



Financial Advisory

Providing financial advice to help transform
your business and build trust









Private and confidential

October 2020

What is your organic growth strategy? How well is it executed? What is the best route for fundraising? What role does due diligence play in the success of Mergers and Acquisitions (M&A)? How does one value a company and its operating business and select assets, including intangible assets? How can you deal with the emerging fraud risks? What are the implications of being a dominant player from a marketplace behaviour standpoint? Can technology be used for reputation management?

Deloitte Touche Tohmatsu India LLP's Financial Advisory team provides specialised financial advice on such aspects that have the potential to transform your business and build trust. We cater to clients ranging from multinational corporates, private equity firms, promoter managed businesses, creditors, shareholders, to the public sector. Our 750+ practitioners deliver their expertise through five specialised business teams: Corporate Finance Advisory, Restructuring Services, Forensic and Dispute Services, Transaction Services, and Valuation and Modeling.

Practice highlights

-  **100+** partners and directors
-  **750+** professionals
-  Team spread across **9** major cities in India
-  Serve **500+** clients every year
-  Involved in marquee insolvency situations under the Insolvency and Bankruptcy Code, 2016
-  Facilitated some of the largest private deals in India in the past five years; ranked **#2** in the Bloomberg M&A League Tables 2019
-  Investigated some of the largest corporate frauds and malpractices in India in the past five years
-  Sector-focused M&A capabilities



Service portfolio

Forensic and Dispute Services

Helps identify and deal with corporate malpractices, fraud scenarios, misconduct, intentional noncompliance, and business disputes

Our forensic specialists help organisations protect their brand and reputation through proactive advice on their exposure to fraud, corruption, and other future business risk issues. The practice helps clients react quickly and confidently in a crisis, investigation, or dispute scenario. The team comprises members with diverse skill sets. These include chartered accountants, professionals with MBA degrees, lawyers, investigative journalists, economists, former law enforcement specialists, market intelligence specialists, computer forensic and data analytics specialists, and engineers.

Key service offerings include the following:



Financial Crime

- Anti-money laundering, Know Your Customer (KYC)
- Bribery, corruption, cybercrime, conduct breaches
- Fraud economic and trade sanctions
- Asset tracing and market abuse
- Compliance programme assessments, control reviews and implementation, continuous monitoring
- Regulatory response and strategy
- Forensic insolvency support and remediation



Investigations and Remediation

- Regulatory enforcement and other investigations support and remediation
- Fraud, corruption, and misconduct investigations
- Corporate intelligence services
- Crisis support and response
- Programme integrity assessments to prevent fraud and abuse
- Brand protection
- Third-party due diligence
- Investigative analytics
- Process mining



Dispute and Litigation

- Commercial claims management and computation
- Expert witness
- International arbitration
- Litigation support
- Dispute advisory
- Expert determination and mediation
- Anti-trust matters



Discovery and Data Governance

- Data governance and managed services
- Discovery advisory solutions
- Data content intelligence, identification, categorisation, and remediation
- Data hosting, integration, and management
- Document review
- Technology investigations and expert witness



Contract Lifecycle Management and Legal Support Services

- Contract compliance
- Contract lifecycle management



Economics, Social, and Governance (ESG)

- Programme evaluation
- Competition, litigation, markets, and regulation
- Economic modeling and forecasting
- Optimisation and prioritisation





Mergers and Acquisitions

Focuses on providing comprehensive strategic advice

Our Corporate Finance team offers a comprehensive suite of services to corporates, private equity funds, venture capital firms, and other investors and creditors. The team consists of industry specialists (consumer business, manufacturing, financial services, pharma and healthcare, energy and resources, real estate, infrastructure, information technology and ITES, and media and telecommunications) and product specialists, who work together to provide the best solution for each transaction.

Our M&A Transaction Services team provides high-quality, comprehensive, and strategically focused financial, accounting, and tax advisory services. The team focuses on issues from various perspectives to ensure that significant value items, risks and other matters have been identified and considered, thereby supporting clients in making informed decisions regarding their transactions. The team combines its core financial due diligence specialisation with the broad experience of our wider firm. In particular, it works closely with M&A tax, M&A strategy, operational due diligence and post-merger integration teams at Deloitte. The team also offers commercial due diligence services to estimate future demand, review regulatory landscape, competition and relative positioning, and independently assess revenue projections. Additionally, as part of our Value Creation Services offering, we provide pre and post deal support on HR and IT due diligence and integration, deal project management office, cost optimisation, operational scalability, cash rationalisation, 100-day planning and execution.

We have a specialised valuation and modeling team that helps clients identify, measure, and articulate the value of their businesses, securities assets, and liabilities in today's ever-changing business landscape and rigorous regulatory environment by providing independent and well-supported valuations and financial modeling services. We also have a dedicated team which specialises in providing valuation and advisory services for fixed assets and real estate. Valuation and modeling services are provided for transactional, accounting, financing, distressed asset resolution, litigation, insurance, strategic, planning, and operational purposes.

Key service offerings include the following:



Corporate Finance and M&A Advisory

- M&A strategy
- Deal origination and negotiation support
- Buy and sell-side advisory
- Alliance and joint venture advisory
- Debt and capital advisory



Acquisition and Vendor Diligence Services

- Due diligence and assist services – financial, operational, commercial, technology, treasury, and human capital
- Carve-out financial planning
- Cost and revenue synergies
- Bid support
- Contractual support including sale and purchase agreements
- Commercial due diligence



Valuation and Modeling

- Tax, financial reporting, legal and regulatory valuations opinions/analysis
- Valuations/value insights/pricing analysis for transactions, reorganisations, financing, stressed assets resolution, and strategic planning
- Financial Modeling, including development, and review of models
- Derivatives and financial instruments, including valuation, modeling, hedge effectiveness assessment, and treasury advisory
- Fixed assets and real estate valuation and advisory, including feasibility analysis, highest and best use studies, market research, technical diligence, and asset management services
- Portfolio valuation services
- Dispute valuation services, including acting as expert witness
- Intellectual property advisory



Post-Merger Integration and Divestiture

- Post-merger financial, accounting, and reporting
- Separation and carve-out planning
- Integration and day 1 planning
- Joint venture planning and establishment
- Post-deal PMO support
- Development and management of transitional service agreement performance and exit



Value Creation Services

- Post-acquisition “100 day” planning and delivery
- Operational performance improvement and portfolio optimisation
- Cash and working capital management
- Activist advisory
- Upside identification



Restructuring and Capital Projects

Provides sound business restructuring advice

Our restructuring services team helps clients relook at their financial models in times of adversity. It is currently involved in marquee insolvency situations under the Insolvency and Bankruptcy Code, 2016. The team comprises resolution professionals with in-depth expertise in transaction reviews and financial management.

Key offerings include the following:



Restructuring Advisory

- Financial restructuring advisory, including divestiture/induction of strategic investors
- Turnaround services and chief restructuring officer
- Insolvency and contingency planning
- Restructuring debt and capital advisory
- Managed exit
- Liquidity management (cash and working capital)
- Accelerated M&A
- Independent business review and strategic options
- Supplier risk management
- Third-party credit risk
- Portfolio lead advisory services



Infrastructure and Capital Projects

- Infrastructure M&A
- Capital projects transformation





Connect with us

Uday Bhansali

President


Financial Advisory

 udaybhansali@deloitte.com

Amol Rane

Partner & Leader

Valuation & Modeling

 arane@deloitte.com

Bimal Modi

Partner & Leader


M&A Transaction Services

 bimalmodi@deloitte.com

Nikhil Bedi

Partner & Leader


Forensic

 nikhilbedi@deloitte.com

Sumit Khanna

Partner & Leader

Corporate Finance & Restructuring

 sumitkhanna@deloitte.com

Deloitte.

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. Please see www.deloitte.com/about for a more detailed description of DTTL and its member firms.

This material is prepared by Deloitte Touche Tohmatsu India LLP (DTTI LLP). This material (including any information contained in it) is intended to provide general information on a particular subject(s) and is not an exhaustive treatment of such subject(s) or a substitute to obtaining professional services or advice. This material may contain information sourced from publicly available information or other third party sources. DTTL LLP does not independently verify any such sources and is not responsible for any loss whatsoever caused due to reliance placed on information sourced from such sources. None of DTTL LLP, Deloitte Touche Tohmatsu Limited, its member firms, or their related entities (collectively, the “Deloitte Network”) is, by means of this material, rendering any kind of investment, legal or other professional advice or services. You should seek specific advice of the relevant professional(s) for these kind of services. This material or information is not intended to be relied upon as the sole basis for any decision which may affect you or your business. Before making any decision or taking any action that might affect your personal finances or business, you should consult a qualified professional adviser.

No entity in the Deloitte Network shall be responsible for any loss whatsoever sustained by any person or entity by reason of access to, use of or reliance on, this material. By using this material or any information contained in it, the user accepts this entire notice and terms of use.

Reproduction and redistribution without prior permission is prohibited.

©2020 Deloitte Touche Tohmatsu India LLP. Member of Deloitte Touche Tohmatsu