

Consultation Paper

July 2025

Introduction

The Institute of Valuers and Appraisers, Singapore (IVAS) together with the American Society of Appraisers (ASA), Chartered Business Valuators Institute (CBV Institute), and the Royal Institution of Chartered Surveyors (RICS) are conducting a consultation on proposed intangible asset valuation guidelines. The consultation will commence with valuation practitioners before progressing to a broader group of stakeholders.

In recent years, intangible assets have become increasingly critical to businesses' value and represent a significant proportion of enterprise value. To support intangible asset commercial and business activities such as licensing, investing and financing, there is a need for credible, consistent and trusted valuation of intangible assets, including intellectual property.

To this end, a study was conducted in 2023 to identify key focus areas in existing intangible asset valuation practices where more detailed considerations and guidance could be provided to existing principles-based standards. The study was conducted via interviews with stakeholders such as lenders, investors, intellectual property legal practitioners and valuation practitioners across Canada, Singapore, the United Kingdom and the United States.

This intangible asset guideline (the "Guide") was developed to provide supplementary best practice guidance and should be read in conjunction with IVS 2025, which provide the foundational principles.

The Guide is provided in [Appendix A](#), while [Appendix B](#) contains the same guidelines accompanied by explanatory comments for further clarification.

The objective of this consultation is to ensure the Guide is clear, consistent, and aligned with best practices.

We invite interested persons to comment on the questions in the next section. Your comments will be helpful in achieving the objective of this consultation and are most helpful if they contain a clear rationale, and where applicable, suggestions for an alternative approach. Please submit your comments via [this](#) link.

EY has been engaged to support the development of the Guide and to administer the consultation process. All responses will be collected and analysed by EY to inform improvements to the final version of the Guide.

REQUEST FOR COMMENTS

Part 1 - Demographic questions

1. Are you responding to this consultation as an individual or on behalf of a firm or organization?
 - Individual
 - Organization
2. Which stakeholder group do you or your firm represent?
 - Corporates
 - Investors
 - IP legal practitioners
 - Lenders
 - Regulators
 - Valuation practitioners
 - Valuation academia
 - Others (please specify)
3. How many years of working experience do you have?
 - < 5 years
 - 5 to 10 years
 - 11 to 20 years
 - > 20 years
4. What is the size of the firm you work for?
 - 1-10 employees (Micro enterprises)
 - 11-49 employees (Small enterprises)
 - 50-249 employees (Medium-sized enterprises)
 - 250+ employees (Large enterprises)
5. What geographical regions does your firm operate in? Select all that apply.
 - Africa
 - Asia
 - Canada
 - Europe
 - Latin America
 - Middle East
 - United States of America (USA)
 - Global

6. Is your firm or are you individually a member of any of the following organizations? Please select all that apply or specify others.
- American Society of Appraisers (ASA)
 - Chartered Business Valuators Institute (CBV Institute)
 - Institute of Valuers and Appraisers, Singapore (IVAS)
 - Royal Institution of Chartered Surveyors (RICS)
 - Others (please specify)
 - None of the above
7. How frequently do you or your firm currently deal with valuations or other circumstances where intangible assets play a significant role?
- Never
 - Rarely
 - Sometimes
 - Often
 - Always
8. Will you or your firm be expected to deal with valuations or other circumstances where intangible assets play a significant role in the next 24 months?
- Yes
 - No

(The following question applies if you have selected 'rarely', 'sometimes', 'often' or 'always' to question 7 or 'yes' to question 8.)

9. Which industry are the intangible assets or intellectual property used in? Please select all that apply or specify others.
- Communication Services
 - Consumer Discretionary
 - Consumer Staples
 - Energy
 - Financials
 - Healthcare
 - Industrials
 - Information Technology
 - Materials
 - Real Estate
 - Utilities
 - Others (please specify)

Part 2 - Technical questions

1. Do the proposed guidelines, as set out in *Section 3 – Characteristics of intangible assets and the environment in which they are utilized*, provide sufficient content and clarity?
 - Yes
 - No

If not, why not, and what specific changes would you make?

2. Do the proposed guidelines, as set out in *Section 4 – Risk factors of intangible assets*, provide sufficient content and clarity?
 - Yes
 - No

If not, why not, and what specific changes would you make?

3. Do the proposed guidelines, as set out in *Section 5 – Determining whether to value the subject intangible asset as a standalone asset or grouped with other assets (including other intangible assets, where applicable)*, provide sufficient content and clarity?
 - Yes
 - No

If not, why not, and what specific changes would you make?

4. Do the proposed guidelines, as set out in *Section 6 – Determining a hypothetical royalty rate for intangible assets valuation*, provide sufficient content and clarity?
 - Yes
 - No

If not, why not, and what specific changes would you make?

5. Do the proposed guidelines, as set out in *Section 7 – Application of legal, functional, technological and economic factors in determining the economic lives of intangible assets*, provide sufficient content and clarity?
 - Yes
 - No

If not, why not, and what specific changes would you make?

6. Do the proposed guidelines, as set out in *Section 8 – Performing sensitivity and/or scenario analysis for significant risks*, provide sufficient content and clarity?
 - Yes
 - No

If not, why not, and what specific changes would you make?

7. Do the proposed guidelines, as set out in *Section 9 – Performing corroborative analysis for intangible assets valuation*, provide sufficient content and clarity?

- Yes
- No

If not, why not, and what specific changes would you make?

8. Do the proposed guidelines, as set out in *Section 10 – Disclosure of subsequent events post the valuation date*, provide sufficient content and clarity?

- Yes
- No

If not, why not, and what specific changes would you make?

9. Do the proposed guidelines, as set out in *Section 11 – Additional report disclosures when performing intangible assets valuation*, provide sufficient content and clarity?

- Yes
- No

If not, why not, and what specific changes would you make?

Part 3 – Impact and Adoption questions

1. Among the nine focus areas outlined in the guidance, which three (3) focus areas do you find most beneficial? Please select from the list below:
 - **Section 3** – Characteristics of intangible assets and the environment in which they are utilized
 - **Section 4** – Risk factors of intangible assets
 - **Section 5** – Determining whether to value the subject intangible asset as a standalone asset or grouped with other assets (including other intangible assets, where applicable)
 - **Section 6** – Determining a hypothetical royalty rate for intangible assets valuation
 - **Section 7** – Application of legal, functional, technological and economic factors in determining the economic lives of intangible assets
 - **Section 8** – Performing sensitivity and/or scenario analysis for significant risks
 - **Section 9** – Performing corroborative analysis for intangible assets valuation
 - **Section 10** – Disclosure of subsequent events post the valuation date
 - **Section 11** – Additional report disclosures when performing intangible assets valuation

How do you anticipate the following focus areas to be beneficial? Please specify.

Appendix A: Proposed Guide - <https://ivsc.org/wp-content/uploads/2025/07/Working-File-Guidelines.pdf>

Appendix B: Proposed Guide Including Explanatory Comments - <https://ivsc.org/wp-content/uploads/2025/07/Working-File-Guidelines-with-explanatory-comments.pdf>