



Finval Research and Consultancy

Valuations, Transaction Advisory and CFO Solutions

www.finvalresearch.in

About us

Founded in 2011, FinVal Research and Consultancy is a boutique consulting firm focused on providing valuation services, startup services, transaction advisory and virtual CFO solutions.

Our client ranges from startups and early-stage companies to mid and large size multinational companies.

Our team comprises of a mix of Chartered Accountants, Management graduates and MBAs who are committed to serve the clients.

We are based out of Delhi but have presence in Mumbai, Pune and Bhopal, Jaipur & Madhubani(Bihar).

Vision & Mission

- Our mission is to serve our clients with best quality deliverables and exceed expectations to achieve client delight and not just client satisfaction.
- To become most trusted service provider all over the globe.
- We aspire to become a leading Valuation and Investment banking firm of India

WHY FINVAL?

Let's Discover!



More than 100 years of collaborative experience of our partners including Valuation, Financial Planning, Legal, Audit and Taxation



Budget Friendly price structure



Successfully handled more than 500+ assignments including Multinational Companies



Virtual as well as On-site service



Your Data is Secured with us

Primary areas of advisory for international clients

- 1.Virtual CFO Solutions
- 2.Indian Market Entry
- 3.Strategy Consulting
- 4.ESOP Advisory
- 5.Valuation Advisory
- 6.Deal Structuring and M&A Advisory
- 7.General Accounting and Book keeping
- 8.Legal consultancy
- 9.Audit, Compliance and Taxation Consultancy

Some of our works for global companies

- Advised a **Japanese White line goods manufacturer** on establishing its largest factory outside of Japan including on issues pertaining to setting up of operations.
- Advised a **French client** in setting up its factory at **Sangareddy, Telangana**
- Market entry strategy for A top **US EdTech Player**
- Advised the Indian subsidiary of a large US corporation in its proposed acquisition of business in Indian and Singapore of another business group by way of a slump sale. The slump sale was to be consummated in a stock and cash transaction valued at approximately **\$2.6 billion**.
- Assisted a **US-based a private equity firm** in connection with the India leg of a global acquisition.
- Handled complete Accounting, compliance and taxation for a **large Chinese company**
- Provided CFO solutions to a **multinational corporation based in the US**
- Assisted several other companies with **RBI and FEMA compliances**

Services Offerings

1. Valuation Services

- Business valuation
- Tangible Asset Valuations
- Intangible Asset Valuations
- Startup Valuations
- Valuation under Ind AS ESOP Valuation

Services Offerings

2. Virtual CFO Solution

- Policies and Procedures
- Budget and MIS Reporting
- Long Term Financial Planning
- Working Capital Management
- Treasury Operations
- ESOP Advisory Services
- General Accounting & Book Keeping

Services Offerings

3.Startup Services

- **Business Plan & Financial Modelling**
- **Fund Raising / M&A Support**
- **ESOP Planning and Drafting**

Services Offerings

4. Transaction Advisory

- Business plan & Financial Modelling
- Fund Raising and M&A Support
- Due Diligence
- Valuation Services

Major International Clients



Major Domestic Clients



Major Domestic Clients



awfis



II.II e | e v e n™
e | e v e n



gaurav gupta

Tailor & Circus



i-ROOMZ

Zithara

TAXMANN®
Tax & Corporate Laws of INDIA

Prateek Mittal

FCA, MBF, IP, Registered Valuer (IBBI - SFA), IBBI Reg No. IBBI/RV/05//2018/10021

A Chartered Accountant with more than **18 years** experience in the field of valuations, corporate finance, financial and business experience in the fields of restructuring and investment banking. He is also an Insolvency Professional registered with the IBBI and a Registered Valuer (IBBI) for Securities or Financial Assets.

- Extensive experience of working with Global Investment Banks like **Deutsche Bank, Credit Suisse and Bear Stearns** in the fields of valuations, corporate finance, transaction advisory and due diligence
- Consulted and advised international organizations like **UN Women, UNDP, Fortum Group on financial feasibility of various clean energy projects**
- Consulted and advised several startups and **SME clients on fund raising and valuations**
- Providing financial consultancy and **virtual CFO solutions to startups and SME clients**
- Extensive experience in stakeholder management dealing with CXO level in corporates, senior bankers, senior professionals
- Empaneled with **Dena Bank and NCLT as Insolvency Professional and ICICI Bank and SBI as Registered Valuer**
- Actively involved in valuations providing fair value and liquidation value in IBC cases and fair value of shares for further allotment of shares under Companies Act 2013.

Our Team

Krit Narayan Mishra

FCA, MBF, CMA, IP, Registered Valuer (IBBI-SFA) IBBI Reg No. IBBI/RV/05/2019/11655

Krit is a Commerce Graduate from Delhi University and is a Fellow member of the Institute of Chartered Accountants of India (ICAI).

He has more than **21 years** of practical experience in Finance, Taxation, Audit, Offshore Investment, and Management Consultancy.

- An expert in **fraud detection**
- Extensive experience in consulting on Offshore Transactions and International Taxation
- Consulting several metro rail corporations and Indian Railways on matters related to taxation, FEMA compliance and other project consultancy
- Serving several International and Multinational clients.

Our Team

Abhinarayan Mishra

FCA, FCS, LL.B, IP, RV, Partner, KPAM & Associates, Managing Partner, SAM Law Associates LLP

Dynamic career of nearly **23 years** through the whole spectrum of finance, accounts, taxation, GST, Secretarial and other company law matters.

A professional with keen eyes on Secretarial and FEMA/FDI Compliances and maintenance of records/minutes etc.

- Managing Partner of SAM Law Associates LLP (Secretarial & Legal Consultancy Firm) and KPAM & Associates (Chartered Accountancy Firm) from 2019 till date
- Principal Director Finance at PHD Chamber from 2017-2019
- Vice President-Finance & Accounts and CS at Ecom Express Private Limited from 2015-2016
- Financial Controller and CS of FIITJEE Ltd and Director of FIITJEE UAE Institute Ltd from 2011 to 2015
- GM -A/c andCS with GEMS Group (Education), Gurgaon from 2008-2011
- Manager-Secretarial and Taxation at DCM Ltd from 2006-2008
- Company Secretary with Dhanuka Laboratories Ltd (Pharma), from October, 2003 to 2006
- Company Secretary with Grover Leasing Ltd (NBFC) from 2001 to 2003.

Our Team

Mr. Akhil Kishore

B. Tech (DCE), MBA (Intl. Strategy and Finance, Thunder Bird School of Global Management, Arizona USA)

Akhil has over 20+ years of diverse experience that includes 11 years of investing and managing investments.

- 1500+ entities evaluated globally including initiatives in the not for profit, impact and government sector.
- Focused network of strategic and financial investors.
- Global CXO level relationships and access to deal-flow.
- Work closely with the sustainability sector to improve its relationship with the education sector

Our
Team

Mr. Birendra Mishra

(B. Tech (Electrical), M. Tech (Heavy Electrical Equipment), Institute of Engineers, Registered Valuer (IBBI – P&M)) IBBI Regn No. IBB/RV/02/2018/10358

An Electrical Engineer with more than 36 years of work experience with BHEL in the manufacturing and erection of power plants. He is registered with IBBI as a Registered Valuer for Plant and Machinery

- Shop floor – Hydro Generator , Turbo Generator, Industrial motors,
- Engineering – Electrical motors for Power Plant and Industrial application.
- Corporate operations Management. Familiarity with products / manufacturing processes of Equipment for the Power Sector / Industry Sector application like Turbine, Generator, Boiler, Motors, Traction equipment, control panels, solar equipment, Transformer etc.
- Project Management – Ongoing Nuclear Power projects.- Coordination with customer, concerned manufacturing units and site offices with a view to expedite project completion.

Our
Team

Mr. Atul k. Shukla

**(B.E(Civil), PGP(Advance Construction Management) Diploma In Housing Law, ILS, Pune Life Member Of India Institution Of Valuers, Registered Valuer (IBBI – L&B))
IBBI Regn No. IBB/RV/01/2019/10688**

Our Team

- A professional with more than 6 years of experience in Property Valuation, Risk Management & Project Management.
- Risk Technical Manager- Bajaj Finance Limited (subsidiary of Bajaj Finserv): Looking after entire technical part (valuation) for mortgage business i.e. LAP, HL,SHL etc.
- Manager Projects- D Mart: Project management for various stores construction projects.
- Technical Manager- Adepta Enterprises – Retail Valuation assignments
- Empaneled with various financial institutions such as OBC, ICICI Bank, Bajaj Finance Ltd, Gruh Finance Ltd, Shriram finance Ltd and some co-operative banks as registered valuer

Mr. Neeraj Joshi

CA, CS, CMA

A **CFO** with **25 years** of experience in the Automobile Industry managing accounts, finance, taxation, secretarial affairs and implementation of SAP/ERP systems, Strategic Financial Planning, Fund Sourcing and Management

- Have worked as CFO for organizations like **Suzuki Motorcycle India Private Limited, ContiTechIndia Private Limited, Simon Electric Limited, Stanley Electric Engineering India Private Limited**, etc.
- Heading finance functions involving determining financial objectives, designing & implementing systems, policies & procedures to facilitate internal financial control.
- Responsible for managing the complete financial, secretarial and legal operations of the company.
- Developing organizational prospects by studying economic trends and revenue opportunities.
- Formulating budgets and conducting variance analysis to determine difference between projected & actual results and implementing corrective actions.
- Monitoring inflow/outflow of funds for optimum utilization of available funds.
- Supervising the preparation of MIS reports to provide feedback to top management on financial performance, viz, fund management, risk control, profitability, etc.
- Finalization of annual and interim accounts as per Indian GAAPs and IFRS.
- Designing and implementing systems to ensure smooth functioning of finance & accounting operations across the organization.
- Implementation of SAP and ERP systems with customizations according to Indian Laws and environment.

Our Team

Case Study 1 – Capital Management for a Multinational Company

Problem

- The company is a multinational company selling solar products in 5 geographies and multiple product categories and sales channels.
- It also has multiple stakeholders (investors and lenders) requiring monthly, quarterly, annual reports in their specific formats.
- The financial model was a lengthy document with more than 40 tabs comprising of different product categories and geographies.

Process

- FinVal prepared a reporting calendar comprising of all the reporting requirements of all the stakeholders.
- The financial model was being actualized every quarter but the process took more than a week and had lot of manual working and hence the whole process was transformed.
- There were lot of data consistency issues while receiving data from the internal accounting teams and hence internal processes were setup to streamline the data sources.

Solution

1

The process of model update was completely transformed, and a lot of manual workings were automated which resulted in reducing the model update time to 2-3 days.

2

The entire financial reporting requirements were restructured, and a lot of standardization and automation was implemented which helped in streamlining the reporting and better visibility to the management.

3

There were a lot of value-added analysis like scenario analysis in the financial model, asset liability maturity profile, covenant forecasting, cashflow analysis and forecasting, variance analysis from the budget, forex and interest rate risk assessment and analysis

Case Study 2 – Financial Health Analysis for a leading Education institution

Problem

- A family-owned leading Education Institution having multiple businesses clubbed together
- Second generation entrepreneur had little clarity on individual business profitability due to large chunk of common costs which were being allocated without any logical basis
- The group also had huge debt with high debt service requirements

Process

- FinVal performed detailed due diligence on the financials and an in-depth analysis of each business segment taking into consideration all direct costs and revenue.
- All the common heads of expenses and personnel costs were identified and reallocated based on the logical apportionment using ABC Costing, time and roles of personnel.
- A fee reconciliation was prepared based on the fee structure and the actual fee received by the institution. An analysis of the cost of acquisition and average realization per student was also performed

Solution

- 1** The fee reconciliation resulted in a gap of about 15% of Total fees which was being given away as discounts.
- 2** The books of accounts were reorganized to correctly reflect the cost heads and cost centre mapping of these cost heads was also done.
- 3** There were some courses which were not profitable and had to be shut down.
- 4** The average cost of acquisition per student had been increasing without the corresponding increase in the average realization per student and hence the whole marketing and student acquisition costs were relooked.

Case Study 3 – Financial feasibility tool for UN Women

Problem

- UN Women led global program promoting **Women's Entrepreneurship for Sustainable Energy (WESE)**.
- The team was facing difficulty in analyzing the interventions both on financial indicators and social impact parameters.

Process

- We had detailed discussions with the team at UN Women to understand the various social impact parameters they were looking to achieve.
- We suggested the financial indicators for analysis of the interventions
- We also had discussions with the various other social consultants of UN women who had suggested the interventions for implementation

Solution

1

We developed a socio-impact and financial decision making tool for comparison of interventions across indicators like capital, financial, social impact to promote marginal women entrepreneurship.

2

Considered metrics such as return on investment (ROI), cost-benefit analysis, and financial sustainability.

3

Collaborated with research institutions to conduct in-depth studies on the social impact of women's entrepreneurship in sustainable growth.

4

Social impact indicators such as no. of women with clean energy access, their time saved, CO2 emissions avoided, etc

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