

Corporate Finance Advisors



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About Us

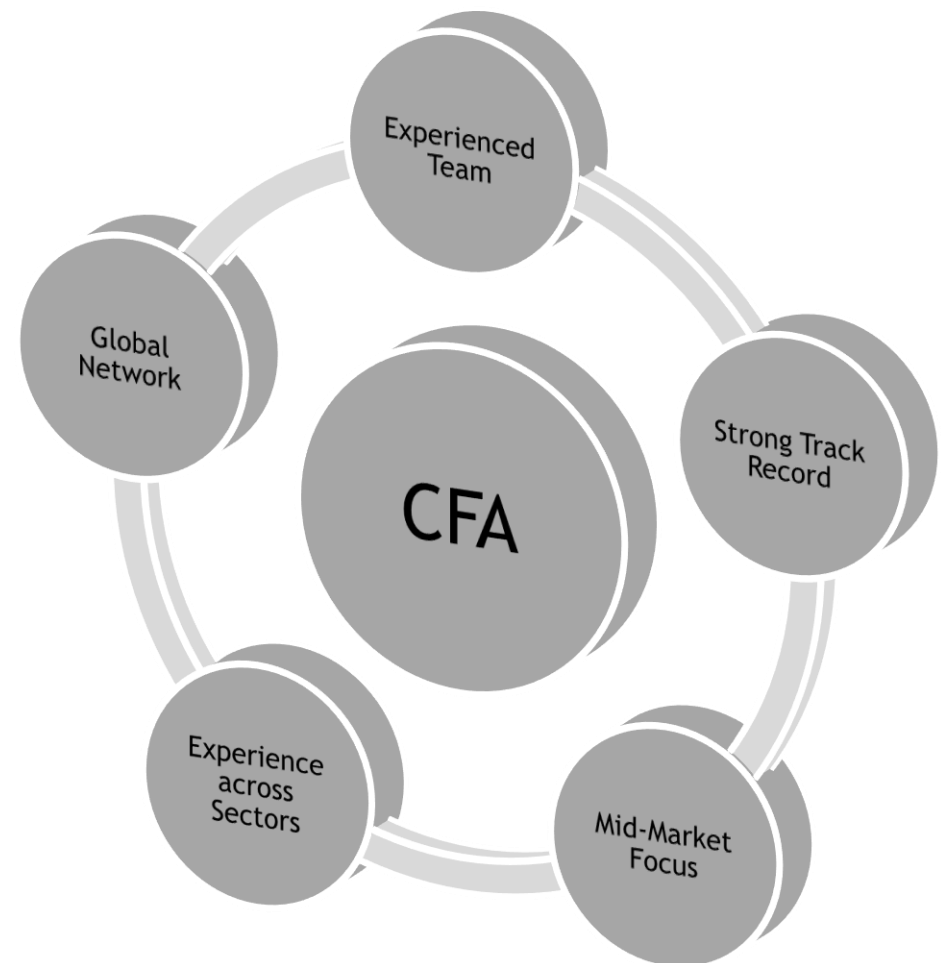
Corporate Finance Advisors (CFA) is a Mumbai based mid-market Boutique Investment Banking and Advisory Firm offering specialized advice and services to Private and Public companies. Our service offerings include:

- Mergers and Acquisitions advisory for domestic and cross border transactions
- Capital Raising through Private Equity, Debt, Promoter Funding and Mezzanine Funding
- Corporate Finance & Advisory Services
- External CFO services

CFA's team of senior investment bankers have extensive experience and track record of more than 30 transactions servicing the need of Middle Market companies. Our philosophy is to work closely with Founders / Management to create customized and innovative solutions.

CFA has a wide network of institutional / corporate contacts in India and globally. Our partners in the United States and Europe are leading investment banks focusing on M&A advisory services for Mid-market companies. We also have strategic collaboration with country specific boutique investment banks in Latin America, Middle-East and Africa.

At CFA, our focus is not just on closing a deal but on maintaining a lifelong relationship with our clients.



Core Team

Mr. Divyesh Desai has nearly two decades of experience in investment banking. Prior to founding CFA, Divyesh has led investment banking at Agile Advisors and Singhi Advisors in positions of Director & COO.

Divyesh has completed more than 20 M&A transactions across diverse sectors like engineering, manufacturing, auto ancillary, power equipment, IT enabled services, logistics, plastic processing, agro chemicals and healthcare. He has also advised more than 30 corporate houses on fund raising across varied products like private equity, term loans, working capital loans, mezzanine debt, quasi-equity, ECB loans and short term loans.

Divyesh was earlier heading the practice for valuation of distress companies on behalf of India's leading asset reconstruction company and has advised several distressed companies in restructuring of operations and finances, settlement & substitution of existing debts, etc.

Divyesh also headed a team of seven equity research analyst carrying out industry and corporate research to take investment decision. Divyesh is one of the top rankers in CA.

Mrs. Alpa Desai, an AICWA, brings with her nearly a decade of experience across finance, legal and compliance. She plays a pivotal role in strategy planning & business development.

Mr. K. M. Nachane is a veteran banker with more than 3 decades of experience with State Bank of India handling different facets of Corporate Finance. Later, he was handling debt initiatives at Singhi Advisors. He is a B.Tech in Mechanical Engineering from IIT, Mumbai. He is also an Associate Member of the Institute of Cost & Works Accountants of India (AICWA) & Certified Associate of the Indian Institute of Bankers (CAIIB).

Mr. Raghu Nair has experience in debt raising, research and analytics, and project finance. Over a period Raghu has developed good understanding of core sectors like Energy, Metals, etc. He has prior work experience with a leading financial advisory firm in US and BPCL. He is an MBA (finance and security analysis) from University of Florida and an engineer from VJTI.

Mr. Abhijeet Ahir has specialised in construction and Real Estate related business having handled business valuation and debt raising, project monitoring, etc. He has worked as an economic analyst for a PSU bank and also with one of the big 4s as valuation associate. He is MBA finance from Symbiosis and done his engineering from PICT - Pune.

Mr. Manak Vakharia, is focusing on financial services, engineering and healthcare businesses. He is a Chartered Accountant based in our Ahmedabad office and is keenly spearheading our External CFO services to mid-market corporate.

Services

Mergers & Acquisitions

- Advise clients in defining M&A criteria
- Prepare information memorandum, business plan etc.
- Short-list companies, establish contact and coordinate information flow
- Negotiate and finalize commercial term sheet including transaction structuring
- Coordinate due-diligence, legal agreements; deal closure

Equity Fund Raising

- Prepare information memorandum, executive summaries, business plan, etc.
- Arrive at optimum valuation of the company
- Identify and short-list investors; Arrange road shows for potential investors
- Negotiate and finalize commercial term sheet
- Coordinate due-diligence, legal agreements; deal closure

Corporate Finance

- Origination, structuring and syndication of debt related financing including
- Project Loans; Working Capital Finance; Foreign Currency loans / ECB Financing
- Structured Finance; Securitisation; Debt Swap; Asset Credit Facility
- Mezzanine Finance for short term and medium term requirements
- Asset reconstruction and resolution of stressed assets

Corporate Advisory

- Business and Asset valuation; Investment appraisal of Companies
- Advisory on disposal of assets, demergers, joint ventures
- Project conceptualization and related services, including preparation of feasibility studies, DPR, capital structuring, feasibility study, financial engineering, etc
- Assisting in implementation of the restructuring plan

External CFO Services

- Corporate Strategic decisions like M&A, JVs, Divestments etc
- Preparation of Business Plans, Feasibility studies, budgeting, forecasting etc
- Liaison with lenders and investors
- Financial restructuring either debt or businesses
- Transaction support services for any strategic move

Select Transactions

This announcement appears as a matter of record only



Hythro Power Corporation Ltd.

Acquired by



Tecpro Systems Limited

July 2009

CFA acted as an exclusive financial advisor to the deal, representing both the parties



This announcement appears as a matter of record only



Pro-Logistics Group

Strategic Investment by




RHENUS LOGISTICS

August 2010

CFA acted as an advisor to Pro-Logistics with hand holding through the transaction process




This announcement appears as a matter of record only



GAPS POWER AND INFRASTRUCTURE PVT LTD


Acquired by



IL&FS

December 2010

CFA acted as an exclusive financial advisor to the seller and negotiated & structured the transaction



This announcement appears as a matter of record only



WINTEK

Acquired by



ITW Signode
Packaging Solutions
Equipment • Consumables • Services

February 2012

CFA acted as sole financial advisor to the transaction including initiation, negotiation & structuring



This announcement appears as a matter of record only



ANDROMEDA SALES & DISTRIBUTION PVT LTD

Acquired by



CASA CAPITAL MANAGEMENT

July 2012

CFA acted as financial advisor to the Founder & CEO for the transaction



This announcement appears as a matter of record only



Freight Systems India Private Ltd.

Project Finance & Debt Restructuring

April 2009

CFA advised Freight Systems in raising funds for its Growth Plans




This announcement appears as a matter of record only

Leading Indian Logistics Company


Debt Raise & Finance Cost Optimization

November 2009

CFA advised the Company in fund raising & optimized the cost of Debt



This announcement appears as a matter of record only




octamec ENGINEERING


Debt Financing

July 2010

CFA advised Octamec Engineering in raising funds for its Growth Plans



This announcement appears as a matter of record only




Clean Energy Development Corp.

Corporate Advisory

March 2011

CFA provided external CFO services for CEDC's various project initiatives



This announcement appears as a matter of record only




Tower Aluminium PLC

Bond Raise & Finance Cost Optimization

June 2011

CFA provided external CFO services to Tower Aluminium Nig. PLC in bond raise and optimizing the cost of debt



Current Assignments

Current Transactions:

Auto Components

- Acquisition of an auto forging company in Western India
- Advising a leading auto component company in acquiring targets in Auto Acoustic and transmission components

BPO

- Divestment of stake in leading domestic BPO company

Engineering

- Acquisition of Europe based textile engineering company
- Divestment of 100% stake in leading Gear Pump Company

Financial Services

- Acquisition of Deposit taking Vehicle financing NBFC for an Indian financial services group

Food

- Sale of an established edible oil manufacturer along with the Brand & Distribution network in Vidarbha

Healthcare

- Divestment of API plant alongwith business in Gujarat

Metals

- Project advisory services including debt raising for a leading steel processor in Africa

Packaging

- Divestment of stake in leading offset printing company
- Divestment of stake in India's largest "Gum Tape" manufacturer

Power

- Sale of controlling stake in LT / HT Power Cable Company

Transactions Pitched:

Auto Components

- Acquisition of Latem based leading Steering manufacturer for an Indian group

Food

- Sale of a Madhya Pradesh based soya edible oil manufacturer
- Sale of Rajasthan based Mustard edible oil manufacturer

Healthcare

- Acquisition of branded product pharma company in Mexico and Latem region

Infrastructure

- Acquisition targets for an EPC company with Industrial Civil Engineering expertise

Metals Sector

- Identification of acquisition targets for a steel electrode manufacturer

Natural Resources

- Acquisition of coal mines in Indonesia

Packaging

- Acquisition of Adhesive Label manufacturing company
- Controlling stake sale of a North India based Flexible Packaging Company

Power

- Advising a transnational NRI group for acquisition of Power engineering companies
- Advising a biomass power plant based in Maharashtra for controlling stake sale

Corporate Finance Advisors

Corporate Office

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