

# Corporate Finance Advisors



820, Corporate Avenue, Sonawala Road, Goregaon (E), Mumbai – 400 063.

Tel: 022 26861519/20; E-Mail: [info@cfaadvisors.co.in](mailto:info@cfaadvisors.co.in)

Website: [www.cfaadvisors.co.in](http://www.cfaadvisors.co.in);

# About Us

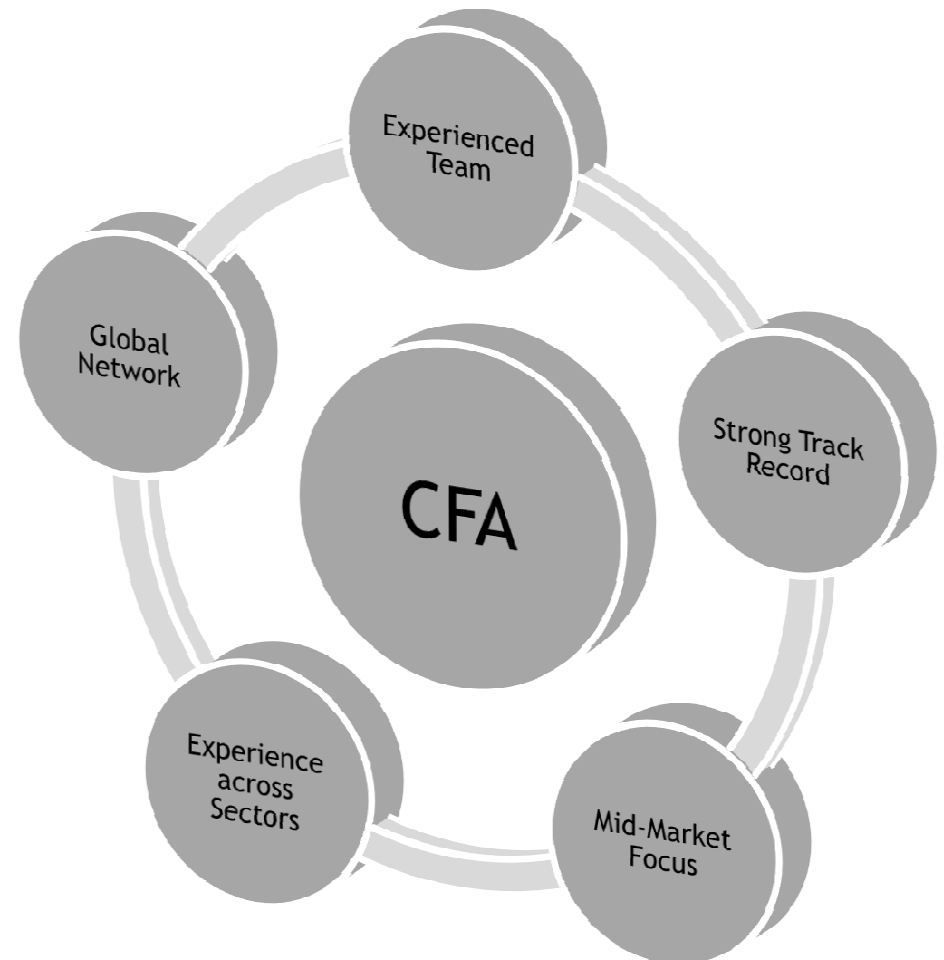
Corporate Finance Advisors (CFA) is a Mumbai based middle market Boutique Investment Banking and Advisory Firm offering specialized advice and services to Private and Public companies. Our service offerings include:

- Mergers and Acquisitions advisory for domestic and cross border transactions
- Capital Raising through various products like Private Equity, Debt, Promoter Funding and Mezzanine Funding
- Corporate Finance & Advisory Services
- External Specialised 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.

**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).

**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. Mangesh Raut** has experience in research and analytics, business valuation, mergers and acquisitions advisory and project finance across the sectors of renewable energy, auto ancillary and infrastructure. Mangesh has prior experience with Agile Financial Advisors and Bharat Petroleum. He is an MBA from Jamnalal Bajaj Institute of Management Studies and an engineer from VJTI.

**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. Shinil Balachandran** has transaction experience involving mergers & acquisitions, venture capital funding and corporate finance. His primary area of interest includes logistics & supply chain, packaging & allied spaces, education, engineering and retail. Shinil has MBA in Finance and B.E. in Automobile Engineering from University of Mumbai (rank holder).

**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 corporates.

# 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*



Acquired by

**Mandakini Holdings Private Ltd**

June 2009

*The undersigned acted as an exclusive sell-side advisor to Vybra and initiated, negotiated & structured the transaction*



*This announcement appears as a matter of record only*



**Hythro Power Corporation Ltd.**

Acquired by



**Tecpro Systems Limited**

July 2009

*The undersigned 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



August 2010

*The undersigned acted as an advisor to the Warehousing Company with Hand holding through the transaction process*



*This announcement appears as a matter of record only*



Acquired by



December 2010

*The undersigned acted as an exclusive financial advisor to the seller and negotiated & structured the transaction*



*This announcement appears as a matter of record only*



**Clean Energy Development Corp.**  
Corporate Advisory

March 2011

*The undersigned advised CEDC in strategic investments in clean energy and fund raise*



*This announcement appears as a matter of record only*



**Freight Systems India Private Ltd.**

Project Finance & Debt Restructuring

April 2009

*The undersigned 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

*The undersigned advised the Logistics Company in fund raising & optimized the cost of Debt*



*This announcement appears as a matter of record only*



Structured Debt Financing

February 2010

*The undersigned advised VFC Industries in raising the structured finance*



*This announcement appears as a matter of record only*



Debt Financing

July 2010

*The undersigned advised Octamec Engineering in raising funds for its Growth Plans*



*This announcement appears as a matter of record only*



**Tower Aluminium PLC**  
Bond Raise & Finance Cost Optimization

June 2011

*The undersigned advised Tower Aluminium Nig. PLC in bond raise and optimizing the cost of debt*



# Current Assignments

## Active Transactions:

### Auto Components

- Acquisition of an auto forging company Western India

### Engineering

- Acquisition of Western Europe based textile engineering company

### Financial Services

- Strategic stake sale in retail Financial Product distribution company

### Food

- Sale of an established edible oil manufacturer along with the Brand & Distribution network in Vidarbha
- Identifying a strategic partner for a U.S. based portable ice-cream equipment manufacturer

### Hospitality

- Sale of a hotel site for 4 / 5 star hotel in Nagpur

### Healthcare

- Growth capital raise for a medical cosmetology chain

### Logistics

- Controlling stake sale in an INR 2,000 mn Cargo transport and warehousing company

### Metals

- Advisory services to a multi-billion transnational group

### Packaging

- Identification of acquisition target for a Fortune 200 industrial packaging group in India

### Power

- Advising a biomass power plant based in Maharashtra for controlling stake sale

## Active Transactions:

### Power

- Sale of a biomass power plant based in Chattisgarh
- Sale of controlling stake in LT / HT Power Cable Company

## Transactions Pitched:

### Auto Components

- Advising a leading auto component company in acquiring targets in Auto Acoustic and transmission components
- Acquisition of Western Europe based auto components (brakes) company

### Education

- Advisory services for Indian master franchisee of US based leading pre-school

### Food

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

### Infrastructure

- Fund raise for a leading infrastructure service provider specialised in water and power

### Media

- Strategic Partner for a Outdoor Advertising Company

### Metals Sector

- Identification of acquisition targets for a steel electrode manufacturer

### Packaging

- Divestment of stake in India's largest "Gum Tape" manufacturer

# Contact Us

---

## Corporate Finance Advisors

---

### Corporate Office

820, Corporate Avenue,  
Near Udyog Bhawan, Sonawala Road,  
Goregaon (E), Mumbai - 400 063.  
Tel No: +91 22 26861519 / 20  
Email: [info@cfaadvisors.co.in](mailto:info@cfaadvisors.co.in)  
Website: [www.cfaadvisors.co.in](http://www.cfaadvisors.co.in)

### Ahmedabad Office

Mr Manak Vakharia  
C-203, 1<sup>st</sup> Floor, B G Tower,  
Opp. Delhi Darwaja, Ahmedabad.  
Tel No: - +91 9638607789

### Pune Office

Mr Abhijeet Ahir  
Tel No: - +91 8983007191