

Corporate Profile

An SME Advisory firm
with a focus.



SMBE snapshot

- Mergers & Acquisitions
 - Business Valuation & Due Diligence
 - Outsourced CFO
 - Equity & fund-raising
 - Debt re-engineering/ management
- Firm with specific focus on small-to-medium sector
 - Empowering SMEs with best in class service offerings
 - Operating in niche areas of strategic business planning/ funding/ timely Exit where there is a huge gap today



SMBE Value proposition; the building blocks

- Uncompromising Honesty & Integrity
- Fair play
- Creating Win-Win

SMBE Vision

- Be a preferred destination for Finance, Compliance, Accounting, M&A, Funding through equity and loans.
- Be a connector and a business enabler for product & service companies, investors & investees & consumers providing incomparable value to all stakeholders



SMBE core strengths



Finance professionals with over 50 years of combined experience in all facets of corporate finance



Working with several global investors who have specific interest in India



Senior business promotion executive with more than 25 yrs of investment banking expertise



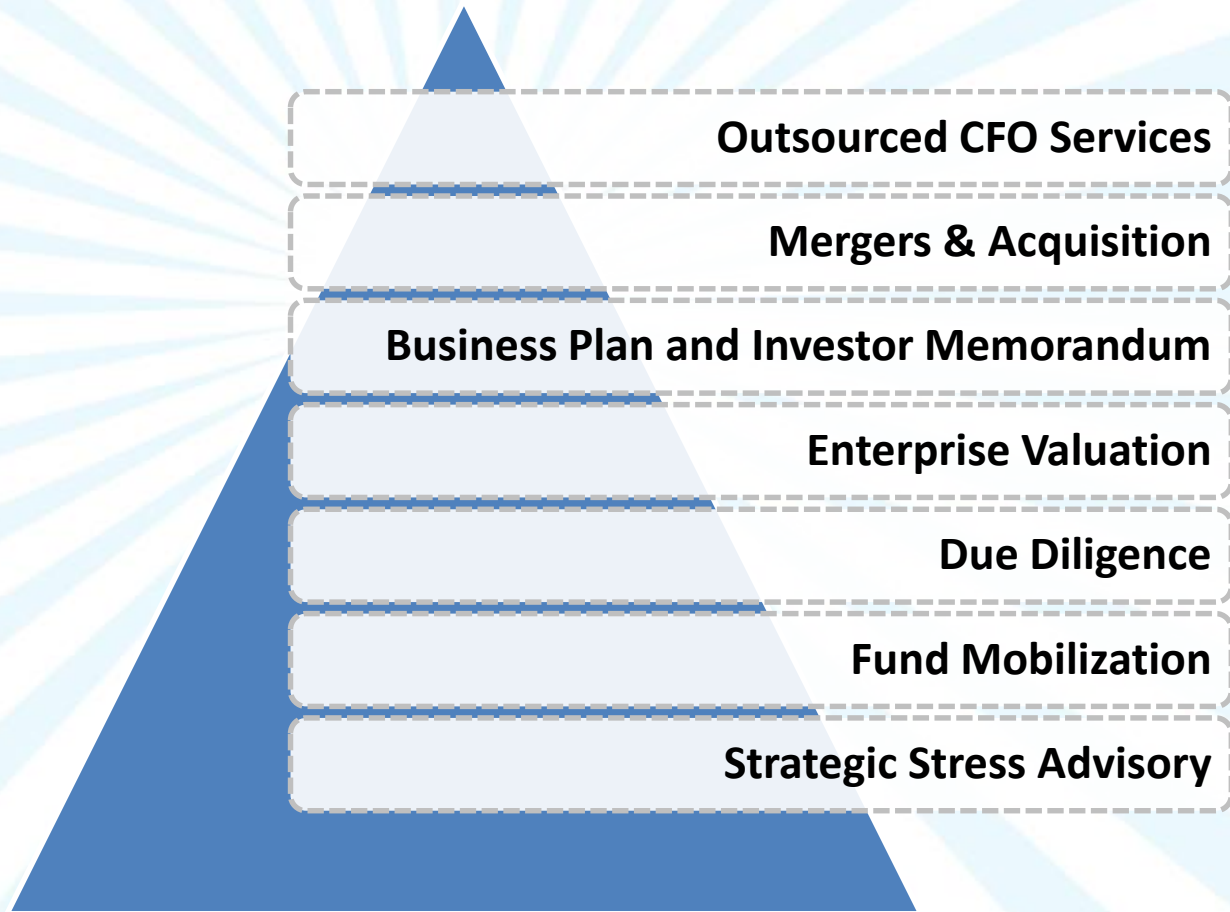
Excellent rapport with Investment Bankers & SEBI approved Merchant Bankers enabling deal closure and synergy to clients



Associates with enormous technical strengths & business breadth; adept at match-making naturally

We bring incomparable business value to SMEs

Service offering



Outsourced CFO services - exploded

- When rapidly growing companies face bottlenecks with respect to delivery we step in and fill the temporary gap.
- Even the companies that have attained critical mass are often not investor ready. We fill the gaps between investor expectation and company readiness by working with the company and making it due diligence ready.
- Often in investment scenarios, we act as a bridge between investment bankers, Investors and Financial and Legal Due Diligence agencies.
- Co-ordinating with SEBI approved Merchant Banker on behalf of the company

Mergers & Acquisitions and Equity Funding

Hand-holding SMEs through the entire M&A Lifecycle

- Deal Scouting
- Feasibility Assessment
- Corporate Structuring
- Financial Restructuring
- Deal Structuring
- Total Diagnostic Analysis
- Business Plan Generation
- Information Memorandum
- Investor Identification & Introduction
- Conference Calls
- Promoter Meeting
- Valuations & Terms
- Signing of Term Sheet
- Due Diligence
- Signing of Legal Agreement
- Signing of Share Purchase Agreement
- Transfer of Funds

Business Plan, Investor Memorandum & Valuation

- These are important limbs of Mergers & Acquisition life cycle and Equity funding through financial or strategic investment route.
- We do ball park valuation for companies on regular basis and prepare Business Plans and Investor Memorandum setting out all relevant and focused details for the recipient.
- Arriving at enterprise value by internationally accepted methods of business valuation.



Due diligence

Due diligence audit as a prerequisite for closing the deal cannot be wished away...

- Preparing the companies for due diligence audit.
- Preparation of Data Room based on standard checklists.
- Filling the gap
- Auditing or getting the company audited for financial and legal due diligence.
- Proper due diligence from buy side and proper due diligence defence from sell side.

The goal is closure of deal and creating a win-win situation all the time.

Fund mobilization

Equity funding at growth stages of companies

- Financial - through approved fund houses and HNIs
- Strategic – through established companies that may see synergy in the client's business

Debt Funding through:

- Banks
- Financial Institutions
- NBFCs
- ECB from abroad



Strategic Stress Advisory

In the unfortunate event of a company getting into financial stress scenario, we understand the level of stress and provide tailored solutions.

This would be any or combination of:

- Strategising to keep the organisational morale in tact
- Restructuring of debts to suit the cash flow
- Increasing the capital by way of equity
- Identifying and selling non performing assets within the system
- Restructuring with the help of Asset Reconstruction Companies.
- Working with the company till complete reorganisation and adequate financial health have been achieved.



Sample success stories

- Working with a KPO start up for the past six years.
 - Been a catalyst in turning the company around from heavy losses in the initial years to a highly profitable company which is on the look out of companies to diversify. Continuing to be its strategic advisors.
- Adequately funding a skill development company which was very short of collateral security.
- Sold an online cinema ticketing company to the biggest entertainment ticketing ecommerce company
- Sold a steel wire annealing plant in Chennai to a subsidiary of Japanese auto major.
- Worked in several due diligence projects with Big 4 consulting firms
- Merging two Pharma units in India and one in US into a listed company in India as part of value unlocking exercise.

Thank you!



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