



Think **Valuation**  
Think **Mulyankan**



### What can BMCL offer as Valuers and Property Advisors ?

- Market Valuations For Land/ Building AND machines / equipments
- Mortgage/ Refinancing Valuations \*
- Before-You-Buy Valuations
- Before-You-Sell Valuations
- Valuations for Mergers and Acquisitions
- Insurance Valuations
- Valuation for Taxation- Income Tax, Capital Gains etc,
- Land Acquisitions matters
- Partnership dissolution
- Rental Assessment
- Stamp Duty Valuation
- Probate Valuations

\* Our reports are accepted by most Nationalized and Private Sector Indian Banks and Lenders. Please contact BMCL for more information.

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For quotes and further information on the services please contact the Corporate Office or visit [www.mulyankan.com](http://www.mulyankan.com)



**MULYANKAN**  
**VALUATION**



Are you making  
informed investment  
decisions?

An independent third party  
Asset Valuation can help.

*Best* **MULYANKAN** Consultants Ltd.



Best **MULYANKAN** Consultants Ltd (BMCL) is the only ISO 9001: 2000 company in India in the field of *Valuation, Physical and Internet Auctions and Allied Services.*

BMCL can provide you with equitable and supportable value opinions on tangible assets at any location India-wide. Since we also assist our clients in liquidation of their surplus and non productive Inventories and Assets, our reports are backed not only by the professional expertise in the field of valuation, but also by robust practical data on auction and orderly liquidation prices of like assets and properties in the Indian Markets.

Our reports are in compliance with the Uniform Standards for Professional Appraisal Practice and our Principal Valuers are members of some premier societies of Professional Valuers viz. American Society of Appraisers (ASA) and Practising Valuers Association (India).

Since inception 'Valuation' has been the core of our business and with an experience of over three decades in the profession, you can expect the highest level of technical proficiency and professional standards.

This experience, expertise and customer focused service culture allows BMCL to provide you with an up-to-date information and advice on value opinions to help you make informed lending and investment decisions. When you think Valuation, think MULYANKAN.



## FAQ's

### What should one look for when selecting a Valuer ?

**Experience :** There is no substitute to Experience. One should always look for professionally qualified Valuers who have adequate experience in the field. Length of time in business should not be the sole measure of experience, but one should also look for Organizational Set up of the company, Designations, Memberships with Professional Organizations and Experience in Liquidation/ Selling.

**Independence :** An Independent Valuer expresses an unbiased third party opinion and has no vested interest in the assets valued. However valuation exercise should not merely be an academic opinion but should be backed by supportable evidences of sales and relevant data.

**Communication :** Good Valuers will always communicate well with the end users and clients. Ability to clearly understand and draft the Purpose and End Use, will demonstrate the exposure and competency level of a Valuer. A well drafted valuation report will be brief, but the brevity should not affect the cogency of the report nor circumvent any reporting requirements.

At **BMCL** we have a team of qualified Engineers and Chartered Accountants with an experience spanning over three decades. We are not affiliated to any Financial Services Group and our reports are prepared in compliance with the USPAP reporting requirements. **BMCL** regularly provides Valuation Consulting services for Litigation Support and assistance in Forced/ Orderly Liquidations.

### How much should a valuation cost ?

We have always believed that for an unbiased and unequivocal opinion fees should never be contingent upon the assessed value, unless otherwise specifically required by Statute or the guidelines framed by clients. The cost of valuation will vary according to the property type, location and size as well as the purpose of valuation and will have a direct bearing on the quantum and the scope of work involved. In any case the cost of this professional advice is relatively small when compared to your investments and the stakes involved. (Please contact **BMCL** for a quote on asset valuation.)



### What should one look for in a Valuation Report ?

Valuation Report is an expression of a written opinion, based on certain assumptions and limiting conditions. Users of the Report should not read the Certificate of Value in isolation, but it should be read in conjunction with the Underlying Assumptions and Limiting Conditions that govern the value.

The style and the format of the report need not be standardized, but may vary depending on the Scope of the Work and Reporting Requirement of the End users. The type of report Narrative/ Restricted use etc. will essentially decide the extent of detail contained in a valuation report.

### Is the market valuation different from that published in Ready Reckoner / Guideline Rates ?

Yes, there is a great variance in these values. The valuation cycle for Ready Reckoner/ Guideline Rates is 12 months whereas a valuation report is certified as of a particular date. The Ready Reckoner does not account for variations and fluctuations in the market during the year. Moreover the published rates are based ONLY on the scrutiny of the documents lodged for registration and does not involve the physical inspection of the property.

### Lenders normally ask for three opinions of value - Market Value (MV), Realizable Value (RV) & Distress Sale Value (DSV). How relevant are these terms ?

All three terms are extremely relevant especially when the purpose of valuation is Asset Backed Lending. The three opinions of value work as a good measure in mitigating risk when making Lending decisions. When certifying the Market Value a valuer is expected to make a prudent assessment of the future marketability of the asset considering the sustainability of the present market conditions over the long term and the current and alternative appropriate uses of the property. There is no direct or linear relationship in the percentage discount offered to the Market Value when certifying the RV/ DSV. It purely depends on the Liquidity and Marketability of the asset under reference.