

Corporate Finance Advisors



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About Us

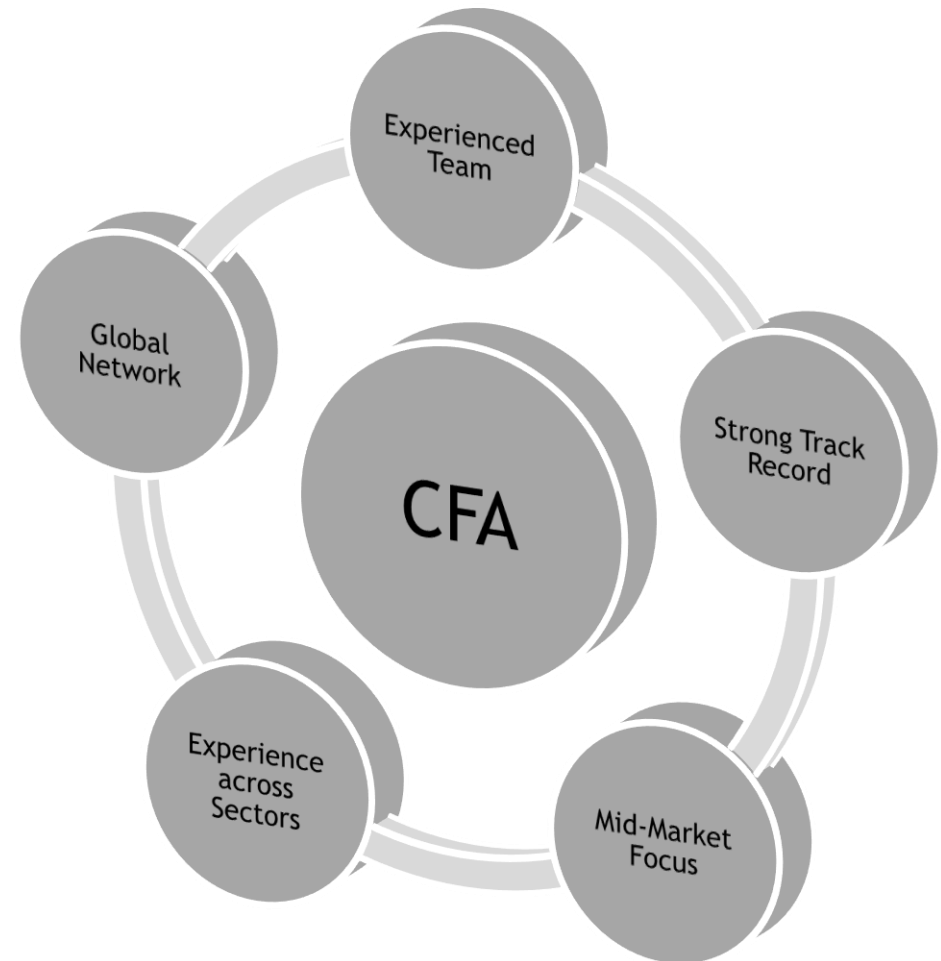
Corporate Finance Advisors (CFA) is a Mumbai based middle market Boutique Investment Banking and Advisory Firm offering specialized advice and services to Private and Public companies. Our service offerings include:

- 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

CFA's team of senior investment bankers has extensive experience and track record of servicing the need of Middle Market companies. Its 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.



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 15 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 20 corporate houses on fund raising across varied products like Private Equity, Term Loans, Working Capital loans, Mezzanine Debt, Quasi-Equity Debt, ECB loans and Short Term Loans.

Divyesh was earlier heading the practice for valuation of distress companies for 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 is one of the top rankers in CA.

Mr. K. M. Nachane is a veteran banker with more than 27 years 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. S. D. Taware has over 20 years of experience in Investment Banking, Corporate Banking, Consulting and Operations. He has done Masters in Engineering from Pune University. He is also a qualified L.L.B., an Associate Member of AICWA, a Fellow Member of Indian Institution of Engineers & a Fellow Member of Institution of Valuers.

Mr. Ashutosh Malpani has over 8 years of experience across industry and financial services, including two reputed Investment Banking companies and a Private Equity fund. He has been associated with 6 M&A transactions across sectors, as well as fund raising for a few companies including distressed assets and real estate businesses. Ashutosh is a qualified Chartered Accountant (CA) and a Certified Public Accountant (CPA).

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 & Research at CFA.

Mr. Mangesh Raut, an MBA from Jamnalal Bajaj Institute of Management Studies, has experience in Investment Banking with Agile Financial Advisors specializing in Financial Modeling, Analytics, Research and Business Valuation. Earlier he has worked with BPCL after completing his Engineering from VJTI.

Mr. Rahul Malpani, an MBA from Jamnalal Bajaj Institute of Management Studies, has prior experience with Avendus Capital in Private Equity Syndication and Mergers & Acquisitions Advisory. Earlier, Rahul has worked with Tata Consultancy Services. He is an Engineering graduate from Osmania University.

Mr. Shinil Balachandran has MBA in Finance and B.E. in Automobile Engineering from University of Mumbai. He possess strong expertise in Research & Analysis of various asset classes such as equities, commodities and real estate.

Ms. Dhara Mehta, a Chartered Financial Analyst (CFA) from ICFAI University, has also done her Master of Science in Finance from ICFAI University. She is keenly interested in equity and debt products in India and globally.

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 including transaction structuring
- 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

Assignments Completed

M&A Transactions

This announcement appears
as a matter of record only



Hythro Power
Corp. Ltd.

Acquired by
Systems Group

July 2009

This announcement appears
as a matter of record only



Acquired by
Mandakini Holdings
Pvt Ltd

June 2009

Acting as the exclusive financial advisor, CFA initiated,
negotiated and structured the transactions

Fund Raise Transactions

This announcement appears
as a matter of record only

Leading Logistics Player

Debt Raise &
Optimization of Finance Cost
(INR 450 mn)

November 2009

This announcement appears
as a matter of record only



Freight Systems
India Pvt. Ltd.

Project Finance &
Debt Restructuring
(INR 180 mn)

April 2009

CFA advised the companies in restructuring of existing debt
and raising additional funds for future growth plans

Current Assignments

Active Transactions:

Agriculture

- Private Equity fund raise for an organic farming company

Auto Components

- Advising an international company to acquire a BSE listed auto component company and facilitating acquisition finance

Business Services

- Identifying strategic partner for a facility management company

Construction

- Advising an Indian business house to acquire a construction material distribution company in North America

Education

- Private Equity fund raise for a healthcare education company

Energy Sector

- Part divestment / stake sell in a biomass project in India
- Advising a leading EPC player to acquire a power transmission tower manufacturing & EPC company

Engineering

- Advising a Delhi based EPC company for acquisition of players in water treatment, power EPC, etc.
- Controlling stake sale in a Western Europe based industrial and automotive gears manufacturing company

Hospitality Sector

- Identifying strategic partner for the Indian franchisee of a global car rental company

Infrastructure

- Advising a multi-billion Indian transnational group on their India acquisition strategy
- Debt raise for a INR 1,500 mn structural engineering company

Active Transactions:

Logistics Sector

- Private Equity fund raise for an integrated logistics company
- Debt restructuring for a USD 200 mn global logistics company
- Identifying strategic partner for an INR 900 mn transport company

Metals Sector

- Debt restructuring and mezzanine fund raise for a leading non-ferrous processor in Africa
- Sale of a ball pen tip manufacturing plant

Packaging

- Identifying strategic partner for a PET pre-form manufacturer

Textile

- Debt raise for a leading yarn manufacturer

Transactions Pitched:

Automobile

- Debt raise for a INR 1,500 mn project of an auto-ancillary group

Engineering

- Controlling stake sale in a rotary pump company
- Advising a balance of plant equipment manufacturer for acquisition of a EPC company

Food Processing

- Controlling stake sale in a GCC based branded edible oil company

Logistics

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

Real Estate

- Identifying JV partner for a real estate project in South Mumbai

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