

Jim Horvath

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Profile

With over 30 years of experience, Jim has specialized in business and securities valuations, and related intellectual property. Having completed over 3,000 valuation assignments, including the supervision of large, complex multidiscipline valuation engagements, he has worked in a wide variety of industries and given expert testimony on valuation matters on multiple engagements. Jim also has extensive international experience, having worked on valuations, mergers, and acquisitions in 67 countries. He has authored several books and numerous articles on valuation, and both in Canada and internationally is a frequent speaker on valuation methods and issues.

Currently Managing Partner/Director of ValuQuest Limited. Previously, 1988 to May 2009, Partner with Deloitte & Touche engaged in Business Valuations. Former National Leader, and 19 years as Toronto office Leader, of Deloitte's Business Valuation service line. Also formerly a business valuation practitioner with PwC and KPMG.

Vice-Chair (June 2013 - Current), Director (2010 - Current), Member of Education Committee and Head of the Intangibles Course Update Committee (2013 - Current) IACVA (The International Association of Consultants, Valuators and Analysts). IACVA provides worldwide support to professionals who perform either valuation or are engaged in fraud deterrence. In its fields, IACVA is the largest business valuation accrediting and educational association in the world with over 6,000 individual ICVS (International Certified Valuation Specialist) members. The members are from over 50 countries around the globe.

Editor - Member of Editorial Board (August 2012 - Present) - Journal of Business Valuation and Economic Loss Analysis (JBVELA). The Journal of Business Valuation and Economic Loss Analysis (JBVELA) is a refereed academic journal that publishes continuously throughout the year. The Journal's mission is to improve the practice of business valuation, economic loss analysis, and risk management by helping to inform academics, practitioners, and attorneys about theoretical and practical developments in these fields.

Experience

Technology, Media and Telecommunications (TMT): The valuation for over 50 TMT companies, including those of or for Bell Canada, Teleglobe Canada, Bahamas Telecommunications Co. (BTC), Bell Northern Research, Bell Mobility, Telus Cellular Zones (of Mexico), Northern Electric Telekomunikasyon (Netas (of Turkey)), Nortel, Manitoba Telecom (MTS), Sasktel, Telesat Canada, ATX Telecom, SkySurf A2G Inc. etc.

Manufacturing/Forestry/Food Processing: For numerous purposes (such as mergers and acquisitions, and corporate reorganization) valued over 600 manufacturing companies both in Canada and internationally, including more than 20 with a value in the billions.

Professional Practices: For numerous purposes (such as mergers and acquisitions, corporate reorganization, matrimonial dissolution, business breakups) valued over 200 professional practices, including accounting, tax, scientific research and experimental development (SR&ED), law, general medical, dental, veterinary, radiology, chiropractic, physiotherapy, optometric, engineering, geoscience, architectural, graphic design, land surveying, management consulting, real estate consulting, financial advisory, and investment advisory practices.

Financial Institutions: Numerous valuations, fairness opinions and purchase price allocations of banks, credit card operations, life and property and casualty insurance companies, reinsurers and agencies. These include valuations (and valuation consulting services) for or of, among others: CIBC, Bank of Montreal, ScotiaBank, HSBC (Canada), Coutts Bank, numerous Canadian subsidiaries of Japanese banks, Banco del Pacifico (Ecuador), VISA, credit card operations of various retailers, Sun Life, Manulife Financial, Bermuda Fire & Marine, Royal Sunalliance, Cayman General Insurance, John Hancock Financial, and Fairfax Financial.

Retail: Provided valuations of brand names, trademarks, other intangible assets and lease interests relating to an arm's length sale.

Mining: For numerous purposes (such as mergers and acquisitions, and corporate reorganization) valued over 25 mining operations. These include valuations for or of, Placer Dome, Rusoro Mining [Gold] (of Venezuela) , Richmont Mines, CVG [Corporacion Venezolana de Guayana (of Venezuela)], Xstrata Canada (of Canada and Norway), Alcalis Chemical (of Brazil), BHP Billiton, FATLyF (coal mine in Argentina), Noranda, Linmine and Bermine (of Guyana), Dofasco's Quebec Cartier Mining (QCM), various copper mines in Chile, diamond mining operations in Canada, etc.

Privatization Services: Privatization, advisory and valuation services in connection with over 25 privatizations in Canada, Brazil, Jamaica, Bahamas, Argentina, Venezuela, Hungary, Poland, Slovak Republic, Macedonia, Guyana, Romania, Ukraine, and China.

Various: Managed and provided numerous business valuations and real property appraisal

services for companies engaged in a variety of industries such as: financial institutions (such as major Canadian, European and Caribbean banks and insurance companies); telecommunications (such as telcos, satellite service providers, and equipment manufacturers); manufacturing; energy; natural resources; forestry, pulp and paper; and transportation and infrastructure.

300 significant business valuation assignments completed include those of or for:

- Abbey Woods Developments
- Adason Properties
- Ainsworth Lumber Co
- Airport Development Corporation
- Alcalis Chemical (of Brazil)
- Allstate Insurance
- Altimed Pharmaceutical
- Amadeus Fine Cakes
- Anheuser-Busch InBev NV
- Andrés Wines
- Anthem Properties
- Algoma Steel
- Ann Murray (songs)
- Appleby College
- Arglad Electronic Bingo Ltd.
- Armbro Construction
- Aseco Integrated Systems
- Asian Broadcasting and Communications Network (of Thailand)
- Associated Freezers
- AT Plastics
- AT&T Capital
- Atlantis Communications
- Atlas Cold Storage
- Atlas Tube
- ATS Automation
- Atto Insurance
- ATX Telecom
- Aurora Hydro
- Avison Young Commercial Real Estate
- B.C. Rail
- Badran Business Group (real estate interests)
- Bahamas Oil Refining Co. (of Bahamas)
- Bahamas Telecommunications Co. (of Bahamas)
- Banca Commerciale Italiana
- Banco del Pacifico (of
- Fluss Partners LLP [CPAs]
- Focus Automation
- Ford Plantation [Georgia, USA]
- Fortis Electric
- Fortune Financial Management
- Fruehauf Canada Inc.
- Fuji Bank
- G&S Electric Ltd.
- GE Capital
- GE Power Management
- Geac Computer Corporation
- General Electric Canada
- Glidden Paints
- Goodlife [Fitness]
- Grand Lido (Negril) (of Jamaica)
- Grant Forest Products (two OSB plants in South Carolina)
- Groupe Cirque du Soleil Inc.
- Groupe Lavo
- GTS Global Travel
- Hatch & Associates
- Hillebrand Wines
- Holiday Inn Hotels
- Hollinger
- Honda of Canada
- HongKong Bank of Canada
- Hotel Atom (of Slovakia)
- Hudson Bay Mining
- Husky Injection Molding Systems (of Canada, China, Luxemburg, and USA)
- Hyatt Hotels (of Argentina and Chile)
- Hydrogenics Corp.
- IBM Canada Ltd.
- Ontario Association of Radiologists
- Ontario Chrysler Jeep Dodge (Dealership)
- Ontario Realty
- Ottawa/Macdonald-Cartier International Airport
- Pacific Asia Technologies
- PC Docs Canada
- Pelee Island Winery
- Pharma Plus Drugmarts
- Phoenix Oil
- Pineridge Bakery
- Pizza Pizza
- Plastiflex
- Placer Dome Inc
- Polaris Realty
- Polcan Bank
- Pool.com
- Power Financial Capital Corp.
- Procter & Gamble (Canada and Brazil)
- Prudential-Bache Securities
- Purity Life
- Quebec Nordiques
- Quebecor Printing Inc.
- Quicklaw
- R.L. Polk & Co.
- Ram Forest Products
- RBC Dominion Securities
- RCA Records
- Rebel.com
- Reed Stenhouse
- Regal Constellation Hotel
- Reichman International
- Reliance Electric
- ResDev Tax Consultants
- Reuters Information Services
- Rexall Drug Stores
- Richmond Mines

- Ecuador)
- Banff Springs Hotel
- Bank of Credit and Commerce International
- Bank of Montreal
- Bank of Tokyo - Mitsubishi (Canada)
- BASF Canada
- Bateman MacKay LLP [CPAs]
- BCE Ventures
- BCI Bank
- Bedford Capital
- Bell Canada
- Bell Mobility
- Bell Northern Research
- Bell Yellow Pages
- Bentall Properties
- Bermuda Fire & Marine (of Bermuda)
- Bestview Health Care Centres
- BHP Billiton (of Australia)
- Bid.Com
- Biomira Inc.
- Birra Moretti S.p.A. (of Italy)
- Bi-Way Stores
- Bridgestone/Firestone Canada
- Brookfield Developments
- BTC Financial Services
- Burlington Springs Golf Course
- Cadillac Fairview
- Calgary International Airport
- Cambridge Label
- Cambridge Shopping Centres
- Canada 3000 Airlines
- Canada Deposit Insurance Corp.
- Canada Trust
- Canadian Broadcasting Corp.
- Canadian Foundry Supplies
- Canadian Fracmaster Ltd.
- Canadian Imperial Bank of Commerce
- Canadian Pacific Hotels
- Canadian Tire
- Cango Petroleum
- Carter
- Cavendish Farms
- Cayman General Insurance
- Imperial Life [Insurance]
- Imperial Oil
- Insurance Corporation of Barbados
- Interbank Aruba (of Aruba)
- International Hearing Aids
- International Wallcoverings
- Internic.ca Inc.
- Irving Oil Limited
- Irving Pulp & Paper
- Irwin Industrial
- Italtasta
- JBA Holdings [Software] (of UK, France and Germany)
- J.D. Irving, Limited
- Jamaica Grande Resort (Montego Bay, Jamaica)
- John Hancock [Life Insurance]
- John Labatt (U.K.) Limited (of the United Kingdom)
- Journey's End Motels
- Jumbo Video
- Kabia Pharmacia
- Katz Group [pharmacies]
- Keating Technologies
- Keen Engineering
- KFC [Kentucky Fried Chicken] - Canada
- KPMG [Canada]
- Labatt Brewing Company
- Laidlaw Transport
- Lake Ontario Steel Company
- Lavo Group Inc.
- Lehndorff Property Management
- Linamar (Canada and Hungary)
- Linmine and Bermine (of Guyana)
- Lloyds Shipping (of Brazil)
- Loyalty Marketing [Air Miles]
- LuxyLAM Inc.
- M.T. Associates
- Investment Counsel
- Macquarie Power &
- Ridpath's [Furniture]
- Rio Tinto Alcan
- Rogers [Cable TV]
- Roy Nichols Motors (GM Dealership)
- Royal Bank of Canada
- Rusoro Mining [Gold] (of Venezuela)
- S.C. Johnson & Sons (of Canada, Chile, and Japan)
- Saint John Shipbuilding
- Sakura Bank of Canada
- Santiago Hyatt Regency Hotel [Chile]
- Sanwa Bank Canada
- Sasad Horticultural (of Hungary)
- Saskatchewan Wheat Pool
- Savvy Boutique
- Saylor Publications, Inc.
- Scheaffer Pens
- Schenectady Chemicals (of Canada, France, South Africa, Spain, and the United Kingdom)
- Scholarship Consultants of North America
- Scotiabank (Belize branches)
- Sears Canada
- Senes Consultants
- Sheaffer Pens
- Sheraton Centre (Montreal and Toronto)
- Shimano Canada
- Shoppers Drug Mart
- ShowMonkey Corp.
- SkySurf A2G Inc. & SkySurf Canada Communications Inc.
- Sleep Inn (of Cayman Islands)
- Slovenske Elektrarne (of the Slovak Republic)
- SoftQuad International
- Speedy Muffler King
- St. Bernard's Hospital
- St. Joseph Print Group
- St. Stanislaus Bank (of Poland)

- (of Cayman Islands)
- CCH Canadian Ltd.
- Cellular Zones (of Mexico)
- Central Park Lodges
- Central Trust
- Ceridian Corporation
- Chatham-Kent Hydro
- Chrysler Canada
- Ciboney [Resort] (of Jamaica)
- Cinzano International S.A. (of Luxembourg)
- Comark
- Comcheq Services
- Complete Packaging
- Comstock International
- Concorde Finance & Investment (of USA)
- Confederation Life (of Barbados)
- Conforja S.A. (of Brazil)
- Consolidated Bathurst
- Corporacion Venezolana de Guayana (of Venezuela)
- Coutts Bank (of Bahamas)
- CPL REIT
- Creditel Canada de Havilland Canada
- Delta Hotels
- Denver Laboratories
- Deutsche Bank
- Dofasco Steel
- DomainsAtCost Corp.
- Domtar [Dryden pulp mill]
- Dowty Aerospace
- Dylex Limited
- FATLyF (of Argentina)
- Ferrocarriles Argentina (of Argentina)
- Dr. Christine Thibert Dentistry PC
- Draxis Health
- Eastern Packaging House
- Drug Trading
- Embraer Aviation (of Brazil)
- Estonia Central Bank (of Estonia)
- Estonia Innovation Bank (of Estonia)
- Euro United
- Evraz Group S.A.
- Infrastructure
- Magna
- Magnotta Winery
- Manitoba Telecom
- Manulife Financial
- Maple Leaf Sports
- Markdom Plastic Products
- Masen Mechanical
- Mastronardi Produce
- Maxxam Analytical Corp.
- Mayfield Toyota (Dealership)
- McGill Multimedia
- McLean McCarthy (Investment Dealer)
- Medx Health Corp.
- Metropolitan Life
- Midland Transport
- Miller Paving
- Mitsui & Co. (Canada) Ltd.
- Molex Electronics
- Molson Breweries
- Momentous Corporation
- Moncton/Greater Moncton International Airport
- Montréal-Pierre Elliott Trudeau International Airport (formerly known as Montréal-Dorval International Airport)
- Mulvihill Capital
- Mytec Technologies
- Nassau Underwriters (of Bahamas)
- National Bank of Ukraine
- National Cellular
- National Mutual Royal Bank (of Australia)
- Natriceuticals
- Nesbitt Thomson
- Nestle Canada
- New World Gaming [Casinos]
- Nichimen Canada
- Nissan Canada
- Noranda
- Norske Skog Canada
- Nortel
- Northern Electric Telekomunikasyon
- Stage West All-Suite Hotel
- Standard Broadcasting
- Standard Securities
- Standard Trust
- Steetley Industries
- Sumitomo Canada
- Sun Life [Insurance]
- Sutton Place Hotel
- Systems Dimensions Limited
- Tarxien Corp.
- TCG Materials
- TC Canada Trust
- Teleglobe Canada
- Telesat Canada
- Telus
- Textron Financial Corp
- The Boeing Company
- The Dominion of Canada (Insurance)
- The Gaylord Group
- The Globe and Mail
- The Law Society of Upper Canada
- The Minacs Group
- The Prescription Centre
- The Westaim Corporation
- Tilley Endurables
- Tim Horton Donuts
- Tokai Bank Canada
- Toronto Hilton Hotel
- Toronto Hydro
- Toronto Island Marina
- Toronto Pearson International Airport
- Toronto Refiners and Smelters
- Toronto Sun Publishing
- Tradesco Mould
- Transport Canada
- TV Guide
- Twinpak Inc.
- TYACC [This Ain't Your Average Conference Company]
- Uniroyal Chemical
- Uniroyal Quimica S.A. (of Brazil)
- Utilities Kingston
- Valiant Machine & Tool (of Canada, USA and Austria)

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|--------------------------------|----------------------------|---------------------------|
| - F. G. Lister | Anonim Sirketi (Netas) (of | - Vancouver International |
| - Federal Elevator Systems | Turkey) | Airport |
| - Financial Times of Canada | - Northland Bank | - VISA |
| - FINSAC (of Jamaica) | - Novotel | - Voyageur Travel |
| - Fitzhenry Whiteside | - Oakrun Farm Bakery | Insurance |
| Publishing | - Oakville Hydro | - W&H Voortman [Cookies] |
| - Fletcher Challenge Paper (of | - OFS [a Furukawa Electric | - Wampole |
| Australia, Brazil, Canada, | Company] (of USA, | - Westin Harbour Castle |
| Chile, New Zealand, and | Denmark and Russia | Hotel |
| Malaysia) | Olympic Honda | - Westin Hotels |
| | | (Edmonton, Ottawa) |
| | | - Westin Prince Hotel |
| | | - Xstrata Canada (of |
| | | Canada and Norway) |

Mediation/Arbitration/Umpire/Consultation/Tax Dispute Resolution

Acted in the capacities of mediator, arbitrator, umpire and consultant in resolving financial and valuation disputes, including:

- Three assignments dealing with the break-up of law practices. This included the valuation and division of work-in-process, clients, files, office furniture and equipment, and intangible assets (the name, trade-dress, phone numbers)
- Two assignments dealing with the break-up of public accounting practices
- Setting a value for the inventory in connection with the merger of a public and a private company
- Settling a number of insurance claims relating to damages suffered
- Resolving numerous tax disputes between Canada Revenue Agency and both corporate and individual tax payers

Education/Professional Designations

- Bachelor of Mathematics (Double Honours - Math and Economics) - University of Waterloo, 1970
- Master's of Business Administration (MBA) - McMaster University, 1974
- Qualified as a Member (CA) of the Institute of Chartered Accountants of Ontario, 1974
- Qualified as a Chartered Business Valuator (CBV) of the Canadian Institute of Chartered Business Valuators, 1977
- Qualified as a Member of the American Society of Appraisers, 1977
- Qualified as an Accredited Senior Appraiser (ASA) of the American Society of Appraisers 1980
- Completed the five-year educational program with the Appraisal Institute of Canada, 1980
- Qualified as a Certified Real Estate Appraiser (CREA) of the National Association of Real Estate Appraisers, 1989

- Recertified as an Accredited Senior Appraiser (ASA) of the American Society of Appraisers, 1991
- Qualified as a Certified Fraud Examiner (CFE) of the Association of Certified Fraud Examiners, 1993
- Qualified as a Certified Commercial Real Estate Appraiser (CCRA) of the National Association of Real Estate Appraisers, 1993
- Qualified as a Certified Appraiser-Senior (CA-S) of the American Association of Certified Appraisers, 1994
- Recertified as an Accredited Senior Appraiser (ASA) of the American Society of Appraisers, 1996
- Elected as a "Fellow" (FCBV) of the Canadian Institute of Chartered Business Valuators, 1998
- Recertified as an Accredited Senior Appraiser (ASA) of the American Society of Appraisers, 2002, 2007, and 2011.
- Qualified as a Certified Valuation Analyst (CVA) of the International Association of Consultants, Valuators and Analysts (IACVA), 2012.

Professional and Community Affairs

- Canadian Institute of Chartered Business Valuators (CBV/FCBV)
- American Society of Appraisers (ASA) – dual accreditation: business valuations and commercial and industrial real property
- The Institute of Chartered Accountants of Ontario (CPA, CA, and CA•CBV)
- Arbitrators Institute of Canada (Associate Member)
- The ESOP (Employee Share Ownership Plan) Association
- Certified Valuation Analyst (CVA) of the International Association of Consultants, Valuators and Analysts (IACVA)
- Member of Valuation Standards Advisory Committee of China Appraisal Society (CAS)

Publications

- Commercial Construction Cost Guide 2012 & 2013 [50th annual edition], 270-page manual published by Sierra West Publications (formerly known as Saylor Publications, Inc.), Sacramento, CA (Editor-in-chief/principal author with Mary Wallers)
- "Valuing a Business in Volatile Markets", 835-page text, Thomson-Reuters-Carswell, Toronto, Canada, September 2010 (Conceptualizer of the book and author/co-author of nine of the book's 33 chapters).
- "Taxation, Valuation and Investment Strategies in Volatile Markets", 1,301-page text, Thomson-Reuters-Carswell, Toronto, Canada, September 2010 (Co-editor with David Chodikoff and author/co-author of nine of the book's 56 chapters).
- "Taxation & Valuation of Technology", 1,004-page text published by Irwin Law, Toronto, Canada in March 2008 (Conceptualizer of the book; principal author of the 520-page Valuation section; and co-editor with David Chodikoff). Chapters entitled "Protected Assets: Valuing Patents", co-authored with Steven Hacker, "Valuing

Businesses in the Ever-changing Global Marketplace"; and "Valuation Methodology: The Current Art and Science", co-authored with Tim Dunham, Manager Director, Valuations, Deloitte; and "The Invisible Path: Valuing Technology & Other Intangibles", co-authored with Rick Ellsworth, Firm Director, Deloitte NYC

- Appraising Real Estate & Commercial Construction Cost Guide 2006, 300-page manual published by Saylor Publications, Inc., Chatsworth, CA (principal author with Stan Strychaz)
- "Advocacy and Taxation in Canada", 738-page text published by Irwin Law, Toronto, Canada in October 2004 (co-editor with David Chodikoff). Co-authored (with Steven Hacker) chapters entitled "Valuing Computer Software, Brands, and other Intellectual Property: Concepts, Complexities, and Controversies", and "Reflections of the Expert's Role in the Tax Court of Canada".
- "Valuing Software – Decoding the Bits, Bytes, and Bucks", Valuation Update, Spring 2003 (with Steven Hacker)
- Commercial Square Foot Building Costs 2001-2010 editions, 279-page manual published by Saylor Publications, Inc., Chatsworth, CA (principal author with Stan Strychaz)
- "Valuing Financial Institution Intangibles", Valuation Update, Spring 2002
- Commercial Square Foot Building Costs 2001-2002 Canadian Edition, a 262-page manual published by CCH Canadian Limited, Toronto, Ontario, 2001 (principal author with Stan Strychaz)
- "Valuing Real Estate in Today's Market", Real Estate Review, Fall 1994
- "Valuing Businesses in the Global Marketplace", The Journal of Business Valuation, published by CCH Canadian Limited, 1993, pp. 329-343
- "Valuing Management Consulting Practices", Handbook of Business Valuation, Chapter 27, pp. 299-310, published by John Wiley & Sons, New York, 1992
- "Valuing Radio Stations", Business Valuation Review, Vol. 10, No. 3, September 1991, pp. 111-115 (with S. Knight)
- Valuing Professional Practices, a 329-page text published by CCH Canadian Limited, Don Mills, Ontario, 1990
- "Bits and Bytes and Bucks" (Valuing Computer Software), C.A. Magazine, August 1988, pp. 65-68 (with Patrick Canham)
- Valuation Guidelines for IBM Dealerships, 24-page monograph prepared for IBM, June 1988
- "Valuing Professional Degrees and Licences", Canadian Family Law Quarterly, Carswell Legal Publications, Vol. 3, No. 1, 1988, pp. 1-22
- Valuing Professional Practices and The Family Law Act, 98-page monograph published by Touche Ross, December 1987
- Valuing a Business and The Family Law Act, 50-page monograph published by Touche Ross, June 1986
- Valuing a Professional Practice and The Family Law Act, published by the Law Society of Upper Canada, May 1986

Speeches with Published Papers

- "Appraisal of Property, Plant and Equipment Assets for Financial Reporting, Income

Tax and Business Valuation Purposes," IACVA World Council of Charters Conference, Chicago, Il., October 2013.

- "Valuation and Monetization of Intellectual Property," NACVA/IACVA Valuation Conference, Washington DC, June 2013.
- "Overview of Valuing Intellectual Property Rights," 17th Annual Intellectual Property Law - Year in Review Conference, The Law Society of Upper Canada, January 2013.
- "Business Valuation in the Age of Turbulence," presentation to the Taipei IACVA Annual Member's Meeting, (Taipei, Taiwan), October 2010.
- "Valuation of Intangible Assets for Financial Reporting," A Joint Three-Day Business Valuation Seminar of The Canadian Institute of Chartered Business Valuators and The American Society of appraisers, Course Leader and co-Presenter, February 2008.
- "Valuation of Patented Technology: Valuation Methods, Value Drivers, and Resources" and "Valuation of Technology-Related Intellectual Property and the Importance of Context: Value Drivers and Methodology," presentation to Federated Press Taxation and Valuation of Intellectual Property course, Chair, November 2007.
- "Valuing Intangible Assets for Fair Value Accounting Purposes," a presentation at the CICBV Seminar "Valuing Intangible Assets", Co-chaired by Jim Horvath, September 2007.
- "Valuation Fundamentals", "Advanced Valuation" and "Valuing Intellectual Property and Other Intangibles," three-day Presentations to the Indonesian Society of Appraisers (MAPPI) Conference and Seminar, Jakarta, Indonesia, Seminar Leader/Main Speaker, September 2007.
- CICBV Seminar "Valuing Intellectual property," Co-Chair, September 2007.
- "Valuing Intellectual Property & Other Intangibles," a Presentation to the 1st Malaysian Intangibles Conference, Kuala Lumpur, July 2007
- Valuation Workshop: "A Presentation to the Department of Justice," Co-Moderator, March 2007.
- "The Practice of Business Valuation in Canada, & Typical Valuation Methods & Issues in the Global Marketplace", a presentation to the 2006 Kunming International Valuation Forum - "Assets Valuation and the Development of Market Economy," China Appraisal Society, September, 2006.
- "The Valuator as Expert Witness in the Tax Court of Canada," a presentation to the 4th Annual Federated Press Valuation and the Tax Practice Course, Course Leader, September 2006.
- "Valuing Technology-based and Marketing-based Intellectual Property in a Canadian Taxation Context," a presentation to the 4th Annual Federated Press Valuation and the Tax Practice Course, Course Leader, September 2006.
- "Tax Shelters: Valuation Issues and Case Law," a presentation to LexisNexis Conference: Tax Summit – Interpreting GAAR, Tax Shelters, and Tax Practice Review, December 2005.
- "Valuation and the Tax Practice Course – 3rd Annual" by Federated Press, Course Leader and Co-speaker on "Valuation of Technology-based Intellectual Property including Computer Software, and Marketing-based Intellectual Property Rights", and "A Valuator's Perspective on Testifying in the Tax Court of Canada, September 2005.
- "Branding Workshop: Measuring the Value of Brands and Other Intellectual Property in High Growth Firms," a presentation to the Innovators Alliance, May 2005.

- "Valuing Brand Names, Computer Software and Other Intellectual Property – Valuation Concepts and Cases," a presentation to the Canadian Literary and Artistic Association (ALAI Canada), December 2003.
- "Intellectual Property, Computer Software and Other Intangible Assets: Valuation Techniques and Issues," a presentation to Canada Customs and Revenue Agency, Large File Case Managers' Symposium, November 2002.
- "Valuing Software, Intellectual Property, and Other Intangibles – Valuation Issues & Techniques, and the Impact of FAS 141/142," a presentation to Federated Press Conference: M&A Valuation for CFOs, September 2002.
- How to Use Valuations in Automobile Dealership Dealings," a presentation to the Canadian Automobile Dealership Conference, November 2001.
- "Valuing Technology, Software, and Other Intellectual Properties," a presentation to Bell Mobility Investments, July 2001.
- "Valuing Technology and Other Intellectual Properties – Looking Behind the Bricks and Mortar", Seminar presented to Justice Canada, May 2001.
- "Is It Worth Something If You Can't Touch It? The Challenge of Valuing Intellectual Property," Taxation of Intellectual Property Conference presented by INFONEX, February 2001.
- "Practical Valuation Issues in Global Acquisitions," M&A Valuation for CFO's Conference presented by Federated Press, January 2001.
- "How Much Is It Worth? Strategies for Valuing Intellectual Property," Taxation of Intellectual Property Conference presented by INFONEX, February 2000.
- "Value here, value there ... how in the 'globe' can we compare," Business Valuation for CFOs Conference presented by Federated Press, October 1999 (The Conference was also Co-chaired by J. Horvath.).
- "Valuing Municipal Electric Utilities," Competitive Marketplace Seminars presented by Ontario Power Generation Inc., June 1999.
- "Intellectual Property/Intangible Assets: You May Not Be Able To See Them, Feel Them, or Touch Them ... Yet They May Be Your Most Valuable Assets," Mergers & Acquisitions Finance Conference presented by Federated Press, May 1999.
- Valuing Intellectual Property and Understanding Strategic Value," Corporate Controllers Forum presented by INFONEX, March 1999.
- "Valuation of Private Businesses and Succession Planning Issues," Family Business Succession Planning seminar presented by The Canadian Institute, November 1998.
- "Valuing IP [Intellectual Property] and intangible assets," Business Valuation for CFOs Conference presented by Federated Press, November 1998. (The Conference was also Co-chaired by J. Horvath.)
- "Business Valuation Techniques for Strategically Planned Business Transfers," Succession Planning Strategies Conference presented by Strategy Institute, May 1998.
- "Earnings-based Business and Intellectual Property Valuation Methods", Mergers & Acquisitions Finance Conference presented by Federated Press, November 1997.
- "Estimating the Market Value and Assessment Value of Golf Courses, Hotels and Other Commercial Properties", 1997 Alberta Senior Assessors' Symposium, May 1997.
- "Valuing Hotels Using Mass Appraisal Techniques", Alberta Assessors' Association

- Annual Conference, April 1997.
- "Living on the Edge - Business Valuation in the Global Village", 1996 Business Valuation Symposium presented by the Illinois CPA Foundation, May 1996.
 - "Valuing Intangibles in the Information Age: Commercial Goodwill, Intellectual Property and Computer Software", Credit and Financial Risk Analysis seminar presented by The Canadian Institute, May 1996.
 - "Current Valuation Methods and Issues for The Family Business", Family Business Succession Planning seminar presented by The Canadian Institute, June 1995.
 - "ESOP [Employee Share Ownership Plans] Valuation Issues, Methods and Feasibility Analysis", Employee Share Ownership seminar presented by The Canadian Institute, April 1995.
 - "Valuing Intellectual Property Rights - Patents, Trademarks, Copyrights and Computer Software", Pacific Business & Law Institute seminar on Intellectual Property, Vancouver, January 1995.
 - "Valuing Technology-based, Service and Early Stage Businesses", County of Carleton Law Association, Second Annual Conference, December 1994.
 - "Valuing Intellectual Property, Business Goodwill and Other Intangibles: Tipping the Scales in the Lending Decision", Credit and Financial Risk Analysis seminar presented by The Canadian Institute, November 1994.
 - "Valuing Businesses in the Global Marketplace and Unusual Factors in Respect of Assignments Conducted in Australia, Brazil, Hungary, Mexico and Turkey", The Canadian Institute of Chartered Business Valuators, 11th Biennial Conference, June 1992.
 - "Valuation of the Business", Debits, Credits and GAAPs seminar presented by the Canadian Bar Association - Ontario, April 1992.
 - "What is Your Law Firm's True Value", Canadian Bar Association - Ontario, Law Practice Management Seminar, December 1991.
 - "Valuing Professional Practices, and Factors Influencing the Value of Accounting, Law, Management Consulting, General Medical, and Veterinary Practices", The Canadian Institute of Chartered Business Valuators, Regional Conference, Ottawa, October 1991.
 - "Valuing a Business and Special Buyer Considerations", Buying and Selling a Business seminar presented by The Canadian Institute, September 1991.
 - "Valuing Businesses and Partial Interests", The ESOP (Employee Stock Ownership Plan) Association Conference, September 1991.
 - "Valuing, Buying and Selling a Business", Buying and Selling a Business seminar presented by The Canadian Institute, May 1990.
 - "Valuing, Buying and Selling Professional Practices", Essex County Family Law Lawyers, May 1990.
 - "Valuing Professional Practices", Valuation of Property seminar presented by The Canadian Institute, March 1990.
 - "Valuing Professional Practices - Let's Get Practical", Canadian Institute of Chartered Business Valuators, Toronto Chapter, June 1989, and the Ottawa Chapter, November 1990.
 - "Valuing IBM Dealerships", IBM Blue Ribbon Dealer Seminar, October 1988.
 - "Valuing the Business", Buying and Selling a Business seminar presented by The

Canadian Institute, October 1986 and October 1988.

- “Valuing a Business and The Family Law Act”, three seminars presented by Touche Ross, June 1986.

Industry Focus

Manufacturing, Technology, Telecommunications, Professional Practices, and Financial Services

Positions held with Professional Valuation Associations

- Vice-Chair, International Association of Consultants, Valuators and Analysts (IACVA) – June 2013-current
- Member of the Education Committee, International Association of Consultants, Valuators and Analysts (IACVA) – December 2013-current
- Director, IACVA – 2010-current
- Member of the Valuations Standard Committee – China Appraisal Society - 2008 to current
- Member of the Valuations Standard Committee – Canadian Institute of Chartered Business Valuators – 2008-2009
- Past Director – Canadian Institute of Chartered Business Valuators
- Past member of the Accreditation & Education Committees - Canadian Institute of Chartered Business Valuators
- Past Governor – American Society of Appraisers (3 consecutive terms as Governor)
- Past member of Budget and Finance Committee – American Society of Appraisers
- Past Member of the Business Valuation Committee of the American Society of Appraisers
- Past President – American Society of Appraisers of Canada
- Past President – American Society of Appraisers – Toronto Chapter

Sierra West Publications (formerly known as Saylor Publications) • Sierra West Publications specializes in producing commercial construction cost manuals.

- Editor-in-Chief and Principal Author with Mary Wallers- 2011 – current. Recent publications (each about 275-300 pages) include:
 - Current Construction Costs 2014. 51st Annual Edition
 - Current Construction Costs Residential 2014
 - Current Construction Costs Remodeling, Repair 2014
 - Current Construction Costs 2014 – Organized by MasterFormats, Open Shop & Union. 1st Annual Edition
- Editor-in-Chief and Principal Author with Stanley Strychaz- 2002 - 2010
- Editor and contributing author – 1992 - 2001



- *Business Valuations • Litigation & Forensic Accounting*
- *Intellectual Property Valuations*
- *Real Estate & Machinery/Equipment Appraisals*

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Last updated: February 27, 2014