



**FIN ADVISORS** LLP

*Taking You to the NEXT Level...*

# ABOUT US

## FinAdvisors LLP

is a partnership firm established by a group of senior CFOs of several reputed companies with a vast amount of domain experience. Since its inception in Mumbai in June 2018, FinAdvisors LLP has made its presence felt on Pan India basis. Over the years, our firm has helped various organizations across sectors to take informed decisions and expedite business growth. We offer a broad spectrum of expert financial solutions for the enterprise thriving to grow.

Our area of expertise comprises Corporate Finance, strategy, business setup, compliances, fund raising, M&A, FP&A, JVs... to mention a few. The key deliverables include Advisory but more importantly we help execution at the client site with our expert team. Also, our expert advisors will be hands on with their personal involvement and commitment with our clients to add value in the corporate growth journey.

The firm has served many projects in the IT Services/Products, Telecom software, FMCG, Charitable trusts, Electrical and Commercial Real Estate, NGOs, International Education sectors, Electronics instrumentation and services, Interior designing etc sectors successfully.

# TAKING YOU TO THE NEXT LEVEL

## VISION

To be seen as the preferred partner of choice to help fulfil the entire range of responsibilities that any organization's financial and business growth strategy needs to succeed and sustain.

## MISSION

We continually enable our clients to manage and grow their organizations effectively and achieve business goals with a complete suite of processes, services, systems and capabilities.



# WHY CHOOSE US

We offer a broad spectrum of expert solutions for the enterprises thriving to grow by supporting and working with the existing team of the client or get additional resources from our team as required.



## **Experience**

With over a century of experience collectively, and working across various Multinational and Indian Companies.



## **Commitment**

Our partners have personal involvement with each of our clients and develop your growth in the right path.



## **Global Experience**

We are catering to Multinationals (including Start ups and Joint ventures in India)



## **Focused Execution**

We flawlessly execute the solutions ensuring visible results.

# OUR SERVICES

**CFO SERVICES (Managing  
Business growth)**

**TRANSFORMATIONAL SUPPORT**

**FUNDRAISING ACTIVITIES**

**TURNAROUND MANAGEMENT**

**FINANCE & ACCOUNTS -  
TRANSACTION SUPPORT  
(INTERNATIONAL)**

**OUR SPECIALIZED SERVICES**

**SECTOR SPECIFIC**



# **CFO SERVICES (Managing Business growth)**

- Monthly financial closure review
- Accounting Manual & Business Plan
- MIS & Dashboard
- Review with Company Management
- Working Capital and Cash flow Management
- Budgets/Planning
- Actual v Budget analysis
- Board presentation and support
- M&A Support (Investments/ Exit)
- ERP Implementation & Support
- Business strategic direction
- IPO/FPO Support



# TRANSFORMATIONAL SUPPORT

As trusted professional advisers, FinAdvisors supports management strategy of corporations with the entire suite of M&A services to help enhance corporate value.

With in-depth knowledge of taxation and regulatory laws including SEBI, Companies Act, FEMA etc, FinAdvisors advises on all aspects of M&A transactions including restructuring, mergers / de-mergers, divestments, in-bound and out-bound investment and support post-deal. The wealth of experience and proven track of the team helps clients to overcome difficulties and take informed decisions during a merger and acquisition process.

The suite of services includes:

## Mergers and Acquisitions

- Valuation advisory
- Due diligence
- Transaction structure advice
- Techno-legal Agreements
- Discussions with potential investors and bankers
- Negotiation Support
- Inputs on risk factors
- Definitive agreements
- Realignment of management teams
- Post-merger structural alignment

## IPO Ready

- PE / VC ready
- Transaction support (Legal, Accounting, Technical)
- Tax Planning and use of funds

# Fundraising Activities

FinAdvisors offers the range of services for fundraising that today's companies need.

The range of includes:

- Preparing the Financial Model
- Preparation of collaterals and forecasts
- Research-based inputs to Managements
- Identify potential investors / buyers and initiating discussions
- Formulate suitable transaction structure
- Selecting the right Transaction, negotiation and executing Term Sheet
- Sale / Transfer agreements.
- Financial Due Diligence
- Closure of the Transactions
- Legal, Accounting and Technical support
- Definitive agreements



# TURNAROUND MANAGEMENT

FinAdvisors plan and play a hand holding role in actively turning around Corporates for better performance.

FinAdvisors' philosophy for advising turning around of stressed assets follows a three-step process:

Re-Structure – Understanding business operations and issues and design tailor-made strategies and plans to take things forward

Re-Engineer – Work closely with stakeholders, i.e. Bankers, Creditors, Shareholders, etc. – to renegotiate the tailor-made design for revival in the best possible manner

Re Energize – Help arrange their sources – monetary and otherwise – to enable the Company on its path towards recovery and growth

The Firm takes a partnership role in actively turning around low or non-performing assets towards revival and turnaround. The services offered include the following:

- Basic revival capital and financial support
- Hand-holding through revival process
- Advisory for future growth

# **FINANCE & ACCOUNTS - TRANSACTION SUPPORT (International)**

- Procure to Pay: Managing Payment Cycle- Streamlining and improving vendor and supply chain experience.
- Order to Cash: Improved Collections, reconciliation and MIS.
- Record to Report: End to end accounting as per respective GAAP. Effective timely business and compliance report.
- MIS & Analytics: Create a granular database of information facilitating faster and well informed decision making.

# SECTOR SPECIFIC

## FOR STARTUP & SMEs

As we understand the challenges for the startups and SMEs, we give them the best solutions.

- Sounding board for CEOs & Founders
- Setting up Companies with statutory and registration formalities.
- Angel, VC/PE, Venture Debt fund raise assistance.
- Service Corporate functions like accounting, cash flow management, MIS, statutory filing and audits.
- Establish Advisory Board/ Independent Directors.

## FOR NGOs & Schools

Managing their compliances around Trust Acts & FCRA and meeting donor needs.

- Process improvements, policies, etc.
- Manage compliances and audits
- Budgetary controls and Board reporting
- Non-Executive Directors in companies.

## FOR MNCs & Corporates

Our experts work with the MNCs and Corporates to effectively navigate through the complexities of Set up, transaction and business growth.

- Setting up & Supporting Multinational Companies in India
- Business plans inclusive of Vision/Mission statements.
- Budgets and future forecasts with detailed business assumptions and commentary.
- Structure for Performance review and quarterly board meetings.
- Raising/ Restructuring loans from Banks/ Finance Institutions.
- M & A evaluation and Post- merger integration.
- Assistance with pre-IPO and divestment preparation.

# OUR SPECIALIZED SERVICES

## DEAL ASSISTANCE

- Data room preparation
- Liaison with potential acquirers, targets or collaborators.
- Liaison with the foreign partners.
- Deal negotiations with vendors and customers.

## Customized Offerings

- Act as an internal partner to clients in customizing value added offerings as Virtual CFO, Interim CFO, Specific Assignments CFO, Full Fledged CFO, based on needs



# MEET OUR TEAM



# **ALOKE GHOSH**

**FOUNDER PARTNER(FCMA, ACS, CMA-USA)**

Mr. Alope Ghosh is a Cost & Management Accountant, Company Secretary, CMA (US). He has a vast experience of 30+ years in leadership roles with leading Indian, Multinational firms and PE invested companies like Philips India, Tata Group, Mahindra Group, and Reliance. The positions he held were Corporate Controller- Tech Mahindra, CFO- Reliance Globalcom, CFO- Mahindra Holidays, Director Finance and Interim MD- Apple Computer.

He specializes in IPO/FPO, Management Reporting, Debt Raising, Treasury Accounting (USGAAP / IGAAP), Taxation, Manage PE expectations and Investor Relations. He has been awarded the Best CFO by various magazines and institutes. Also, he has supported Senior level board members in companies.





# FRANCIS VIDHAYATHIL

**FOUNDER PARTNER(ACA, ACMA, ACS)**

Mr. Francis Vidhayathil is a qualified Chartered Accountant, Cost Accountant and Company Secretary. He has 25 years of experience in leadership roles with various companies- MNCs, Listed and Pvt companies as well as Startups which includes M&M, Tech Mahindra, CapGemini, UST Global, Tiny Owl and Drums Food.

His specializations include Management reporting, Cost Control Product Pricing, Bid Commercials, Merger Integration Business Transformation, Business Planning, Process Improvements, Compliances, Driving efficiencies, improving productivity and Financial Analysis. His strength lies in being a team player, business leader and coordinator.



# V SURESH KUMAR

## FOUNDER PARTNER(ACA, ACMA, ACS)

Mr. V Suresh Kumar is a Chartered Accountant, Cost Accountant and Company Secretary. He has 30+ years of experience in leadership roles across large and diversified companies where he held important positions such as- GM, VP-Finance, Head- Corp Finance, CFO, Senior VP- Corp Fin and M&A.

He specializes in Conceptualization & hands-on execution capabilities in Long term (Rs. 10+bn)/ Working Capital management (Rs. 100+bn), Structured Financing (Rs. 25+bn), International Issue of Equity (US\$60mn)/Debt (US\$40mn), JV/ Merger/ Demerger/ Acquisition/ Disinvestment of business, Foreign Currency Risk Management (US\$2bn), Treasury operations, Strategic/ Corporate Planning, Cost Efficiency, Productivity Improvements, Debt Restructuring, Debt Resolutions (under IBC), Compliance Management and designing Performance Reporting, Dashboard for Planning Growth and Course Correction.



# **NITIN KULKARNI**

## **CFO PARTNER**

Mr. Nitin Kulkarni is a qualified Chartered Accountant. He is a seasoned finance professional with 30 years of experience in the field of technology, manufacturing and service sector. He has worked with multinational companies like Atlas Cop Co., Black and Decker. He has successfully handled various leadership roles in software companies- Tech Mahindra, KPIT and Persistent Systems. His last job was as CFO with a listed antivirus product company in Pune.

His specializations are inclusive of IPO/Buy backs, International tax planning, Corporate Restructuring, Investor Relations, and MIS and ERP implementation. He has worked exclusively on cross border M&A deals and also on the process and business integration. He successfully completed two share buyback programs in record time.



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