



ICMAI REGISTERED VALUERS ORGANISATION

WEEKLY VALUATION NEWS



Pine Labs acquires Malaysia-based fintech platform Fave in \$45-m deal

Pine Labs, a merchant commerce platform, has acquired Fave, South-East Asia's fast-growing fintech platform, in a deal valued at over \$45 million. This acquisition marks the entry of Pine Labs into the B2C market and Indian consumers will be able to use the Fave App (a smart payment App) later this year to save across 5 lakh merchant network points powered by Pine Labs across 3,700 cities in India.

Source: The Hindu Business Line

Please read the full news at:

<https://www.thehindubusinessline.com/money-and-banking/pine-labs-acquires-malaysia-based-fintech-platform-fave-in-45-m-deal/article34311032.ece?homepage=true>

Air India sale: Suitors asked to place financial bids

The government has started the process of inviting financial bids for state-run Air India (AI), moving a step closer to the national carrier's privatisation, which is expected to be completed by September. The government has started the process of inviting financial bids for state-run Air India (AI), moving a step closer to the national carrier's privatisation, which is expected to be completed by September. Tata Group was reportedly among the "multiple" suitors that had put in preliminary bids for the loss-making airline in December 2020. The government is selling its entire 100% stake in AI that has been bleeding ever since its amalgamation with Indian Airlines in 2007.

Source: Financial Express

Please read the full news at:

<https://www.financialexpress.com/industry/suitors-asked-to-place-financial-bids-for-air-india/2232402/>

MSME exports: How fintech can catalyse cross-border transactions for small firms selling via e-commerce

When the world went into lockdown last year in the wake of the coronavirus pandemic, one sector that kept people going is e-commerce. The pandemic gave e-commerce a boost in the US, taking it to levels not expected until 2025. Digital marketing agency ROI Revolution projected that the sector might bring over \$ 843 billion in sales this year. Even in India, news reports suggested that 40 per cent of existing online shoppers bought more products online due to the pandemic. A Bain & Company report on how India shops online says: "The Indian e-retail market is primed to reach nearly 300 million to 350 million shoppers over the next five years, propelling the online gross merchandise value from \$100 billion to \$120 billion by 2025."

Source: Financial Express

Please read the full news at:

<https://www.financialexpress.com/industry/sme/cafesme/msme-exim-msme-exports-how-fintech-can-catalyse-cross-border-transactions-for-small-firms-selling-via-e-commerce/2232442/>

The Valuation Game: What Really Happens?

Term sheets are misleading, particularly clauses including liquidation preference, ratchet, and affirmative rights that can jack up the valuation of a company. This gets brutal in the aftermath of disappointing-to-no-growth at all that hurts everyone including employees, flushing down the value of their shares. So can it be 'negotiated' at a fair market value (FMV) to keep valuations real or FMV is just a myth? **Zomato, Snapdeal, Hike, Flipkart**, are few cases in spotlight that had jump in their valuations, not an incremental rise

Source: www.entrepreneur.com

Please read the full news at:

entrepreneur.com/article/300774

Why Valuing Your Business Can Enhance Its Value?

There are many reasons why having your business valued makes sense; whether it is to inform sale price negotiations, your financial planning or even succession planning. But one, often underestimated outcome of the process is that it can act as an accelerator for enhancing the value of the business itself by enabling it to make better-informed decisions, helping to ensure that it has the right debt structure and identifying areas of strength and weakness which can then be addressed or enhanced

Source: www.entrepreneur.com

Please read the full news at:

<https://www.entrepreneur.com/article/319484>

7 Factors That Influence Start-up Valuations

Every startup founder dreams of launching the next Airbnb, SpaceX or Uber. The glamour of these \$1 billion+ valued start-up's motivates countless founders to chase after that coveted "unicorn" status with their own [valuations](#). However, the obvious question few can answer is, "How exactly is a start-up valued?" Valuing a publicly traded company is very straightforward. Its market capitalization (or market cap) is simply the number of shares outstanding multiplied by current share price. The share price itself depends on known strengths of the company and market forces, and is therefore, seldom way off the mark.

Source: www.entrepreneur.com

Please read the full news at:

<https://www.entrepreneur.com/article/319548>