



Let's Know Us !

Valuation | Finance | Investment





Index

Table of Content

About Finval

Why FinVal?

Services

Our Clients

Case Study

Our Team

Contact Us



About Finval

Who we are?

- Who we are?

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

- Our Vision & Mission

To become most trusted service provider all over the globe.

To serve our clients with best quality deliverables and exceed expectations to achieve client delight and not just client satisfaction.



FIN VAL
RESEARCH & CONSULTANCY

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

Services

Our offerings





Valuation Service

Our offerings

Business valuation

Tangible Asset Valuations

Intangible Asset Valuations

Valuation under Ind AS

Startup Valuation

ESOP Valuation



Start-Up Service

Our offerings

Business Plan & Financial Modelling

Fund Raising / M&A Support

ESOP Planning and Drafting



Transaction Advisory

Our offerings

**Initial Documentation including Financial Modelling,
Pitch deck/IM**

M&A Support

Equity Fund Raise

Debt Fund Raise (Secured/Un-Secured)

Grant

Due Diligence

Assistance in Deal Structuring & Closure



Virtual CFO Solution

Our offerings

Policies and Procedures

Budget and MIS Reporting

Long Term Financial Planning

Working Capital Management

Treasury Operations

ESOP Advisory Services



Our Clients



thinvent



Abhinav Estd. 1994
Partnering Life Changing Decisions

GAMLE
GREAT APPLIANCE MAKES LIFE EASY



Tailor & Circus

Paislei
Urban Women's Wear

i-ROOMZ

Zithara

TAXMANN[®]
Tax & Corporate Laws of INDIA

awfis



II.II e | e v e n[™]
e | e v e n



gaurav gupta



A China based supplier of electronic equipment and public address systems.

Turnover of more than INR 10 cr

Major CFO Clients



An India based supplier of B2B meeting rooms equipment

Turnover of more than INR 8 cr



An India based provider of mental health services

Turnover of more than INR 4 cr



An India based provider of solar rooftop solutions











Turnover of more than INR 1 cr.













A China based group supplies Metro coaches and accessories various metro corporations

Turnover of more than INR 1700 cr.

Major Valuation Assignments

Company Name	Industry	Company Value
	Stock Exchange	>INR 150,000 cr
	Second Hand Car Sale and Purchase	>INR 10,000 cr
	HealthTech	>USD 400 million
	Alcoholic Beverages	> INR 1500 cr
	SEBI Registered Investment Advisors	>INR 1200 cr
	Business Services	>INR 700 cr
	Road Construction EPC	INR 600 cr
	Pipes and Fittings	>INR 400 cr
	Renewable Energy EPC	>INR 200 cr
	Pipes and Fittings	>INR 200 cr

Company Name	Industry	Company Value
	Co-working Space	>INR 200 cr
	Apparels and Textiles	>INR 200 cr
	Power Transmission	>INR 200 cr
	HR Consulting Services	INR 150 cr
	Fintech	>INR 150cr
	Fintech	>INR 100 cr
	Auto Ancillaries	>INR 100 cr
	Fintech and Assisted eCommerce for Rural	>INR 100 cr
	EV Charging Infra	>INR 100 cr
	AI/ML DeepTech	>INR 80 cr

Case Study – Capital Management for a Multinational Company

(Turnover– More than \$100 million)

Problem

- Multinational company **selling solar products in 5 geographies and multiple product categories and sales channels.**
- 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.
- The **financial model was being actualized every quarter** but the process took more than a week and had lot of manual working.
- There were lot of data consistency issues while **receiving data from the internal accounting teams** and hence internal processes were setup to streamlined.

Solution

1

Manual workings were automated which resulted in reducing the model update time to 2-3 days.

2

Lot of standardization and automation was implemented which helped in streamlining the reporting and better visibility to the management.

3

Value-added analysis like scenario analysis, asset liability maturity profile, covenant forecasting, cashflow analysis, variance analysis from the budget, forex and interest rate risk assessment.

4

Played pivotal role in company raising more than 100 million dollars in debt and equity.

Case Study – Financial Health Analysis for a leading Education institution

(Turnover– More than INR 200 cr)

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

- **Detailed due diligence on the financials and an in-depth analysis of each business segment** taking into consideration all direct costs and revenue.
- **Common heads of expenses and personnel costs were identified & reallocated** based on the logical apportionment using ABC Costing, time and roles of personnel.
- 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 – Financial feasibility tool for UN Women

(Turnover– More than \$100 million)

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

Developed a socio-impact & financial decision making tool for comparison of interventions across indicators like capital, financial, social 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

Case Study – Manage Complete Financial Operations of a B2B meeting room equipment supplier (Turnover of more than INR 20 cr.)

Company Overview

- Supply and installation of Board Room and Conference room meeting equipment which enables company to conduct virtual meetings at multiple locations simultaneously.

Process

- We divided the whole operations into following parts
 - **Regular accounting and taxation aspects**
 - Compliances with MCA and Banks
 - Management Reporting
- Assigned **2 team members to take care of these aspects** and a partner.
- Prepared compliance **checklists, trackers and calendars**
- Developed **processes and SOPs** for internal controls
- Streamlined management reporting by identifying key performance indicators, and including the following analysis
 - **Cost analysis** of the Products
 - **Variance analysis** of actual vs budget
 - **Cash flow forecasts** for next 6 months

BENEFITS

1

Clear visibility to the management on the company's financial position

2

Timely reporting to all stakeholders including management and banks

3

Improved liquidity position by preparing cashflow forecasts for next 6 months

4

Streamlined all compliances which resulted in significant savings in late fees, interest and penalties from various authorities

5

Improved collections by preparing reconciliations and timely follow-up with receivables

Case Study – Manage Complete Financial Operations for a project office of a Chinese Company

Company Overview

- A supplier of Metro coaches and accessories to DMRC and various metro corporations
- **A China based group with the total project turnover of more than INR 1700 cr.**

Process

- We divided the whole operations into following parts
 - **Regular accounting and taxation aspects** like TDS, GST and Income Tax
 - **Compliances with RBI, Import and Export and Banks**
- **Assigned a 2-member team** to take care of these aspects and a partner.
- **Prepared compliance checklists, trackers and calendars**
- Liaison with **Delhi Metro Rail Corporation (DMRC)** and **Maharashtra Metro Rail Corporation (MMRC)**

BENEFITS

1

Regular partner's involvement ensured that the company officials could get responses to the smallest queries they had

2

Fast turnaround times and efficient process management helped us to win this project against the Big 4 consulting firm

3

Timely reporting to all stakeholders including management, banks and RBI

Case Study – Fractional CFO for a Solar EPC Company

(Turnover– More than INR 10 cr)

Problem

- The company is an **early-stage company** in Solar EPC space
- The **company was winning new orders for installation of solar rooftop plants** and was facing working capital crunch and liquidity tightening
- Scope included areas of **financial management, forecasting and financial modelling**

Process

- FinVal performed **detailed financial due diligence** of the company
- **Prepared a detailed budget for the upcoming year** and performed variance analysis of actual vs budget
- In addition, also **prepared the cash flow forecasts for the next six months which provided clear visibility on the cash position**
- Prepared **monthly board presentation and identified key performance indicators.**

BENEFITS

1

The budget vs actual variance analysis helped the company in taking corrective action and close the gaps in the operations

2

The cash flow forecasts improved the liquidity position of the company

3

Identified additional sources of working capital finance for the company

4

The KPI dashboard was very useful for the board in analysing the overall company performance

Our Team



Prateek Mittal

Chartered Accountant

(Valuations | Investment Banking |
virtual CFO)

More than 19 years experience

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

A Chartered Accountant and Registered Valuer (IBBI) for Securities or Financial Assets.

- 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**
- Experience in stakeholder management dealing with CXO level in corporates, senior bankers, senior professionals
- Empaneled with **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



Abhinarayan Mishra

Chartered Accountant

(Finance | Taxation | Company Law)

More than 24 years experience

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

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 and CS 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



Akhil Kishore

B. Tech (DCE), MBA
(Investment | Finance)

More than 22 years experience

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



Kritnarayan Mishra

Chartered Accountant
(Finance | Taxation | Audit)

More than 24 years experience

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

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.



Connect With Us!

Let's Discover!



www.finvalresearch.in



+91 98112 13275



valuation@finvalresearch.in



[Youtube.com/Finvalresearch](https://www.youtube.com/Finvalresearch)



[LinkedIn.com/Finvalresearch](https://www.linkedin.com/Finvalresearch)



[Facebook.com/Finvalresearch](https://www.facebook.com/Finvalresearch)



+91-8920463532



[Instagram.com/Finvalresearch](https://www.instagram.com/Finvalresearch)