



Corporate Presentation



Investeurs Consulting Pvt. Ltd.

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Vision and Mission Statement



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Why Us



Leadership



Our Team

Vision

To be the Most Trusted Financial Advisor
to our Clients in their Growth Journey

Mission

To provide Professional and Committed
Services to our Clients, by way of designing
Solutions, backed by Delivery & Execution

Business Motto

We serve our Clients with a motto
“Building Businesses” and focus on
Strengthening their Business

COMPANY AT A GLANCE



Company Overview

- One of the leading **Corporate Finance Consultancy company**, in existence **since 1994**
- Advisors to Management & Top Executives to assist them in **Raising Funds** for their **Long and Short term requirements**



Business Verticals

- **Debt Syndication:** Long Term & Short Term Financing Solutions
- **Trade Finance:** Inland, Import & Export Financing
- **Advisory Services:** Growth Advisory & IPO Advisory



Key Highlights

- Rich Legacy of 30 years
- More than 750 clients, ranging from ambitious mid-size players to large size industry leaders ; few of the marquee client include Tata Sky, Chambal Fertiliser, JK Tyre, Enviro Infra, Emami, Amber etc.
- Executed over 1.1 lakh transactions till date and deals worth USD 40 Billion (approx.) across various sectors
- More than 50 Institutional Clients
- Association with more than 50 Banks & leading Merchant Banker
- Diversified Portfolio of services

OUR SERVICES

DEBT SYNDICATION

- Limit Assessment & Appraisal
- Working Capital Limits (Fund Based, Non-Fund Based Limits, Structured Funding)
- Project Financing, Term Loan – Greenfield & Brownfield expansion
- Insurance Surety Bond solution for Infra related clients
- Rating Advisory Services

TRADE FINANCE

- Domestic Trade Finance:
 - Negotiation/Discounting of Inland Letter of Credit
 - Financing of Trade Receivables under Treds Platform
- International Trade Finance:
 - Negotiation/Discounting of Import Letter of Credit - Supplier's Credit (Negotiation & Reimbursement route)
 - Financing of Import Collections - Buyer's Credit backed by SBLC
 - Negotiation/ Discounting of Export Letter of Credit

ADVISORY SERVICES

- Growth Advisory: Building Growth roadmap & Partnering in 5 Year's Growth journey
- IPO Advisory: Assisting companies in Raising funds through IPO route

DEBT SYNDICATION- SERVICES



Working Capital Finance

Enhancement & Takeovers of-

1. Fund Based Limits - CC, WCDL, PCL, PCFC, etc.
2. Non-Fund Based Limits - LC & BG

Annual Assessment & Appraisal of Limits - Assistance in performing the Annual Appraisal of Bank Limits under Consortium, Multiple or Sole Banking Arrangement for Emerging to Mid & Large Corporates.



Project Finance

We assist in building Financial Feasibility reports and creating TEV reports from reputed / specialized companies. We co-ordinate with funding Bank from creating reports till Sanction and Disbursement.

We have experience of raising funds for diversified industries for their Green/Brown Field projects.



Rating Advisory

We offer Rating Advisory services encompassing identification and coordination with Rating agency, compiling information, developing an optimal rating strategy and execution support for upgrading the Credit Rating from any 7 Top Credit Rating Agencies in India as on date.



Insurance Surety Bonds

We assist our Infra clients in getting Insurance surety bonds where Insurance companies act as 'Surety' & provides the Performance/financial guarantee that the contractor will fulfill its obligations as per the agreed terms. This is an alternative to BG/PG. This helps in boosting liquidity and capacity of bidders.

DOMESTIC TRADE FINANCE - SERVICES



Negotiation of Inland Letter of Credit

- Instrument to finance Trade transaction for a short term tenor
- Secure & cost effective option which allow companies to access timely fund flow
- Tenure range from 30 to 360 days depending on the trade cycle of the company (in case of Capex goods can extend upto 3 years)
- Help companies in utilising their working capital more efficiently



Financing of Trade Receivables under TReDs Platform

- TReDs offer Bill discounting service that improves Cash flow
- RBI regulated institutional mechanism for financing trade receivables on a secure digital platform at moderate rates
- Collateral free working capital using unpaid invoices through bill discounting in just 48-72 Hours
- Offered without recourse to the seller and no follow-up with the buyers
- Facilitates easy ERP system connectivity as data can be processed in a fraction of time

INTERNATIONAL TRADE FINANCE - SERVICES

Negotiation/Discounting of Import LOC – Supplier’s Credit (Negotiation & Reimbursement Route)

- Extended to importers for imports into India by overseas suppliers
- Letter of credit is issued by Indian Banks under usance on behalf of their importers and it is discounted by Foreign bank and/or Indian Bank branches situated overseas.
- Transaction can be executed via both “Negotiation and Reimbursement route”.



Financing of Import Collection – Buyer’s Credit backed by SBLC

- Loan for payment of imports into India arranged on behalf of the importer through an Overseas Bank
- Importer may choose to avail financing in foreign currency after the shipment is done by the supplier
- We have worldwide association with Banks thereby assisting in providing competitive pricing and service.



Negotiation/ Discounting of Export Letter of Credit

- Extended to exporters for exports across the world
- Letter of credit is issued by any overseas Bank under usance in favour of Indian exporters and discounted by negotiating Bank located in India at Sofr denominated/INR rates
- Transaction can be executed With Recourse or Without Recourse to the Exporter.

ADVISORY



Growth Advisory

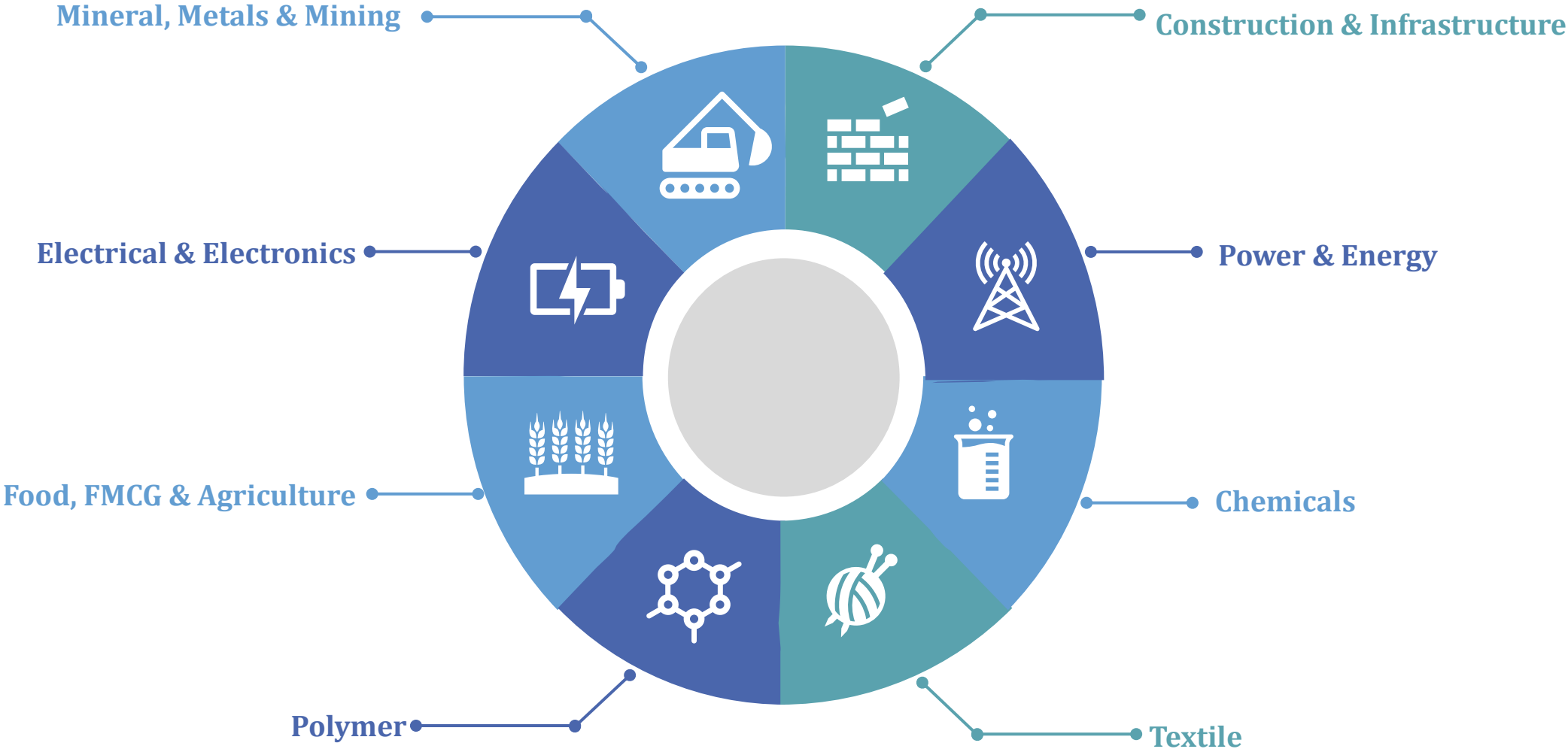
- Partnering with Promoters /Management to provide Advisory services in the Cos'. Growth journey from SME to Mid Corporate, by way of Financial inclusion
- We advise our clients, with focus on Growth of company and assist in:
 - Preparing Financial dash-board, based on company's Objective
 - Creating right size of funding on YOY basis
 - Periodically monitoring of Financial performance
 - Quarterly meetings with the Management to overlook Growth as per the plans
 - Rating assessment from the Credit Rating Agency
 - Assisting in Investment decision and tapping various sources of funds.












IPO Advisory

- We assist companies in raising funds through IPO route. We are associated with a renowned Merchant Banker. We advise on following lines –
- Preparing Financial dash-board, Business model, based on company's Growth plans
 - Building Valuation, based on peers multiple & various other factors
 - Documents collection & preparing for Due Diligence
 - Preparing company for Secretarial & various other Audits
 - Assisting company & BRLM at the time of drafting of Prospectus
 - Resolving queries of Merchant bankers/ Lawyers/ Exchange/ SEBI
 - Preparing Investor Presentation










WIDE INDUSTRY EXPOSURE



INDUSTRY EXPOSURE- DEBT SYNDICATION

 Infrastructure	Arranged working capital finance by way of providing WC limits, especially, BG Limits for Performance, Mobilisation, Retention purpose for Infrastructure companies. Also, executed and attained financial closure for funding of HAM project
 Education	Performed Project Financial Feasibility study for setting up a K-12 School, Institute, University for a renowned leading Education group – initial set up to growth stage. Raised Rupee Term lending from Banks/FI's
 Hospitality	Arranged Project Funding for one of the 5 Star Hotels, renowned chain of Hotel
 Logistics	Enhanced WC limits from a Bank, along with Appraisal from Lead Bank, in regard to the Appraisal of limits – cum - Enhancement
 Metal	Arranged WC limits & Structured Finance arrangement for a leading “Lead & Steel” manufacturing company, under a consortium arrangement for various converters, ferrous & non ferrous metal producers
 Agri Product	Arranged Vendor Bill Discounting/Working Capital Loan for Companies dealing in Edible Oil, Rice, Pulses & other Agri Products. Arranged Warehouse Receipt Funding for an established Rice Company
 Renewable Energy	Advisory & Term lending for financing of over 500 MW facility for various Indian Renewable energy independent power producer
 Electronics	Project funding and WC for one of the OEMs for the branded Electronic manufacturing company
 Manufacturing	Arranged WC limits, STL facilities and Unsecured Loan for a leading Wire & cable manufacturer, a Paper manufacturer and Inverter batteries manufacturer

INDUSTRY EXPOSURE- TRADE FINANCE

 Fertilizer	Solution for Import LC discounting for 360 days with 3 or 6 months Sofr reset for imports of DAP & other chemicals
 Solar	Solution for 3 Years Sofr based financing hence saving Client's costing
 Edible & Non Edible Oil	Solution for Import LC's, ILC discounting and securing discounting lines for supplies, under High Sea Sale transaction for imports from Top 5 global suppliers
 Entertainment	Solution for Import LC Discounting for 2 year Tenure for the imports of Set top box (digitalization of TV industry)
 Metal	Created solution for LC discounting for leading retailer that operates hypermarkets and supermarkets in North India
 Coal	Solution for Inland LC discounting up to 180 days under different structure sourcing from Coal India Ltd & subsidiaries
 Consumer Durable	Arranged LC discounting for leading manufacturer of Consumer durable company & increase cash Flow to deal with major Buyers
 Infrastructure	Created solutions for Inland LC discounting against their Capex LC, discounting based on running bills for making payments to vendors
 Metro Projects	Created payment structure for supplies from Siemens - milestone deferred payment structure

CASE STUDY

Client's status before association with Investeurs

- Co. had Turnover of Rs 90 Cr approx
- Banking limits of Rs 24 Cr with a single PSU bank – High interest rate, High commission, High collateral coverage

Investeurs Value Addition

Based on Promoter's vision & understanding of sector, Investeurs assisted in Company's growth in alignment with its vision in 3 years in following manner:

- Improved Banking support, by way of introducing 5 strong New Banks for WC limit with better terms, interest rate and other commercials
- Enhanced WC limits from Rs. 24 Crores to Rs. 280 Crores, in alignment with Company's performance and winning of high value Orders
- Company's Turnover increased over 4 times in 3 years of our association
- Assisted in upgrading Credit Rating from BB+ to BBB+ from top Credit Rating Agency
- Reduced collateral considerably, leading to better cash flows
- Achieved sanction of Term loan for a "HAM project"; "Making Project report to Financial model to Sanction from Bank/s to Legal documentation to Disbursement"
- Taking prompt actions at the time of winning of large size Projects - HAM Project (Rs. 180 Crores) & EPC Project (Rs. 1250 Crores)
- Operationally engaged in day to day Banking / Servicing / Solving any issue, from "Disbursement of Limits to Issuance of LCs / BGs to handling inter Banking compliances"
- Introduced Funding by RXIL (Unsecured funding for MSME vendors)
- Ideated Equity funding by way of IPO (main board) and assisted in following:
 - Creation of a Business & Financial model
 - Pitching to a Merchant Banker & Finalization of a Merchant Banker
 - Due diligence support to Merchant Banker & appointed Legal counsellor
 - Assisting Merchant banker / Lawyer in regard to queries by SEBI till approval of SEBI
 - Preparation of Investor PPT
 - Website revamping & Corporate PPT

CASE STUDY

Client's status before association with Investeurs

- Co. (operating in Infra – Road sector) had Turnover of Rs. 135 Crores
- Company had Consortium Banking limits of Rs. 75 Crores with 2 PSU Bankers with:
 - High Interest rate & High Commission
 - High Collateral Coverage, almost 100%
 - Consortium leader wasn't appraising rightfully as per Client's Order positions & sectoral requirement of Bank Guarantees

Investeurs Value Addition

Based on Promoter's vision & understanding of sector, Investeurs assisted in Company's growth in alignment with its growth in 3 years in following manner:

- Improved Banking environment / support for the company
- Post sanctions from 2 Banks, Investeurs handled sensitively in dismantling Consortium & provided exit to 2 existing Bankers and inducting new Bankers
- Inducted 4 new Banks with enhanced limits as per requirement of the company, along with better commercial terms - Interest rate, Commissions, etc.
- Enhanced WC limits from Rs. 75 Crores to Rs. 120 Crores in first year and Rs. 180 Crores in 2nd year, in alignment with Company's performance and Order position
- Reduced collateral coverage to 50% based on company's strength and Business structure
- Taking prompt actions by way of ensuring timely WC limits at the time of winning of a bigger Project under JV
- Operationally engaged in day-to-day Banking / Servicing / Solving any issue, from "Disbursement of Limits to Issuance of LCs / BGs to Legal vetting of Properties to handling inter Banking compliances."

OUR CLIENTS

WHY US



In-depth Understanding with wide Industry Exposure

Deep Business Understanding with Multi Sector focus, solution driven mind-set and result oriented approach



Quicker Turn-Around-Time (TAT)

Efficient Work Processes which results in reduction of Turn-Around-Time



Structured Solutions to suit Client's Need

Offer diverse and customized Financial Solutions to Clients



Experienced Team

Perceptive & judicious team comprising of CAs and MBAs having wide and varied experience of Banking & Corporate Finance



Established Track Record

Rich Legacy of 28 years in providing Corporate Finance Advisory Services

Optimum Cost of Funds

Strive to provide the most Optimum Cost of Funds to Client



Excellent Client Support

IT enabled Prompt Client Servicing and Database Management makes us different from our Peers



Strong Relationship with Banks & FI's

Strong Working Relationship with our associates including Banks and FI's – Domestic & Overseas including PSU's, MNC's & Pvt. Banks



New Ideas & Innovative Solutions

Constantly thinking & innovating to introduce Cost Effective Structures, Products & Solutions



Single Window Solution

Single Window Solutions for all the Corporate Finance Needs



OUR LEADERS



Mr. Manish Dutta

Founder

- Rich experience of 30 years plus
- Driven by a desire to bring Professional approach to servicing in Corporate Finance domain, founded Investeurs in 1994
- Supported creation and execution of “Turnaround Strategies” for multiple diversified firms; has significant experience of working with HNIs, Private equity firms in pre-deal diligence and post-deal strategy.
- Holds a Management Degree from Amity University



Mr. Rajen Dutta

Co-Founder & CEO

- Extensive experience of over 30 years of working with Emerging, Mid and Large size businesses in the areas of “Corporate financing”
- Played significant role in laying the architectural framework, strategy formulation and shaping the Company’s progressive growth over the years.
- Combines deep operational knowledge and broad strategic insight for delivering Client specific Solutions.
- Holds Bachelors’ Honors degree in Commerce from Delhi University & a Diploma in Finance



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We look forward to associate with you!

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