

Deloitte.

Financial Advisory Services

Providing expert financial
advice to help transform
your business



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Nurturing, growing and sustaining a business in today's volatile economic environment can be a challenge. Competitive pressures, enhanced scrutiny into operational aspects by investors and stakeholders, and a slew of regulatory changes are forcing organizations to look for expert professional financial advice, particularly to help transform business.

What is the firm's inorganic 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? How does one value a company, its operating business and select assets including intangible assets? How can businesses deal with emerging fraud risks? Deloitte India's Financial Advisory Services can provide expert financial advice on such aspects which have the potential to transform business.

OUR SOLUTIONS - HOW CAN WE HELP YOU?

Corporate Finance

Focuses on providing comprehensive strategic advice



Our Corporate Finance advisory team provides a comprehensive suite of services to corporates, private equity funds, venture capital firms and other investors & lenders. The team consists of specialists by industry (Consumer Business, Manufacturing, Financial Services, Pharma & Healthcare, Energy & Resources, Real Estate, Infrastructure, Technology, Media & Telecommunications) as also products, who work together to provide the best solution for each transaction. Our key product offerings include:

Corporate Finance Advisory

- India Entry Strategy
- Equity Fund Raising
- Mergers and Acquisitions
- Divestitures
- Privatization

Debt Advisory

- Debt Syndication
- Structured Finance
- Mezzanine Fund Raising
- Acquisition Finance

Restructuring

- Strategic Debt Restructuring
- Cash Flow Monitoring
- Divestiture / Induction of Strategic Investors
- Viability studies

M&A Transaction Services

Supports with various kinds of due diligence services at the time of deals/transactions



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 a variety of perspectives to ensure that significant value items, risks and other matters have been identified and considered and supports the client in making an informed decision regarding the transaction.

The team combines its core financial due diligence expertise 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.

The M&A Transaction Services team helps clients achieve quantifiable benefits through the following service offerings:

- Acquisition due diligence
- Vendor due diligence
- Commercial due diligence
- Data room support
- Bid support
- Advising on Sale and Purchase Agreements (SPA)

RECENT ENGAGEMENTS

- **Leading personal care company** – Sell-side advisory for the sale of a hair-care business for INR 1,651 crore (c.USD 275 million)
- **Leading bicycle manufacturer** – Sell-side advisory for the sale of a 100% stake in a bicycle company for consideration in cash
- **Information technology company** – Buy-side advisory for the acquisition of a German IT company for USD 78 million
- **Gas-based power plant** – Debt restructuring for a greenfield 388 MW gas-based power plant
- **Leading real estate developers** – Multiple transactions for equity and mezzanine fund raising for leading real estate developers

- **Leading cement company** – Assisted the company on INR 48 billion strategic acquisition of cement units located in Central and Western regions of India
- **Japanese housing company** – Assisted with financial and tax due diligence on an Indian company involved in construction and sale of budget houses
- **Leading furniture and home online marketplace** – Provided vendor due diligence support on a USD 100 million fundraise
- **Premier music distributor** – Provided vendor due diligence support on a USD 100 million fundraise

Our advice is backed by a complete understanding of issues and challenges faced by the client and the business environment they operate in. We provide customised solutions based on a careful analysis of client needs, culture and organisational processes.

Valuations & Financial Modelling



Advises organisations on valuations, financial modelling, derivatives and other financial instruments

Our Valuations team is a premier one in India, with a reputation built over the years based on its quality and integrity. They have been involved in path-breaking merger valuations, which laid down the guiding principles for carrying out share swap valuations that are followed to this day, and also complex valuations such as the first overseas swap carried out.

Our professionals help 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, well-supported valuations.

The Valuations team advises organisations on:

- Valuation of shares, businesses, intangibles, derivatives and financial instruments for:
 - Transactions, Business Reorganisations including mergers/demergers, Financing and Strategic Planning
 - Financial Reporting (Ind AS, IFRS, US GAAP) such as purchase price allocations, impairment
 - Tax and Regulatory purposes such as for income tax, transfer pricing, FEMA, SEBI and Companies Act
 - Disputes and litigations including acting as expert witness
 - Portfolio Reporting for PE/venture capital/hedge funds
- Financial Modelling-development and review of models
- Derivatives and financial instruments - valuation, modelling, hedge effectiveness assessment and treasury advisory

Forensic



Helps to identify and deal with fraud scenarios, business disputes and irregularities

Our Forensic team helps organisations protect their brand and reputation through proactive advice on their exposure to fraud, corruption and other future business risk issues. It helps clients to react quickly and confidently in a crisis, investigation or dispute scenario.

The Forensic team comprises chartered accountants, MBAs, lawyers, investigative journalists, economists, former law enforcement specialists, market intelligence experts, computer forensic and data analytics specialists and engineers, to name a few, who bring in diverse skill sets to the practice.

With the use of its global network, deep industry experience and advanced analytical technology to understand and resolve issues, the team helps organisations delve into the following areas:

- Fraud risk management
- Whistleblowing hotline
- Business intelligence
- Fraud investigation
- Anti-bribery and corruption consulting
- Financial crime compliance
- Litigation and dispute advisory
- Anti-trust services
- Forensic data analytics
- Computer forensics
- Stressed asset management
- Anti-sexual harassment services
- Brand protection services

- **Leading packaging company** – Assisted in the valuation of target as also the subsequent valuation for merger with the parent
- **Global manufacturing major** – Provided business, tax and regulatory and purchase price allocation valuations for restructuring of various businesses in India pursuant to a global restructuring
- **US-based software company** – Provided intangibles, merger, tax and regulatory valuations for Indian acquisition
- **Indian joint venture company** – Assisted in dispute valuation of shares pursuant to an overseas arbitration order
- **Indian conglomerate** – Developed financial model for the acquisition of a target in oil and gas exploration business across various geographies

- **Leading private equity investment fund** – Assistance provided to the client in the anti-trust space to help gather economic evidence against particular competitors
- **Multinational consumer goods company** – Conducted a brand protection investigation to identify gaps in their supply chain that led to the import, sale and distribution of counterfeits of one of their largest selling products
- **Global pharmaceutical company** – Conducted an FCPA (Foreign Corrupt Practice Act) related investigation and compliance review
- **IT firm** – Assisted in corporate investigation for misstatement of financials by its former management

Contact us

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