



VALUATION ADVISORY | CONSULTING | CHARTERED ENGINEERING SERVICES | IPO ADVISORY

ABOUT US

Sapient is an independent network of Chartered Engineers/ Valuers providing services for certification/ Valuation of plant and Machinery, Land and Building.

We help Organizations around the globe by realizing their true potential by taking appropriate financial decisions for growth.

We provide superior, professional, accurate, cost effective Valuation & Insurance advisory services.



www.sapientservices.com

ACCOUNTING

TAXATION

BALANCE

PLANNING

STRATEGY

EXPERTISE

INVESTMENT



OUR MISSION

To be the model company championing professionalism and excellence in delivering real estate & valuation advisory solutions in the region. Our mission is to work with all our partners in providing superior, professional, accurate, cost effective Valuation & insurance advisory solutions that meet individual needs ,government compliance and accounting standards. We commit to excel, lead with passion and enthusiasm, driven by the desire to be exemplary in word and deed.

TIMELINE

Foundation

1988

Mr. D.K. Malhotra established the business under the name and style of M/s Malhotra Associates. The firm laid the foundation for a legacy in consulting and valuation services. Eventually, the entire business operations were transferred to its successor entity, M/s Sapient Services Pvt. Ltd. (SSPL).

Diversification

Sapient expanded its service portfolio to include valuation and Techno Economic Viability (TEV) studies and other corporate advisory, aligning with evolving industry requirements and IRDA norms. This strategic diversification marked the beginning of specialized services in core areas.

2012

2015

Major Growth Phase

Sapient witnessed substantial growth with its first cross border engagement, making itself one of the few companies in India to value assets outside India.

2019

Continued Expansion

The company solidified its position with operations in 10+ states and valuing assets / companies across 15 countries, with expansion efforts continuing to meet growing client needs across the globe.

2025

Strategic Relocation

Marking a new era of growth and modernization, Sapient relocated its corporate office to Okhla Industrial Area, reflecting the company's sustained expansion, digital transformation, and future-readiness to serve clients on a national and global scale.





CORE VALUES

- **Commitment to continuous learning**

We believe growth is rooted in knowledge. Through ongoing training and skill development, we empower our team to stay ahead of industry trends and deliver cutting-edge solutions.

- **Excellence Through Results**

Our focus is on measurable impact. We take pride in consistently exceeding expectations and delivering results that speak for themselves.

- **Collaborative Spirit**

Great things happen when we work together. We foster a culture of open communication, mutual respect, and shared goals to achieve success as one united team.

- **Working Smarter, Not Just Harder**

Efficiency is our edge. We combine innovation with strategic thinking to maximize productivity and deliver

- **Professional Integrity**

We conduct business with transparency, accountability, and ethics. Our professionalism reflects in everything we do—from client interactions to internal operations.



SERVICES

Aviation

Aviation valuation is essential for assessing the financial worth of aircraft, engines, and aviation components. This process involves analyzing various factors such as market trends, asset condition, maintenance history, and regulatory compliance to ensure precise valuation. It plays a crucial role in transactions, leasing, financing, and insurance purposes. At Sapient, our expert team delivers accurate and reliable aviation valuations backed by in-depth industry knowledge and global standards. We cater to a diverse clientele including airlines, lessors, financial institutions, and MROs (Maintenance, Repair, and Overhaul providers). Our valuations support informed decision-making, risk assessment, and regulatory reporting, ensuring transparency and confidence across the aviation ecosystem.

- Types of Aircraft Covered
Commercial, Cargo, Business, Helicopters, Parts
- Valuation Standards & Methodologies
IVSC-Based Market, Cost, Income Approaches
- End-Use Applications
Financing, M&A, Leasing, Insurance, Disputes
- Customized Reporting
Tailored Reports, Summaries, Sensitivity Analysis
- Regulatory & Compliance Alignment
DGCA, ICAO, IFRS, IND-AS, GAAP
- Data-Driven Insights
Market Data, Bluebook, Technical Analysis

SERVICES

IPO Advisory Services

We specialize in providing certification for legal documentation, capacity determination, and compliance in the IPO process. Our expert team ensures your business meets all regulatory requirements with precision and accuracy.

Business Valuation

Sapient valuation reports provides an overview of the company, industry, economy, discusses value drivers, outlines the analysis performed, along with the inputs and assumptions, and incorporates detailed exhibits that support valuation conclusion.

Chartered Engineers

Sapient is an independent network of Chartered Engineers/ Valuers providing services for certification/ Valuation of Plant and Machinery, Land and Building.

Detailed Project Report

We create comprehensive and precise project reports tailored to your business needs. From financial analysis to compliance and market feasibility, our DPRs provide the insights you need to plan and execute your projects with confidence.

Mergers And Acquisition

We create comprehensive and precise project reports tailored to your business needs. From financial analysis to compliance and market feasibility, our DPRs provide the insights you need to plan and execute your projects with confidence.

Industry Research

We deliver in-depth industry research and analysis to help you understand market trends, competitive landscapes, and growth opportunities. Empower your strategic decisions with data-driven insights.

SERVICES

Fixed Asset/Inventory valuation

We provide accurate and reliable valuations of fixed assets and inventory, ensuring compliance with regulatory standards. Trust us for transparent reports to support financial decisions and business objectives.

TEV study

Techno Economic Viability Study reports provides appraisal of technological parameters of a project and the impact on its financial viability. TEV study is a risk mitigation task undertaken in respect of any industrial activity.

Impairment Of Assets

A agreement whereby the lessor (owner of property) allows the lessee use of the property in exchange for lease payments. Operating leases give the lessee the use of property without ownership.

Fixed Asset Verification

We offer thorough and systematic verification of fixed assets to ensure accuracy, existence, and proper documentation. Rely on us for detailed reports that support audit readiness and effective asset management.

Goodwill/Brand Valuation

It considers the valuation of future net earnings that directly attribute to the brand to determine the value of the brand in its current use. The brand value using this method is equal to present value of income, cash flows, or cost savings actually or hypothetically due to the assets.

SERVICE DOMAIN



Tangible asset
Valuation

LEADERSHIP



Mr. Devender Kumar Malhotra

(Director)

Mr. Devender Kumar Malhotra is a seasoned professional with over 43 years of experience in erection and commissioning of thermal power plants, valuations, insurance claims advisory, and techno-economic viability consultancy.

A Registered Valuer under Section 247 of the Companies Act, 2013 and under section 34ab of wealth tax act, he has also served as a Project Engineer for major thermal power projects with BSEB and NTPC.

He is a member of esteemed bodies like the Chartered Institute of Loss Adjusters (London) and the Institute of Valuers.

Mr. Malhotra has executed valuation assignments with assets in over 16 countries and frequently serves as a guest lecturer for Registered Valuer training programs.



Mr. Jagmohan Sawhney

(Director)

Mr. Jagmohan Sawhney is a veteran mechanical engineer and insurance loss assessor with over four decades of experience in engineering and insurance domains. A graduate in Mechanical Engineering from Punjab Engineering College, Chandigarh, he began his career with reputed organizations such as Usha Telehoist Ltd., HCL Ltd., IBE Machines Ltd., and Khaitan Electricals Ltd., holding key engineering and managerial positions.

Since 1989, Mr. Sawhney has been working as a licensed Insurance Surveyor and Loss Assessor, handling complex claims across engineering losses, fire, burglary, material in transit, and catastrophic events like earthquakes and floods.

He specializes in detailed technical analysis of damage causation, quantification of losses, and negotiations with stakeholders on behalf of both public

LEADERSHIP



Mr. Phul Kumar Gaur

(Associate Director)

With over 30 years of expertise in the valuation of civil structures, Mr. Phul Kumar Gaur has served key roles in departments like the State Pollution Control Board and the Haryana Irrigation Department.

He is a Registered Valuer under Section 247 of the Companies Act, 2013 and under Section 34ab of the wealth tax act, and has successfully conducted over 3000 valuations for the National Highways Authority of India.

Mr. Gaur is also an accomplished author in the field of Environmental Technology and has rich field experience in supervising the construction of highways, flyovers, and bridges across North India.



Mr. Dinesh Suri

(Senior Consultant)

Mr. Dinesh Suri is a highly experienced mechanical engineer with over 35 years in the aviation engineering sector. He holds an AMIE in Mechanical Engineering from the Institution of Engineers (India), Kolkata, completed in 1985. His distinguished career spans key roles in Indian Airlines and Air India Engineering Services Ltd., where he served as Aircraft Inspector, Aircraft Maintenance Engineer, Senior AGM, and DYGM (Engineering) between 1983 and 2018. His final posting was as DYGM in Delhi from 2016 to 2018.

Mr. Suri brings deep expertise in aircraft maintenance, inspection, and engineering operations. Post-retirement, he continues to contribute his vast experience as a Senior Consultant at Sapien, specializing in aviation valuation and technical advisory.

KEY PERSONNEL

Ms. Saraswati Bisht

Ms. Saraswati Bisht is a qualified Cost and Management Accountant with over 7 years of post-qualification experience. She has worked extensively in the areas of valuation and cost audit, helping clients at the time of their DRHP and UDRHP filings during the IPO process, contributing to accurate financial assessments and regulatory compliance.

Mr. Lokesh Dubey

Mr. Lokesh Dubey is having more than 17 years of experience in the industry and is currently heading the Plant & Machinery valuation department. He has led and contributed in numerous high-value valuation assignments across various asset classes and industries.

Mr. Ashish Kirty

Mr. Ashish Kirty holds an MBA in Marketing and Finance and brings over 14 years of experience in research and data analysis. His expertise lies in delivering deep market insights and supporting valuation projects with robust analytical frameworks.

Mr. Lakshya Malhotra

Mr. Lakshya Malhotra has an experience of more than 13 years in the fields of valuations, due diligence, M&A advisory, IPO advisory. He is a Registered Valuer (IBBI) for Plant & Machinery with over and has handled several projects of Plant & Machinery, Land & Building, Financial Assets for various corporates across various industries. He has been exposed to projects with assets in over 15 countries and is currently advising a lot of startups in various capacities and has handled diverse assignments for financial reporting, M&A, and regulatory compliance across sectors like manufacturing, healthcare, logistics, and hospitality.

Mr. Rajat Chaudhary

Mr. Rajat Chaudhary holds a B.Tech degree and has an experience of more than 5 years in the field of tangible asset valuations, He is currently heading the Land & Building valuation department and has handled projects of various magnitudes. He has hands-on experience in handling diverse valuation assignments across industrial and commercial sectors, bringing strong technical insight and analytical skills to every project.

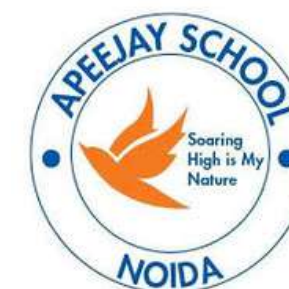
Ms. Preeti Kumari

Ms. Preeti Kumari is a qualified Cost and Management Accountant with a B.Com background. She is involved in valuations and other corporate advisory, bringing precision, compliance knowledge, and strong financial acumen to the team.

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