

Discussion Note on our Investment Banking Services

2023



EXPERIENCE | CLARITY | FOCUS

Deal Sourcing – Case Study

Client

Japan headquartered MNC manufacturing precision instruments for measurement and analysis. The client was looking to expand its business in India through inorganic means

Challenge

Deal Sourcing is a complex process that requires significant expertise, and resources. A diligent & proactive strategy must be put in place to identify & filter out an investment strategy to achieve the best possible return:

- Finding quality deal that suits investor portfolio
- Fierce competition for quality deals, a proactive strategy need to be adopted
- Lack of a network of reliable source to gather information & due diligence to minimize risk.
- Extremely bloated expense structure in business plans designed for growth that had not materialized

Valueonshore Advisors assisted the client in bridging the gap with efficient solutions for the above challenges.

Solution

Prepare

- Deployed experts having in depth understanding of screening practices in accordance with industry standard
- Understanding the macro economic development and determining the risk associated with achievement of Projected Business Plans

Execute

- Understanding the dynamics of the industry and the perceived growth potential
- Reviewing the macro economic indicators of various economies and ascertaining the impact thereof
- Analysis of companies existing business and analysing going forward strategy
- Reviewing the types of investment option available and narrowing them down to meet the criteria of client.

Report

- Preparation of target potential business reports based on thorough review of market information and research reports
- Well documented deliverables for better understanding of assumptions and analysis
- Value addition by way of independent analysis and assessment by our valuation specialists

Deal Evaluation – Case Study

Client

Singapore Based Private Equity Firm investing globally

Challenge

Evaluation of PE investments is a significant exercise for investors and founders alike which is accompanied by several complexities including:

- A significant portion of the client's in-house resources were allocated to intensive research and analysis tasks, diluting its focus on critical and high-value tasks
- Lack of availability of comparable companies and recent transactions requiring rigorous research
- Data and model re-validation requirements for each valuation assessment
- High costs and lack of continuity associated with engaging consulting firms for diligence engagements drove the client to set up an offshore team that could undertake preliminary due-diligence on identified targets and also support its teams on portfolio turnaround initiatives

Valueonshore Advisors assisted the client in bridging the gap with efficient solutions for the above challenges.

Solution

Prepare

- Deployed Due Diligence experts having in depth understanding of FDD practices in accordance with international recognised practices as the target had a multi country presence
- Understanding the stage of development of the Company and determining the risk associated with achievement of Projected Business Plans

Execute

- Understanding the dynamics of the industry in which entity operated and the perceived growth potential
- Analysis of historical financial data with rigorous study on comparable companies to understand industry trends
- Reviewing the changes in business operations of investee companies and selection of appropriate due diligence methodology based on various quantitative and qualitative inputs
- Conducting review based on trend analysis and deep dive of transactional data to ascertain issues in company operations

Report

- Preparation of detailed due diligence report based on thorough review company specific data
- Well documented deliverables for better understanding of issues
- Value addition by way of independent analysis and assessment by our due diligence specialists

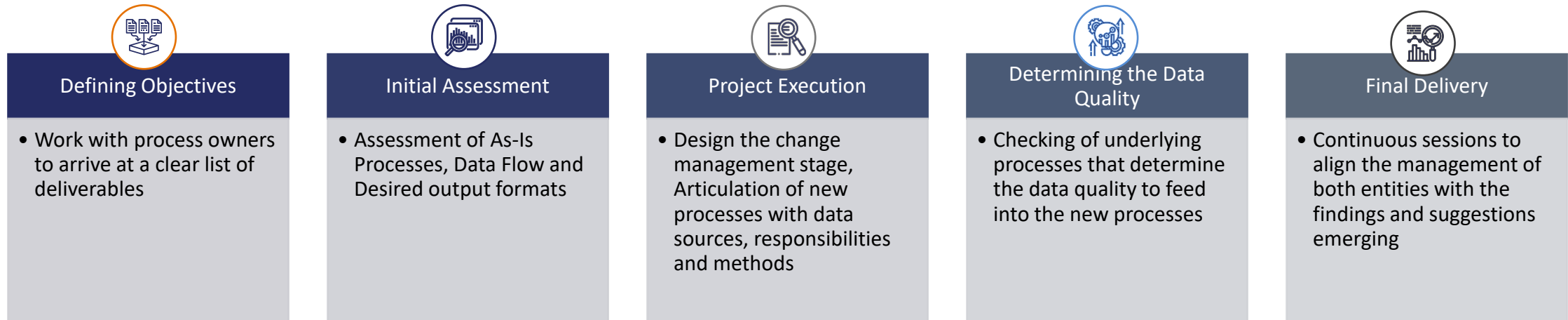
Post Deal and Exit Support – Case Study

Client

Our client is a large, private equity-backed pharma company with global presence in surgical care, post-surgery, urology, and other medical products.

Approach

The acquiring entity engaged us to design ways of smooth onboarding in a way that the combined entity's processes are effective and put the combined entity on the path of benefits expected from the merger.



Key Success Factors

Key success factors of the assignment included:

- Well-defined deliverables
- Real-time coordination with Process Owners and Management
- Practical and easy-to-implement Solutions
- Reasonable expectations management

Context

The client acquired a smaller entity with a complimentary market and wanted to streamline business processes. The client required assistance with sales and operations planning, integrating data of both companies, aligning management information system and developing GTM strategy for decision making

Thank You

Gurugram / Delhi NCR

2nd Floor, Enkay Towers Tower
A, Second Floor Vanijiya Nikunj,
Phase V, Sector 19,
Gurugram, Haryana-122016

Mumbai

1202, The Summit-Business
Park, Off Andheri Kurla Road,
Andheri (East), Mumbai-
400069.

Bangalore

No.42/1, 3rd Floor,4th
Cross, Indiranagar 1st Stage,
Bengaluru - 560038.

Hyderabad

CWS One, Plot No: 40, 41 & 42,
Survey No: #54 Kondapur,
Serilingampally, Hyderabad,
Telangana 500084

USA

8851, Belday St,
Cypress, CA, 90630

*This document is being submitted to your organization / you for the purpose of describing **Valueonshore Advisors** qualifications to provide the services outlined herein. In consideration of receiving the disclosures, we request for this document to be treated as confidential material. This document shall remain the property of **Valueonshore Advisors** and reserves the right to request the return of any and all materials included in this document.*