/102/104/200/210/220/230/300/500	VPS 1/4	
7. Intended users;	X	IVS 105/200/210/220/230/300/500	VPS 1	
8. Valuation approaches or methods;	X	IVS 105/200/210/220/230/300/500	VPS 5	
9. Assumptions, limiting conditions, and scope limitations;	X	IVS 105/200/210/220/230/300/500	VPS 1	
10. Ownership size, nature, restrictions, and agreements;	X	IVS 105/200/210/220/230/300/500	VPS 1	
11. Sources of information; and	X	IVS 105/200/210/220/230/300/500	VPS 1	
12. Other factors that may influence value when appropriate in the opinion of the member/credentialed designee.	X	IVS 101/102/105/200/210/220/230/300/500	VPS 1/4	
H. Fundamental Analysis For a Conclusion of Value, the member/credentialed designee must obtain and analyze applicable information, as available, to accomplish the assignment, including:	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	Standard 120 (Note: Standard 110-Reporting Disclosure Standard includes applicable detail below)
1. The nature of the business and the history of the enterprise;	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	
2. The economic outlook in general and the condition and outlook of the specific industry in particular, including how the enterprise compares financially to companies in a similar line of business;	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	
3. The adjusted book value of the interest to be valued and the financial condition of the enterprise;	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	
4. The earning capacity of the enterprise;	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	

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5. The dividend paying capacity of the enterprise;	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	
6. Whether or not the enterprise has goodwill or other intangible value;	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	
7. Prior sale of interests in the enterprise being valued;	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	
8. Size of interest to be valued and its control, liquidity, and marketability characteristics;	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	
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;	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	
10. Hypothetical conditions appropriate for the circumstances; and	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	
11. All other information deemed by the member/credentialed designee to be relevant.	X	IVS 105/200/210/220/230/300/500	Refer to Part 5: Valuation Applications, VPGA 1–10	

V. Reporting Standards

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
A. General A member/credentialed designee 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/credentialed designees of NACVA. The purpose of these Reporting Standards is to establish minimum reporting criteria.	X	IVS 101/102/103/105(10.9) [IVS4] [IVS5]	PS 2 and VPS 1/3	Standard 110 [CBV4]
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.	X	IVS 103 (20.1–20.3) [IVS4] [IVS5]	VPS 3	Standard 110 (Comprehensive, Estimate, and Calculation Valuation Reports) [CBV4]
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/credentialed designee should disclose the report type (Detailed, Summary, or Calculation).	X	IVS 103 (10.1–10.4) [IVS3] [IVS4] [IVS5]	VPS 3 [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:	X	IVS 101/102/103 [IVS5]	PS 2 and VPS 1/3	Standard 110 (Comprehensive Valuation Report)
a) Letter of Transmittal	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
b) Table of Contents	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
c) Introduction, may include:	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(1) Identification of the subject being valued	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(2) Purpose and use of the valuation	X	IVS 101/102/103/104	PS 2 and VPS 1/3	Standard 110
(3) Description of the interest being valued	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(4) Ownership size, nature, restrictions, and agreements	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(5) Valuation date	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(6) Report date	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(7) Standard of Value and its definition	X	IVS 101/102/103/104	PS 2 and VPS 1/3	Standard 110
(8) Identification of the premise of value	X	IVS 101/102/103/104	PS 2 and VPS 1/3	Standard 110

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
(9) Scope limitations	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(10) Material matters considered	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(11) Hypothetical conditions/assumptions and the reason for their inclusion	X	IVS 103/104	PS 2 and VPS 1/3/4	Standard 110
(12) Disclosure of subsequent events considered	X	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110
(13) Reliance on a specialist	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(14) Denial of access to essential data	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(15) Jurisdictional exceptions and requirements	X	IVS 101/102/103	PS 2 and VPS 1/3	
d) Sources of information	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
e) A description of the fundamental analysis (refer to IV.H.), may include:	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(1) Historical financial statement summaries	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(2) Adjustments to historical financial statements	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(3) Adjusted financial statement summaries	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(4) Projected/forecasted financial statements including the underlying assumptions	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(5) Non-operating assets and liabilities	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(6) Valuation approaches and method(s) considered by the member/credentialed designee	X	IVS 101/102/103/105	PS 2 and VPS 1/3	Standard 110
(7) Valuation approaches and method(s) utilized by the member/credentialed designee	X	IVS 101/102/103/105	PS 2 and VPS 1/3	Standard 110
(8) Other items that influence the valuation	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(9) Site visit disclosure	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(10) Reconciliation of estimates and conclusion of value	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
f) Identification of the assumptions and limiting conditions	X	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110
g) Representation of the member/credentialed designee, may include:	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(1) Client identification and limitations on use of report	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(2) Disclosure of any contingency fee	X	IVS 101/102/103	PS 2 and VPS 1/3	Code 401.3(ii)
(3) A statement of financial interest	X	IVS 101/102/103	PS 2 and VPS 1/3	Code 401.3(i)
(4) Whether or not the member/credentialed designee is obligated to update the report	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(5) Responsible member/credentialed designee signature—the member/credentialed designee who has primary responsibility for the determination of value must sign or be identified in the report	X	IVS 101/102/103	PS 2 and VPS 1/3 [RIC3]	Standard 110
h) Qualifications of member/credentialed designee	X	IVS 101/102/103	PS 2 and VPS 1/3	
i) Appendices and exhibits	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
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.	X	IVS 101/102/103 [IVS5]	PS 2 and VPS 1/3/4	[CBV4]
3. Calculation Reports A Calculation Report should set forth the Calculated Value and should include the following information.	X	IVS 101/102/103/105(10.9) [IVS4]	PS 2 and VPS 1/3	Standard 110 [CBV4]
a) Introduction, may include:	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(1) Identification of the subject interest	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(2) Purpose and use of the calculation	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
(3) Description of the interest being valued	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(4) Ownership size, nature, restrictions and agreements	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(5) Calculation date	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(6) Report date	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(7) Scope of work	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(8) Calculation Procedures	X	IVS 101/102/103/105	PS 2 and VPS 1/3	Standard 110
(9) Hypothetical conditions/assumptions and the reason for their inclusion	X	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110
(10) Disclosure of subsequent events considered	X	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110
(11) Reliance on a specialist	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
b) Identification of the assumptions and limiting conditions	X	IVS 101/102/103	PS 2 and VPS 1/3/4	Standard 110
c) Representation of the member/credentialed designee, adapted to a calculation report	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(1) Client identification and limitations on use of report	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(2) Disclosure of any contingency fee	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(3) A statement of financial interest	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(4) Whether or not member/credentialed designee is obligated to update the report	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
(5) Responsible member/credentialed designee signature—the member/credentialed designee who has primary responsibility for the determination of the calculated value must sign or be identified in the report	X	IVS 101/102/103	PS 2 and VPS 1/3 [RIC3]	Standard 110
d) Appendices and exhibits	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
e) Purpose of the calculation procedures	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
f) Statement that the expression of value is a Calculated Value	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
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."	X	IVS 101/102/103	PS 2 and VPS 1/3	Standard 110
4. Statement that the Report is in Accordance with NACVA Standards A statement similar to the following should be included in the member's/credentialed designee's report: "This analysis and report were completed in accordance with 'The National Association of Certified Valuers and Analysts' Professional Standards.'"	X	Framework (10.1/40.2)	PS 2 and VPS 1/3	Standard 110
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/credentialed designee from complying with the Development Standards and all other standards promulgated by NACVA.	X	Framework(60.1-60.4)/IVS 103	PS 1 and VPS 3	Standards 210/310/410

VI. Business Valuation Review

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
A. Applicability These standards are applicable in an engagement to review a report that valued a <i>business, business ownership interest, security, or intangible asset</i> . The General and Ethical standards apply to all professional services performed by member/credentialed designees.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standards 410/420/430
1. Under these Review Standards, if the member/credentialed designee provides a Conclusion of Value or Calculated Value as a part of the Review of another valuation analyst's work, the member/credentialed designee 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.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	A valuation conclusion shall comply with Standards 110/210/310
2. If the member/credentialed designee does not provide a Conclusion of Value or Calculated Value as part of the Business Valuation Review, the member/credentialed designee 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/credentialed designee can provide such opinion in a written or an oral Review Report.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standards 410/420/430
B. General Business Valuation Review is the act or process of developing and communicating a member's/credentialed designee'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.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
A Business Valuation Review opinion is not a Conclusion of Value or Calculated Value.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 410
A member/credentialed designee 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.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	PB No. 1
A member/credentialed designee 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 a client's objectives.	X	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/credentialed designee 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.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
Consistent with the member's/credentialed designee's scope of work, the member/credentialed designee 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.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
When the scope of work includes the member/credentialed designee developing his or her own Conclusion of Value or Calculated Value, the member/credentialed designee must comply with the Professional Standards applicable to the development of that conclusion or calculation.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 110 (See PB No. 1)
A member's/credentialed designee's findings and conclusions should be stated in the form of an opinion as of the completion date of the Business Valuation Review engagement.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
1. Types of Opinions	X			
When necessary for credible assignment results in the review of a report, the member/credentialed designee must:	X	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	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 410-7.2
b) Develop the reasons for any disagreement.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 410-7.2

VII. Review Engagement Development Standards

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
A. Identification A member/credentialed designee must define the assignment and scope of the work necessary by identifying the following:	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	Standard 420
1. The client and other intended users;	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
2. The purpose and intended use of the member's/credentialed designee's opinions and conclusions;	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
3. Whether the assignment includes the development of the member's/credentialed designee's own opinion of value or review opinion related to the work under review;	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
4. The ownership interest that is the subject of the work under review;	X	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;	X	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;	X	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;	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
8. The effective date of the member's/credentialed designee's opinions and conclusions; and	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
9. Any hypothetical conditions/assumptions necessary in the review.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
B. Fundamental Analysis A member/credentialed designee 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:	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
1. Complete research and analyses necessary to produce a credible Business Valuation Review;	X	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;	X	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;	X	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	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	
5. Develop the reasons for any disagreement.	X	IVS 101/102/103 (40.1-40.2)	PS 2-6	

VIII. Review Engagement Reporting Standards

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
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:	X	IVS 101/102/103 (40.1-40.2)	VPS 3	Standard 410
1. An Introduction	X			
a) State the identity of the client and any intended users, by name or type;	X	IVS 101/102/103 (40.1-40.2)		Standards 410-4.1A

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
b) State the purpose and intended use of the Business Valuation Review;	X	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;	X	IVS 101/102/103 (40.1-40.2)		Standard 410-4.1D
d) Identify valuation analyst(s) who completed the work under review, unless the identity is withheld by the client; and	X	IVS 101/102/103 (40.1-40.2)		Standard 410-4.1F
e) Identify the report under review, including the ownership interest.	X	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/credentialed designee must:	X	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	X	IVS 101/102/103 (40.1-40.2)		Standard 410-7.2D
b) State the reasons for any disagreement.	X	IVS 101/102/103 (40.1-40.2)		Standard 410-7.2
3. If outside the Business Valuation Review, the member/credentialed designee develops his or her own Conclusion of Value or Calculated Value	X	IVS 101/102/103 (40.1-40.2)		A valuation conclusion shall comply with Standards 110/120/130
The Business Valuation Review Report should contain the following:	X	IVS 101/102/103 (40.1-40.2)		
a) State which information, analyses, opinions, and conclusions in the work under review that the member/credentialed designee accepted as credible and used in developing the member's/credentialed designee's Conclusion of Value or Calculated Value;	X	IVS 101/102/103 (40.1-40.2)		
b) Summarize any additional information relied on and the reasoning for the member's/credentialed designee's Conclusion of Value, Calculated Value, or review opinion related to the work under review; and	X	IVS 101/102/103 (40.1-40.2)		
c) Clearly and conspicuously state all hypothetical conditions/assumptions connected with the member's/credentialed designee's Conclusion of Valuation, Calculated Value, or review opinion related to the work under review and state whether their use might have affected the assignment results.	X	IVS 101/102/103 (40.1-40.2)		
4. Business Valuation Review Assumptions and Limiting Conditions	X	IVS 101/102/103 (40.1-40.2)		
a) Clearly and accurately disclose all assumptions and hypothetical conditions used in the assignment.	X	IVS 101/102/103 (40.1-40.2)		Statement 410-7.1
5. Sources of Information Relied Upon by the Member/Credentialed Designee	X	IVS 101/102/103 (40.1-40.2)		Statement 410-6.1
6. Representation of the Member/Credentialed Designee	X	IVS 101/102/103 (40.1-40.2)		Statement 410-4.11
7. Appendix and/or Exhibits	X	IVS 101/102/103 (40.1-40.2)		
8. Qualifications of Member/Credentialed Designee	X	IVS 101/102/103 (40.1-40.2)		
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.	X			

IX. International Glossary

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
The The NACVA Standards Board has developed practice aids to assist members/credentialed designees with the difference in terms from other Valuation Professional Organizations in the International Glossary of Appraisal/Valuation Terms—U.S. Domestic Comparison Chart of Definitions and International Glossary of Appraisal/Valuation Terms—International Comparison Chart of Definitions . Given that the definition for some terms may differ slightly based on the purpose of the valuation and jurisdiction, members/credentialed designees should ensure they are using and disclosing the most appropriate definition for the circumstances of the engagement. The use of the appropriate definition relies on the professional judgment of the business valuation professional.	X	IVS Glossary [IVS4] [IG1]	Part 2: Glossary [RIC4] [IG1]	PB No. 2-International Glossary of Business Valuation Terms [IG1]

X. Effective Date

NACVA	GACVA	IVSC	RICS/Red Book	CBV Institute
These Professional Standards are effective for engagements accepted on or after June 01, 2023. Earlier adoption by members/credentialed designees is encouraged.	X	Effective January 31, 2022. Early adoption of these standards is allowed.	Effective January 31, 2022 (See Introduction Par 20)	Standards 110/120/130 issued June 17, 2009, with revisions currently in progress and expected in 2022.

¹ **Note:** Membership in the National Association of Certified Valuators and Analysts® (NACVA®) is no longer required to obtain or maintain NACVA's Certified Valuation Analyst® (CVA®) and/or Master Analyst in Financial Forensics® (MAFF®) credential(s). This policy change was enacted to comply with standards promulgated by the accrediting bodies: the National Commission for Certifying Agencies® (NCCA®), a division of the Institute for Credentialing Excellence™ (ICE™), and the ANSI National Accreditation Board® (ANAB®), with whom we have accredited our CVA credential.

Definitions

“x”—An “x” in any column indicates that it matches or is equivalent to the NACVA Professional Standards.

“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.

GACVA Footnote:

[G1] The GACVA Professional Standards are identical to those published by the NACVA but put forth as a separate document to accommodate deviations from these standards from GACVA's international chapters. These deviations will not change the standards but be reflected as footnotes. GACVA and NACVA recognize that each country outside of the U.S. has nuances to how the performance and reporting of business valuation services is executed; driven by rules, regulations, laws,

guidance, precedent, and mandates promulgated by local governments and authoritative bodies. When drafting these standards, NACVA, a U.S. based entity, had as its field of vision how business valuation services were practiced in the U.S., and the authoritative bodies who had a voice into the discipline which could not be ignored, such as the Internal Revenue Service and the Judiciary. Likewise, we acknowledge that outside of the U.S., in specific countries, there are voices into the

discipline that cannot be ignored. Thus, where this exists and a deviation from the standards herein is necessary, such GACVA chapter is required to draft footnotes that they would attach to this document describing such deviation. In no instance may changes be made to the standards themselves; those can only be made by the authority of NACVA's Standards Board. All footnotes proffered by a GACVA chapter must be submitted first to NACVA's Standards Board for approval.

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 published the latest version of the IVS standards in July 2021, which become effective January 31, 2022 (the “Effective Date”). IVS members may elect to adopt the updated standards; however, they are not required to do so. The IVS illustrated in this Chart reflects the standards effective January 31, 2022.

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, inventory, 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 titled *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 or summary 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 103 (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. 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).

Generally, respondents have been equally split on whether the IVS should define “Calculation” and “Calculation Engagement.” Additionally, in nearly all cases, respondents believed a “Calculation” should not be compliant with IVS or only be compliant if significant disclosures and qualifications were made by the valuer. Most IVSC Board members agreed with this view and given the significant diversity in responses, the Boards determined that IVS should not define “Calculation” and “Calculation Engagement” at this time. However, the Boards plan to perform further research and stakeholder outreach regarding the broader market consideration related to “Calculation” and “Calculation Engagements.”

[IVS5] In February 2022, the AICPA published “A bridge from the AICPA Statement on Standards for Valuation Services, Valuation of a Business, Business Ownership Interest, Security or Intangible Asset (“VS Section 100”) to the IVS.” The focus of this bridging document is designed to take a VS Section 100 compliant detailed or summary valuation report and to identify the necessary steps to make the valuation report compliant with IVS. However, this bridging document is not designed to take an IVS compliant valuation report and to provide the changes necessary to make the report compliant with VS Section 100.

RICS/Red Book Footnotes:

[RIC1] As indicated in the Preface of the RICS Valuation—Global Standards (November 2021) (“RICS/Red Book”) (effective January 31, 2022), “this edition reflects, among other things, the recent changes made and incorporated into the IVS 2021 (effective January 31, 2022), as well as continuing progress in the development of internal standards for ethics and for measurement.” As in previous editions, the IVS are cross-referenced throughout and reproduced in full in Part 6.

The 2021 edition of the RICS/Red 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 RICS/Red 2021 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 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 RICS Valuation—Global Standards 2017 Jurisdiction Guide: USA (1st Edition) in May 2019. This publication provides relevant local market information associated with a RICS

international standard or RICS professional statement and is applicable to the global RICS/Red that was published in July 2017. In addition, RICS published Application of RICS Valuation—Professional Standards in the U.S. on July 12, 2012. This publication provides guidance and assistance to RICS members on the application of the RICS/Red 2012 to valuations that are to be following the U.S. jurisdiction. Note that this is applicable to the RICS/Red 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)/VPS 3-2.2(p).

[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.

CBV Institute Footnotes:

[CBV1] The CBV Institute (Formerly the “Canadian Institute of Chartered Business Valuators”) is a business valuation organization in Canada. The CBV Institute 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 CBV Institute 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 CBV Institute partnered with the ASA to co-found the International Institute of Business Valuators (“IIBV”) in 2009.

Members and registered students of the CBV Institute 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 CBV Institute issues Practice Bulletins to provide guidance to its members on the application of the CBV Institute’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 CBV Institute’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 CBV 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).

[CBV2] In June 2020, the CBV Institute issued *International Valuation Standards—A Bridge from CBV Institute Practice Standards to IVS*. While this Bridge Guide highlights the areas of differences, it is important to understand that CBV Institute Practice Standards and IVS are largely consistent in terms of the way business valuations are conducted in accordance with recognized concepts and principles. IVS do not contradict and are similar to CBV Institute Practice Standards, and the additional guidance and contents of IVS are helpful in the application of CBV Institute Practice Standards. It is important to note that only the IVS applicable to business valuations have been referenced and discussed in this publication. This document was based on the IVS that was effective January 31, 2020.

[CBV3] An Exposure Draft concerning revisions to the practice standards for independent valuations (Practice Standards Nos. 110, 120, and 130, or “the Standards”) was issued by CBV Institute for comment on June 3, 2021. The Exposure Draft contains proposed changes which impact Calculation Valuation Reports, as well as other targeted improvements. The Standards may be modified in light of the comments received by the deadline date of September 30, 2021. The Professional Practice and Standards Committee (“PPSC”) is the Committee of the CBV Institute Board of Directors responsible for developing and updating the CBV Practice Standards, Practice Bulletins, and the Code of Ethics in the public interest. The PPSC continues to review member feedback to the exposure draft and examine appropriate revisions to the Standards. Any revisions which differ materially from those proposed in the

Exposure Draft will be re-exposed for comment.

[CBV4] Practice Bulletin [“PB”] No. 3 provides guidance on types of valuation reports. These standards provide for three types of valuation reports (Comprehensive Valuation Reports, Estimate Valuation Reports, and Calculation Valuation Reports) that are distinguished by the scope of work, the amount of disclosure provided, and the level of assurance provided by the conclusion.

CBV Institute has no comparative work product for Calculation Engagements as defined in NACVA. CBV’s Calculation Valuations are fundamentally different in that they express a conclusion/opinion of value. Calculation valuation conclusions are still a form of

valuation conclusion, where the valuator can use various methods and/or approaches, as deemed appropriate. The valuator may not delve as deep in terms of the analysis/corroboration, but they are not issuing a “calculated value” (as defined in NACVA), although professional judgment and analysis still apply.

Moreover, the CBV Institute does not have a standalone Summary Report as defined in NACVA. Any “summary” must reference a full report.

[CBV5] References to Standards Series 300 and 400 have been removed from the document as these Standards Series are not related to development of conclusions of value and ultimately refer back to Standards Series 100.

International Glossary Footnote:

[IG1] The International Glossary of Business Valuation Terms was promulgated and adopted by the American Institute of Certified Public Accountants (AICPA), the American Society of Appraisers (ASA), the CBV Institute, the NACVA, and the Institute of Business Appraisers (IBA) (originally published in 2001). NACVA originally included the International Glossary of Business Valuation Terms as an Appendix to its NACVA Professional Standards and stated that these definitions should be used by members/credentialed designees unless preempted by Regulatory authority. In November 2021, The International Valuation Glossary—Business Valuation (“Glossary”) was developed by a working group made up of members of the American

Society of Appraisers (ASA), the CBV Institute, the RICS, and the Saudi Authority for Accredited Valuers (TAQEEM). The Glossary is intended to be an update to the International Glossary of Business Valuation Terms. It was developed as part of ongoing efforts to harmonize definitions for terms used in business valuation, as well as a reference tool to facilitate communication within the business valuation profession. The Glossary is designed to be helpful, but neither authoritative nor prescriptive. NACVA is aware that different business appraisal organizations may define technical terms somewhat differently, as well as defining certain terms not listed by other appraisal organizations. Consequently, NACVA created both a U.S. Domestic Comparison Chart

of Definitions and an International Comparison Chart of Definitions for Appraisal/Valuation Terms to provide as general reference tools (practice aids) for the valuation analyst involved in business valuations to compare and use the appropriate appraisal/valuation term based upon the purpose of the valuation and its jurisdiction. As a result of the publication of these NACVA Glossary practice aids, NACVA removed its Appendix of the International Glossary of Business Valuation Terms from its Professional Standards and has substituted references to these practice aids.

Summary

© NACVA Standards Board (6/1/2023). Initial versions prepared by Mark Kucik, Mark Hanson, and Carl Steffen. Substantial updates were made by C. Zachary Meyers and Carl Steffen. The current version of this document was substantially updated by members of the NACVA Standards Board. All rights reserved.

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