

The logo consists of a white hexagon on a dark purple background. Inside the hexagon, the text "VKAP" is written in a bold, dark purple sans-serif font, and "ADVISORS LLP" is written below it in a smaller, dark purple sans-serif font.

**VKAP**  
ADVISORS LLP

# **VKAP ADVISORS LLP**

CFO Consulting | Capital Market Advisory | Portfolio Management | M&A Advisory  
Debt and Equity Fund Raising | Tax Structuring and Advisory

# SUMMARY

Topic in Order

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# OUR VALUES

We Believe In

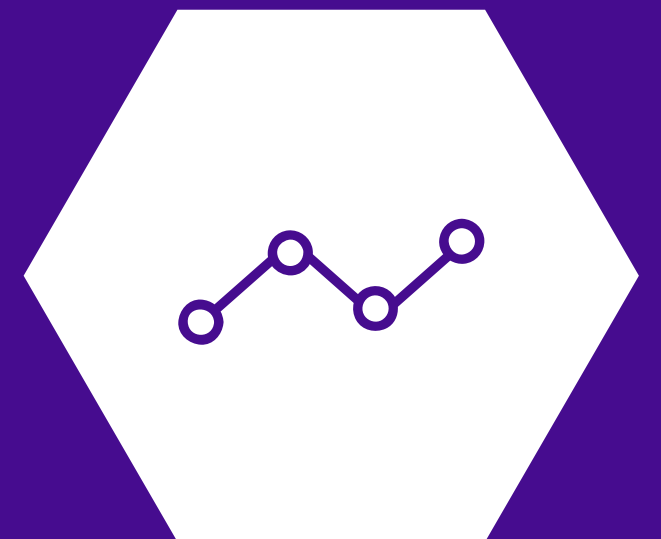
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**V** - Value Addition

**K** - Ko Optimization

**A** - Assurance of Efficient Solutions

**P** - Passion for excellence



# CAPITAL MARKET CONSULTING

## Equity Markets

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Going public is not only a dream come true for any business, but it is also a very crucial step towards ensuring the sustenance and survival of the business. Listing on stock exchanges provides numerous benefits such as access to funds, reduction of debt cost, un-locking value for promoters, exit to the existing investors, better visibility and credibility, valuation benchmarking, strengthening of governance and internal controls, etc.

We at VKAP Advisors are on a mission to advance the financial well-being of our clients. We handhold our clients in the journey of improving their financial preparedness for an IPO.

We come on board as the CFO to the management and the owners of the organization and become the pillars that render support to the organization's entire IPO journey. Our services include:

- Pre IPO due diligence for identifying and cleaning up the book
- Understanding the client's business plan and constructively augmenting it so that the overall acceptability of the business model increases from the markets' standpoint
- Preparing Strategic and Financial Plans/Projections, Business Valuation and Investor Presentations

# CAPITAL MARKET CONSULTING

## Equity Markets

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- Setting up an appropriate organizational structure including team building, defining roles and responsibilities, planning of human resources, etc
- Developing and Implementing an effective MIS system for the organization
- Assisting in any legal structuring that may be required at the organization level, Pre IPO
- Identifying the ideal set of advisors for the organization including lawyers, investment bankers, merchant bankers, etc
- Assistance in organizing investor presentations and roadshows
- IPO Documentation, Reporting and Compliances
- Litigation and Legal liaising

Our network spreads across the following other alternatives of raising equity:

Pre-IPO Placement | Qualified Institutions | Venture Capital | Buy-Back | Take-Overs

# CAPITAL MARKET CONSULTING

## Debt Markets

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### Conventional Debt Solutions

We offer end-to-end loan consultancy to help you get your loan faster and on time in a hassle-free manner. Right from providing advisory on the right type of loan to arranging the funds, we assist you through the entire process of acquiring the loan. Over years of experience, we have built earnest relationships with our banking partner that we leverage to provide you with the right kind of funding.

### Debt Financing Options

- Overdraft/ Cash Credit
- External Commercial Borrowing
- LC Discounting, Packaging Credit, Pre-Shipment Finance
- Loan Against Property
- Structured Debt and Promoter Funding

# NON-CONVENTIONAL DEBT SOLUTIONS

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We also provide non-conventional solutions for raising debt for corporate clients who have complex financing requirements that cannot be met by conventional financing debt instruments like bonds, loans etc.

We, at VKAP Advisors, can assist in raising debt from placement of customized structured financial instruments such as mortgage-backed securities, collateralized bond obligations, security/escrow backed financing, structured backed with third party guarantees, letters of comfort etc.

Raising funds through hybrid debt products is also feasible for eligible businesses. Hybrid debt products include preference shares, optionally convertible debentures, perpetual bonds, subordinated bonds, foreign currency convertible bonds etc.

We at VKAP advisors can assist in structuring and placement of both Debt as well as Hybrid Debt Instruments.

# MERGERS AND ACQUISITIONS

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Mergers and Acquisitions are complex transactions between two or more entities. This area is broad and requires the experience and expertise of consultants. Generally, M&A is done to achieve inorganic growth. Identifying the right target, therefore, becomes critical to making the acquisition a success. We help in scouting deals that provide potential synergies and are the appropriate fit.

Using the extensive network of our relationships, we can look out for a deal which can be of interest to the buyer and help them shortlist the targets keeping in mind the long term objectives of the acquirer.

## OUR SERVICES INCLUDE:

- Target/Buyer Search - We achieve this through our extensive network and relationships in the market
- Deal Advisory - We assist our clients on both the buy and sell side of deals



# MERGERS AND ACQUISITIONS

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- Valuation Support - We do various kinds of valuation by applying different methodologies that are in line with applicable regulations like FEMA, SEBI and Income Tax
- Due Diligence - We provide financial, legal, tax and investigative due diligence
- Implementation and Closing Support - We provide end to end solutions in M&A and therefore assist in closing and executing the deal as well
- Post-merger integration - We advise on various types of post-merger integration like Financial, Fiscal and Legal

# CFO ADVISORY

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Our CFO services are a great value addition for emerging companies who carry the vision of taking their businesses to the next league. As full-time CFOs, we oversee and guide your business by taking complete charge of your accounts and finance division. Our team of CFOs is led by Chartered Accountants and Chartered Financial Analysts who have great experience of handling various growing as well as established companies across diverse sectors.

## OUR TEAM CAN ASSIST YOUR ORGANIZATION WITH:

- Strategic Decision Making
- Corporate Governance
- Evaluating Business Opportunities
- Treasury Management
- Cash Flow and Fund Flow Planning
- Business Process Re-Engineering
- Transaction Advisory
- Business Support Services
- Compliance Support
- Fund Raising

# INVESTMENT MANAGEMENT

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While managing investments, we oversee a specific portfolio of investments for our clients. It is a broad area that requires ongoing guidance from professional experts. Hence, it is essential to recruit an investment manager to manage a portfolio of investments.

## OUR SERVICES INCLUDE:

- Treasury Management - for liquid funds
- Customized Portfolio Management
- Assured/ committed return on investment
- Transparent and real-time reporting
- Capital Protection

# NBFC REGISTRATION

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NBFC registration is obtained as per the provisions of the Companies Act 2013 and the RBI Act, 1934. It plays a significant role in executing the financial functions of our economy. For acquiring the NBFC license, all conditions mentioned under section 45-IA of the RBI Act, 1934 are mandatorily required to be fulfilled.

## OUR SERVICES INCLUDE:

- Securing NBFC License
- Advisory for Fintech/Traditional NBFC Credit Business Model
- Assistance in Developing Loan Products and related Credit Policy
- RBI Compliance
- Audit and Secretarial Compliance



# GLOBAL COMPANY INCORPORATIONS

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We assist our clients in incorporating legal entities overseas. Our services include identifying optimum corporate jurisdiction for company registration, and the ideal and tax-efficient corporate structure to legally protect assets and gain access to the worldwide markets. Our network of global consultants across the globe ensures a smooth, hassle-free incorporation process. There are many benefits of having a company overseas, like reduction in tax liabilities, minimum statutory filing obligations, limited liabilities for directors, beneficial ownership structure, global presence for branding, etc.

## OUR SERVICES INCLUDE:

- End-to-End Consulting Services for overseas Company formation
- Liaising with the concerned regulatory authorities
- Documentation Support
- Regulatory Support

## KALPESH MEHTA

Kalpesh is a qualified chartered accountant with over 20 years of training and corporate experience. He is a faculty member of ICAI for conducting lectures for certificate courses on IFRS. He is an eminent trainer of C.A. final students in the subjects of Financial Reporting, Strategic Financial Management and Global Financial Reporting Standards.

He has authored an internationally acclaimed book called “Understanding IFRS Fundamentals”, which is published by John Wiley & Sons. He is looked up to in the industry for advice on Accounting Standards and Accounting of Complex Transactions.

He is a specialist in Accounting Systems, Standards and Financial Reporting and can dissect any balance sheet like a super speciality surgeon with immaculate accuracy and render qualitative advisory based on this super skillset.

## PRIYESH JAIN

Priyesh is a qualified chartered accountant with more than 15 years of experience in the Taxation and Financial markets. He also has a diploma in IFRS from ACCA, UK.

He has successfully negotiated many cross border transactions like joint ventures, private equity placements, Mergers and Acquisitions for clients from diversified sectors.

He is a veteran of capital market and financial services and has single-handedly led many IPO transactions on SME and Main Board. He is a believer in tailor-made advisory and his deep acumen on business valuation, IPO Markets and a solid PE & VC Network has facilitated in raising capital for countless businesses.

He has a very robust and potent network of industrialists and Funders. If you are looking for a connection that can help your business grow - all you need is 10 minutes with Priyesh.

## VIRAL JAIN

Viral is a CA, CFA (US) and a fellow member of ICAI. He has an excellent academic track record that includes securing merit in his CA examination.

He has extensive knowledge of the Income Tax Act and Companies Act and specialises in Direct Tax Advisory, Litigation, Surveys and Searches. In his 12+ years of experience as a practising CA, he has closely interacted with various medium to large enterprises and has a sharp understanding of various phases of business.

He can structure the cap table of your organisation in the blink of an eye.

## AMAN JAIN

Aman is a qualified chartered accountant with 12+ years of experience in Business Consulting. He has extensive knowledge of Indirect Taxes and specialises in GST Advisory, Litigation, Surveys and Searches.

He has a crisp understanding of business processes, SOPs and internal financial controls that are imperative to be in place in any organisation so as to support its business operations in the growth phase.

If you have a problem in understanding or preparing your businesses cash flows, break-even, budgeting and projections, product-costing, internal controls, MIS reporting, Aman will enjoy spending time with you, trying to address these concerns.

# LET'S TALK

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