

# Transaction Advisory Services

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**A transaction. It's never as simple as it sounds. It's one of the reasons why as a firm we bring team members with experience, domain background and expertise on a specific assignment.**

**Financial / Strategic Investments and Technical Collaborations**



**Incorporated/ Unincorporated Joint Ventures**



**Valuations and Due Diligence**



**Fund Raising**



- Accelerate Growth by building operational and financial synergies
- Evaluate Risks & Unlock Shareholder value
- Leverage rightly and improve Return on Equity

# Considerations



**Different considerations for parties involved**



**Negotiations**



**Value Propositions**



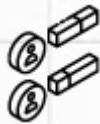
**Due Diligence**



**Valuations**



**Profit Sharing Ratios and other shareholder rights**



**Fund Raising**



**Post Transaction Compliances**



# Our Approach



## **Our Objective**

Provide Win-Win situation for parties involved

## **How we achieve it**

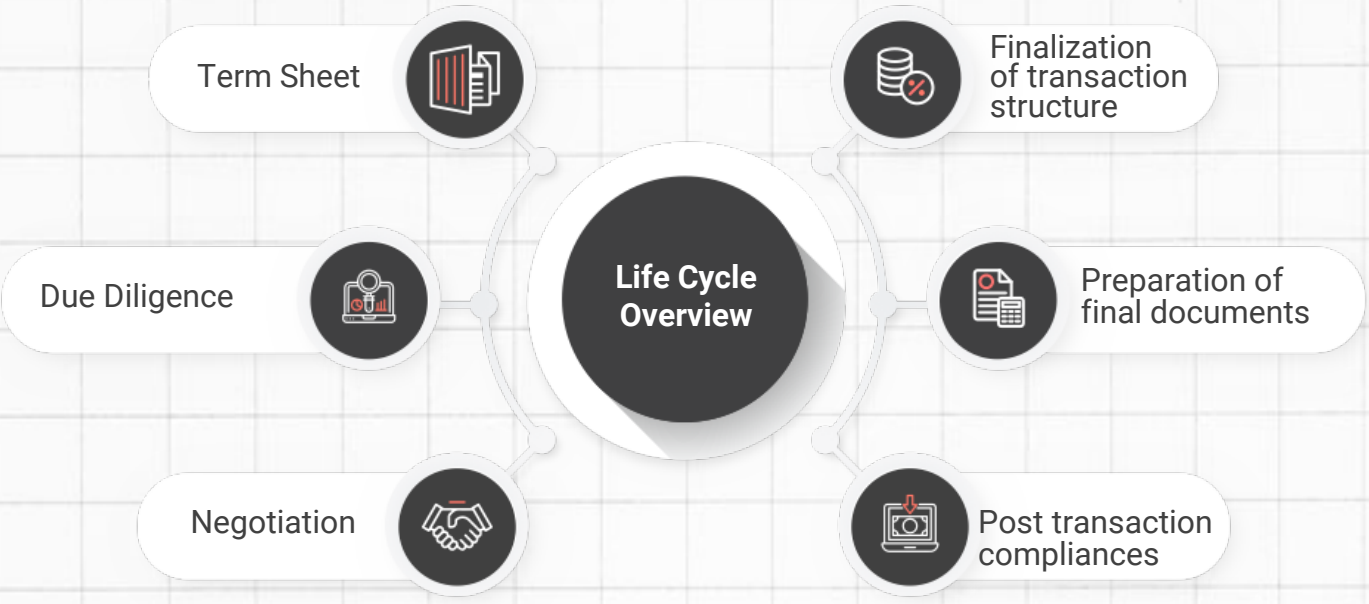
- Leverage our experience to consider key factors
- Integration of commercial objectives
- Consider the interest of all the parties involved
- Freely committed to collaboration
- End to end handholding



# Life Cycle



**We're a firm without silos and prefer to work cross functionally which ensures every client gets the best from the firm and not just one specific team.**





# Our Services and Approach

# Our Services and Approach



## Preparation of Term Sheet

- Draft term sheet considering all factors
- Integration of commercial objectives
- Fully committed to Collaboration
- Considering interest of all the parties involved

## Due Diligence

- Vendor Due Diligence
- Financial Due Diligence
- Tax and Regulatory Due Diligence, etc.
- Cross-team support from all service lines
- Deploy experts/professional related to relevant field

## Valuation

- Undertaking valuation exercise
- Understanding the purpose of valuation
- Understanding the business of target co.
- Understanding the difference between value and price.
- Alternate scenarios to give a fair range;

## Negotiation

- Negotiation on behalf of the client
- Result-oriented approach
- Partner-level involvement in the whole process

## Finalization of Transaction Structure

- Efficient transaction structure
- Holistic approach to all tax and non-tax related avenues such as corporate law, foreign exchange regulations, etc.
- Integration of commercial objectives
- Tax and Regulatory efficient structure
- Deploy experts/professional related to relevant field

# Our Services and Approach



## Preparation of Final Documents

- Finalizing all the relevant documentation to implement the transaction
- Work with various legal teams wherever necessary
- Part of a global alliance which facilitates access to global consulting teams

## Post Transaction Compliances

- All relevant post transaction compliances such as secretarial compliances, tax compliances etc.
- Tactical and comprehensive approach for all compliances
- Cross-team support from all service lines
- Use of technology to optimize costs and manage risks
- Close collaboration with the client team to ensure multiple reviews

## Fund Raising

- Debt syndication
- End-to-end support in structured finance and debt restructuring via NBFC and PSU network
- End-to-end support in international transactions and trade finance
- End-to-end support on distressed asset management
- Cross-team support from corporate finance team

Our team from Coinmen Legal brings a more nuanced approach to every transaction, ensuring compliances and the best outcome.





Proud Member of  
**AlliottGlobalAlliance**



**Coinmen is a member of AlliottGlobalAlliance, an alliance of multi-disciplinary, independent accounting and law firms spanning 253 cities in 97 countries.**

This helps us access a bigger, an even more specialized talent pool for transactions across various geographies.

# Credentials



## Business Valuation



Auto Component  
Manufacturing Company



Hospital



Rubber Components  
Manufacturing Company



Real Estate Company



Construction Company

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## Business Valuation and Due Diligence



Renewable Energy Company



Tech Start Up

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## Business Valuation Services and Transaction structuring Services



Infrastructure Company

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## Due Diligence



Beverages  
Company



Industrial Equipment  
Manufacturing Company



Logistics Company



# Case Studies

# Case Studies



## Outbound

**Assisted a Mid-Sized Auto Component maker to acquire companies in Australia and US.**

### **End to End services:**

- Target evaluation
- Deal structuring and unlocking of value for both acquirer and target
- Negotiation, Due Diligence, Tax advisory and planning, dealing with counsels at both ends
- Post DD execution and arranging acquisition finance

# Case Studies



## Outbound

**Assisted a Mid-Sized Auto Component maker to acquire companies in Finland.**

### **End to End services:**

- Target evaluation
- Deal structuring and unlocking of value for both acquirer and target
- Negotiation, Due Diligence, Tax advisory and planning, dealing with counsels at both ends
- Post DD execution and arranging acquisition finance



# Case Studies



## Inbound

### **Commercial Negotiations for an Indian Manufacturer for a JV with a German Entity**

#### **End to End services:**

- Deal structuring
- Negotiation, Due Diligence, Tax advisory and planning,
- Post DD execution and arranging acquisition finance



## Outbound

### **Commercial Negotiations for an Indian Railway Wagons and Components Manufacturer for an acquisition in Italy**

#### **End to End services:**

- Deal structuring
- Due Diligence in Italy using Alliot Global Alliance partners
- Commercial Negotiations post DD and highlighting diligence findings
- Advising the company against acquisition on pre diligence valuations



## **Shareholding structuring**

**Assisted an Indian Mid-Sized auto component manufacturer split its assets into core business assets and others comprising immovable properties & investments**

### **End to End services:**

- Understanding the objective
- Structuring with an objective of tax optimisation and ensuring no impact on the business
- Business Valuation
- Complete transaction support and handholding for transfer process
- Making the company ready for PE

# Case Studies



## **Equity advisory**

**Assisted an Indian Mid–Sized heavy engineering company raise equity from a strategic partner in India**

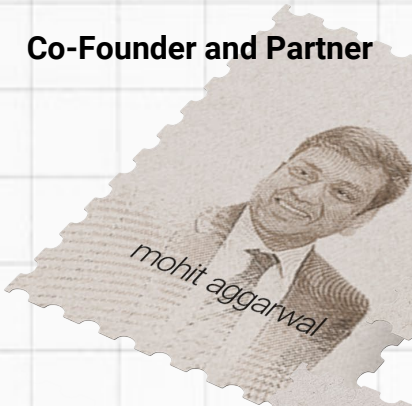
### **End to End services:**

- Deal structuring
- Due Diligence, Business Valuation
- Commercial negotiation
- Complete transaction support and handholding for a smooth due diligence process
- Making the company ready for IPO

# Partners



**Co-Founder and Partner**



*mohit aggarwal*

**Co-Founder and Partner**



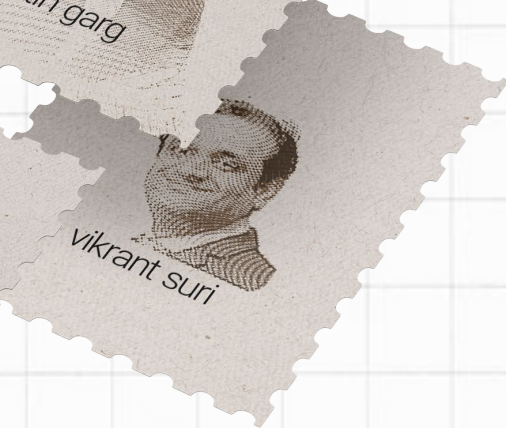
*nitin garg*

**Partner**



*amit pandey*

**Co-Founder and Partner**



*vikrant suri*





**As a firm, we've helped businesses weather through business cycles, funding crisis and a post pandemic world, and been a part of the best they've ever seen, yet. This presentation is put together by our team to ensure you know we're here for your next challenge.**

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