

Investeurs Consulting P. Ltd.

Investeurs Consulting Pvt. Ltd. is a business and financial advisory company, successfully serving businesses since 1994; we offer end to end advisory and consultancy services for successful syndication of fund raising needs of our clients. We have serviced diverse businesses by arranging finance of over INR 19,000 crore (\$3.8 billion). Our clients introduce us as their best “source for Raising Funds” and “business strategists and planners”.

Investeurs is an ISO Certified 9001:2008 company specifies requirement for a quality management services to enhance client satisfaction through effective quality control systems.

From Trade Finance specialized consultants, Investeurs has evolved to be a reputed Investment Banking company, where we work with our clients from funding a specific need to managing complete Banking & Finance Operations and re-structuring the same. We help our clients by fulfilling their new requirements for funds as well as expansion of existing plans.

We serve clients with a common motto which is to Build Businesses; focus on strengthening the business of the client from business plan to management structure to providing best options to raise funds for the ventures / enterprise.

CORE VALUES

Investeurs, core values reflect what is truly important to us as an organization. These are not values that change from time to time, situation to situation or person to person, but rather they are the underpinning of company culture.



SERVICES

❖ Fund Raising Solutions

1. Trade Finance
2. Debt Syndication
3. Private Equity/ Venture Capital

❖ Corporate Advisory Services

Fund Raising Solutions

1. TRADE FINANCE

Trade Finance is one of our core areas of competence and has been the domain of Investeurs since inception. Our association with Industries like Metal, Chemical, Cable and Wire, Media & Entertainment, Telecom, etc. dates back to more than a decade which has led to development of platform for providing cost effective trade finance solutions for under varied industries. We work very closely with our Clients to understand their business to structure the transaction for their continual business cash flow. We undertake the following services Under Trade Finance solutions:

- ✓ Negotiation of Inland LC (Purchase & Sale)
- ✓ Negotiation of Import LC (Buyer's / Supplier's Credit)
- ✓ Factoring – Receivables

We offer very competitive rate of interest prevailing in the market, which falls in line with the customer profile & financial performance. For providing the best services to our clients we have vast network of all the Banks and Financial Institutions.

Trade finance solutions will facilitate in controlling the raw material cost. We understand that Clients have different credit policies for the raw material procurement i.e. through issuing LC / BG or advance payment. Based on our experience and current market scenario, it has been factually observed that the cost of raw material purchases through negotiation of LC is always cost effective.

Trade finance services are not only about ensuring best pricing, but also providing quality services. We understand the complexity of relation with the suppliers thus, services & ensuring payments with in a stipulated time becomes the essence. We can help in structuring the whole procurement terms to enhance the bottom line for our customers.

2. DEBT SYNDICATION

Our Debt Syndication wing encompasses funding activities for diverse business requirements of corporations. We understand the needs of business owners and are committed to serve the financial process as simple and risk free as possible. We offer our services in the areas of syndication of funds for projects, working capital requirements, debt restructuring as well as several other structured products. Our clients have been benefited by the way we have handled their varied business needs and arranged funds for them. The key success factor for us has been our domain expertise in the said areas.

✓ Working Capital

Our team of professionals has acquired extensive expertise and know-how of the various areas of working capital financing from banking organizations. Our Business Development & Analysts team work for successful & speedier execution of Projects for the benefit of the client. We have proficiently mobilized working capital for a host of businesses operating in different segments. Our clients have obtained working capital loans for most business purposes including flooring of book debts, inventory and for varied business purposes.

To achieve the fund raising solution we assist in structuring the Financial statement, CMA presentation both actual and projection based on facts and information provided, preparation of information memorandum for banks/FIs/ Funds. As we work very closely with the leading Banks/ FI's, our in-depth understanding of the functioning of the Banking process and the norms makes the transaction flow smoother. We structure the transaction in such a manner that it accrues maximum benefit to our clients – both in terms of pricing & servicing.

✓ Term Loan

Investeurs offer project finance for 3 to10 years with a moratorium up to 2 years. We assist clients in availing project finance from alternate financial institutions. In particular, it helps in the process of application and documentation requirements for appraisal, sanction, disbursal and monitoring of fund-raising.

We specialize in handling Education projects; understand the sector – schools, colleges, universities from regulations to project dynamics to long gestation period. Thus, based on the facts & past proven factors, we can structure the Term loan, most conveniently suited as per the expected cash flows – moratorium to term period to repayment structure.

3. PRIVATE EQUITY/ VENTURE CAPITAL

We interact closely with various private equity / venture capital funds on an ongoing basis. Our understanding of the focus areas of the funds allows us to guide our clients through the entire fund raising process effectively. Based on our intensive examination and analysis of a firm's business model and financial performance, our scope of services includes:

- Advising on critical issues to the existing shareholders, management of the company
- Preparation of Information Memorandum and Financial Projections
- Advising the pricing and possible structure conducive, profitable and growth oriented for the company and shareholders
- Identify suitable investor/s
- Short listing the interested investor/s and carrying out initial negotiations with the same
- Conducting road shows to reach at final solution
- Assist in due diligence and closing the deal

Corporate Advisory Services

Every Business requires from time to time unsolicited advice from reputed corporate advisors who assist in Raising of Funds as well. The advice is rendered for new venture be it new set up or acquisition or joint venture. Our Advisory services complements with Raising of funds. Under the same, we work with our clients from funding a specific need to managing complete Banking & Finance Operations and re-structuring the same (as applicable).

Under Our Advisory services, we offer:

- ✓ Understanding & Capitalizing on Promoter's Vision- We initiate our Advisory, based on our understanding of Promoter's vision -short term / long term business objectives in terms of Co's positioning, Turnover, Profitability, Brand recognition, Market share, etc. We do provide our input based on our relevant industry experience, while working with varied businesses of various sizes.
- ✓ Financial Advisory – Based on objectives & positioning of the company, we assist the management in setting up of financial targets & accordingly, keep a very close tab on performance on monthly / quarterly basis. Based on the targeted top-line cum bottom-line, we set optimum Fund Raising targets, to keep a very thin line difference between leveraging & under-performance. We suggest most optimum financial instruments to keep the costing @ lowest possible level, based on nature of our trade / industry, example, tapping PCFC for exports, converting max funding @ Libor rates in case of Imports, etc. We understand that every transaction is unique in itself& accordingly, suggest structures & combinations, based on our experience of working with various Banks / Institutions. Based on our Trade finance expertise, we structure the Limits best suited, as per costing & usage.

Owing the same we suggest the innovative & effective financial solutions – from trade finance to debt structuring customized according to the needs of the client's business model in consideration of the cost attached to it.

- ✓ Maintaining Healthy Banking Relation – We at Investeurs provide unsolicited corporate advice which serves as an effective tool to maintain long term Cordial relationship between banks & clients. This includes ensuring adherence to the quarterly/ semi annually requirements of the bank & keeping a track of all term loan repayments, drawing of working capital limits & LC payments. We act as an Internal Audit team, without creating pressures – we can create pressures too, depending on client's directive.
- ✓ Industry Updates/ Info – We provide weekly updates on the economy / industry / market to the client / funds / institutions through our newsletter service.
- ✓ PR support – Our endeavor serves as PR support to our clients through our newsletter & word of mouth. Apart from the industry/ business update, we publish news related to our clients published in our newsletter which is circulated / shared with banks / funds / institutions, which creates awareness about our client, which can create unaware opportunities.

TEAM

We have a team of young professionals, who pursues the highest levels of integrity, quality, and professionalism. The team of executioners, relationship officers, operation executives and credit analysts has earned a reputation for uncompromising standards of excellence, and unwavering commitment to the client, and a timeliness work ethic. The team strives to create a challenging, fun and rewarding work environment where people trust each other and gain a sense of significance. The work environment inspires individual growth, fosters teamwork and encourages long-term dedication and loyalty.

Investeurs offers its services through its team of professionals who are mainly from business, finance & accountancy background loaded with years of experience, expertise and relevant resources to fulfill the task. Team in Investeurs is divided into three segments;

- Relationships Building Team who works closely with the corporate to understand their needs and to generate transactions / deals.
- Analysis and Research Team who is focused at supporting the Relationships team from client generation to diligence and assisting in road show for the client from visiting the corporate to presenting to our fund side.
- Operations Team who specializes in legal, documentation and client servicing.

CLIENT

Our experience has been built in hundreds of customers & we are indeed extremely proud of our client list and we value each one of them. We are engaged with different industries such as Cables and Wires, Education, Real Estate, Media & Entertainment, Telecom, IT etc. A few of our clients are....

 Wires and Cables The Power behind The Power™			 Panacea Biotech Innovation in support of life
		 Synergizing to create Strength & Power	
	 एमएमटीसी लिमिटेड MMTC LIMITED भारत सरकार का उपक्रम A GOVT. OF INDIA ENTERPRISE touching lives, adding value		 JK PAPER LTD. Creating lasting impressions
	 Filatex India Ltd.		 Creating recycling value
 CREATING INFRAWEALTH	 Create Grow Innovate...		
 SINCE 1947		 JINDAL Jindal Worldwide Ltd.	
 an ISO 9001:2008 company		 Jay Polychem India Ltd	
			
			

Investeurs Consulting P. Ltd.

S-16, U.G.F, Green Park Ext. New Delhi-110016

Ph: +91 11 2652 2441/ 42, Fax: +91 11 2651 2226