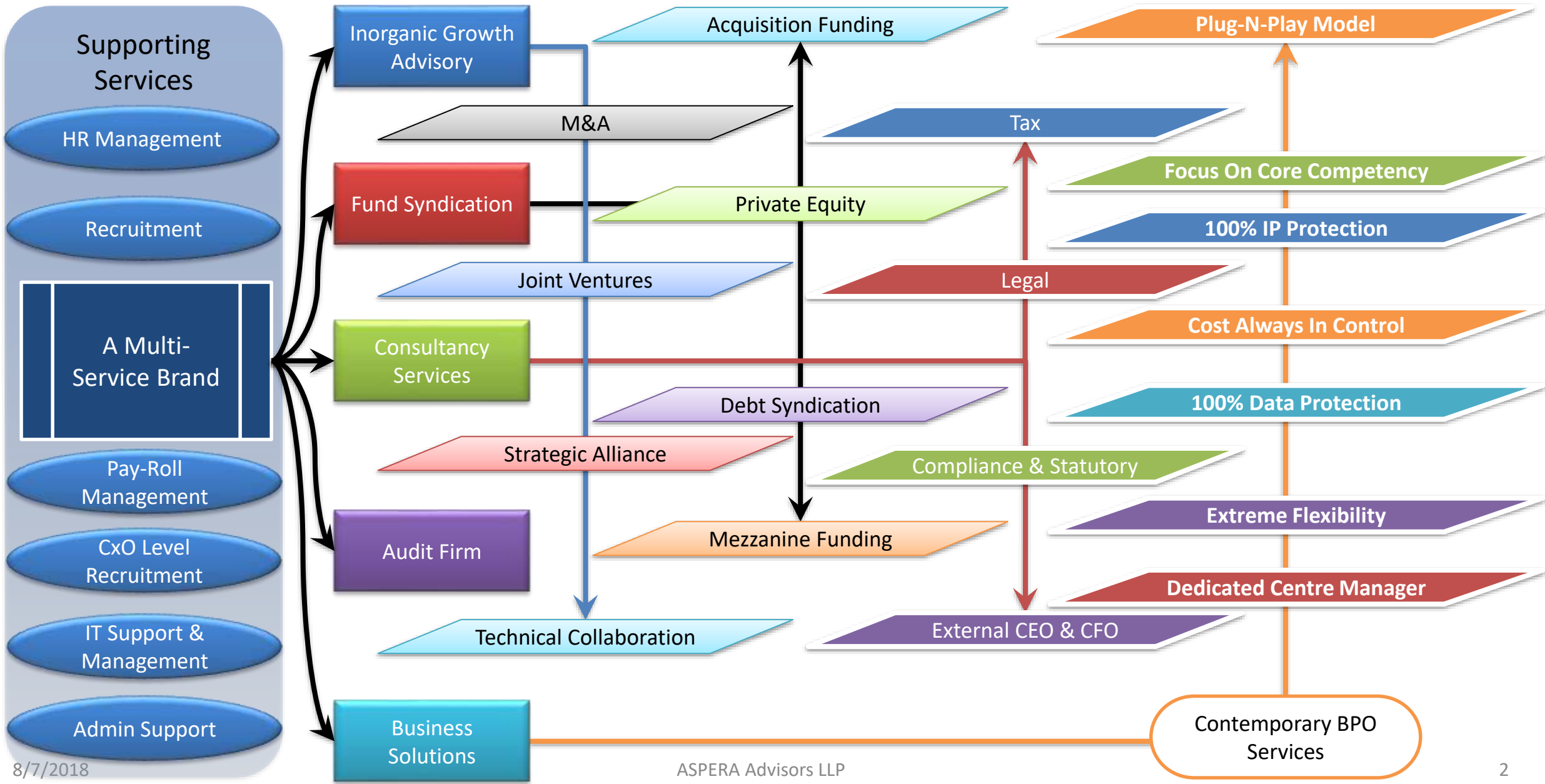
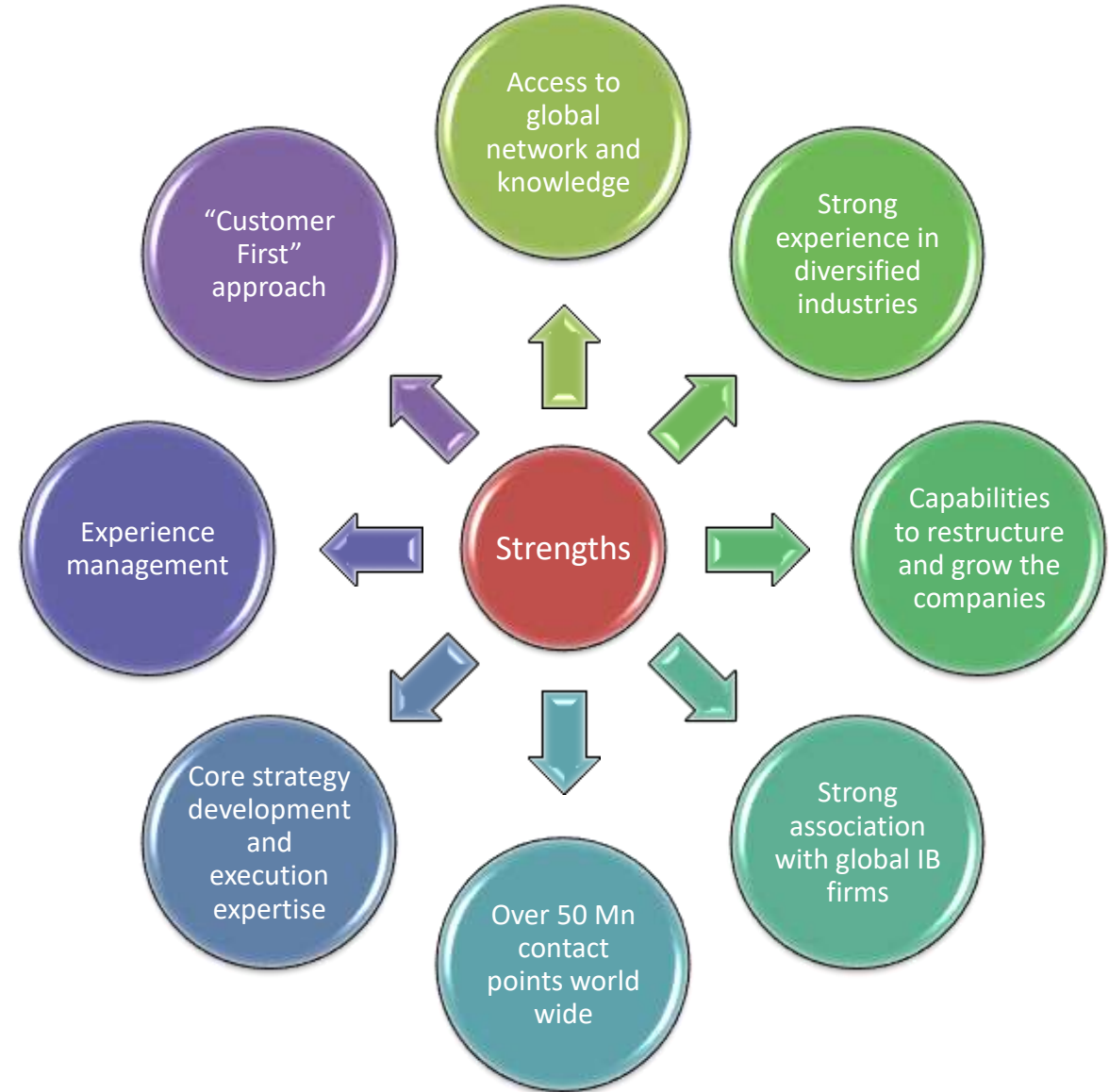
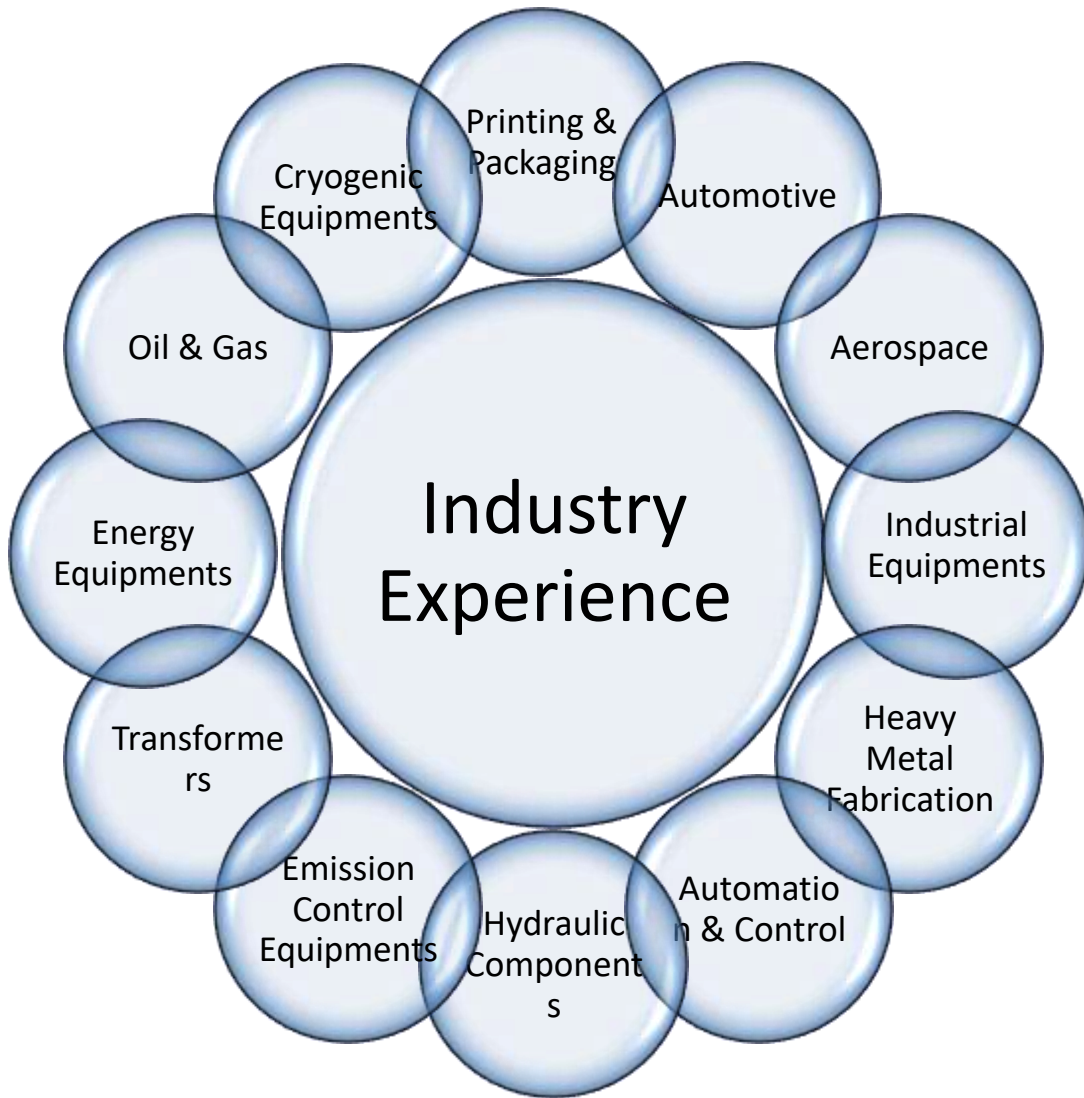


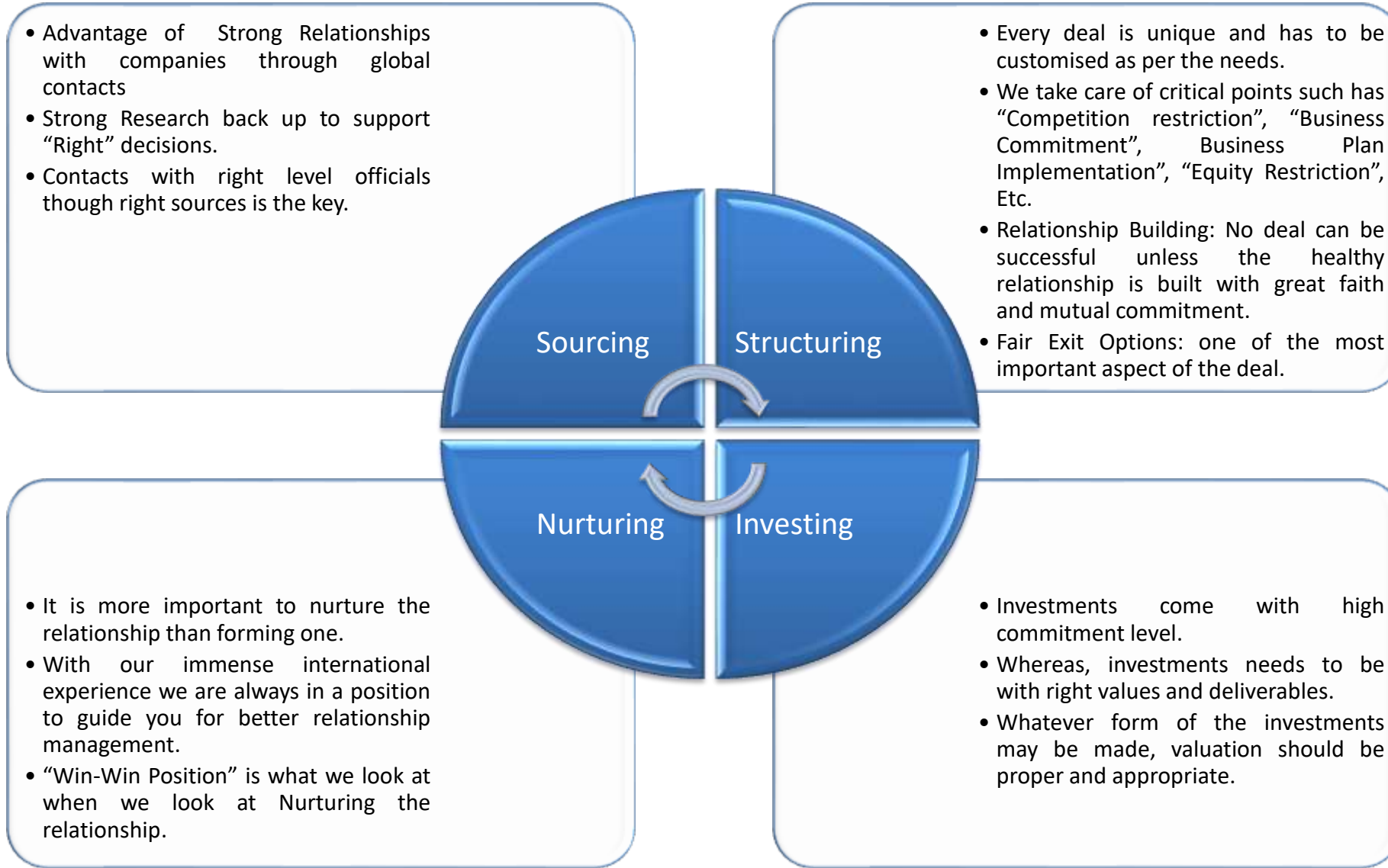
ASPERA ADVISORS LLP

Company Profile

OUR BUSINESS VERTICALS





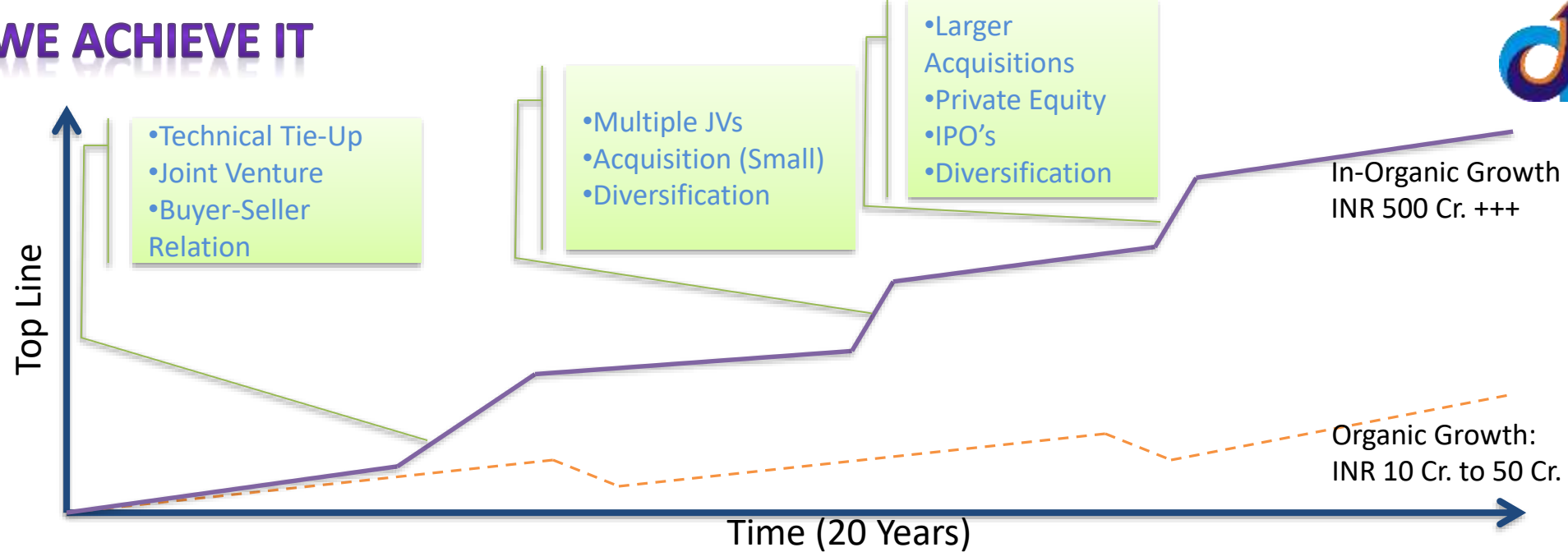




WHAT DO WE DO

Growth is a wish of every individual, every company, every group. Every one wants to grow as fast as possible. **We make it happen.**

HOW CAN WE ACHIEVE IT



		Business Growth					
Growth Projections		Y0	Y1	Y2	Y3	Y4	Y5
Standalone Growth of Your Company		20	22	24	27	29	32
Partner's Contribution	MNCs In India		4	6	12	13	15
	Foreign OEs		4	6	12	13	15
	Captive Business		1	2	4	4	5
	Global Sourcing		1	2	4	4	5
Business Through M&A		0	11	16	32	35	39
Total Business		20	33	40	58	64	71
		Valuation Growth					
EBITDA	Stand Alone	10%	10%	10%	12%	12%	12%
PE Multiple	Stand Alone	6	6	6	6	6	6
Valuation	INR Cr.	12	13	15	19	21	23
EBITDA	After M&A	10%	12%	13%	13%	15%	17%
PE Multiple	After M&A	6	7	9	10	10	10
Valuation	INR Cr.	12	27	47	76	96	121
Growth Rate	ASPERA Advisors LLP						
Note:	These are indicative figures which needs to be validated						



Reduce dependency on
Clients & markets



Increase your market reach:
Industries & Geographically



Upgrade the technology:
Reduced costs & enhanced
quality



Value Chain Integration:
Forward, Backward, Horizontal



Increase Profit margins:
Mass Production, Optimum
Asset Utilization,
High Val. Products



Build Your Brand
Globally

Intangible Value



Technology



Access to Global Investments



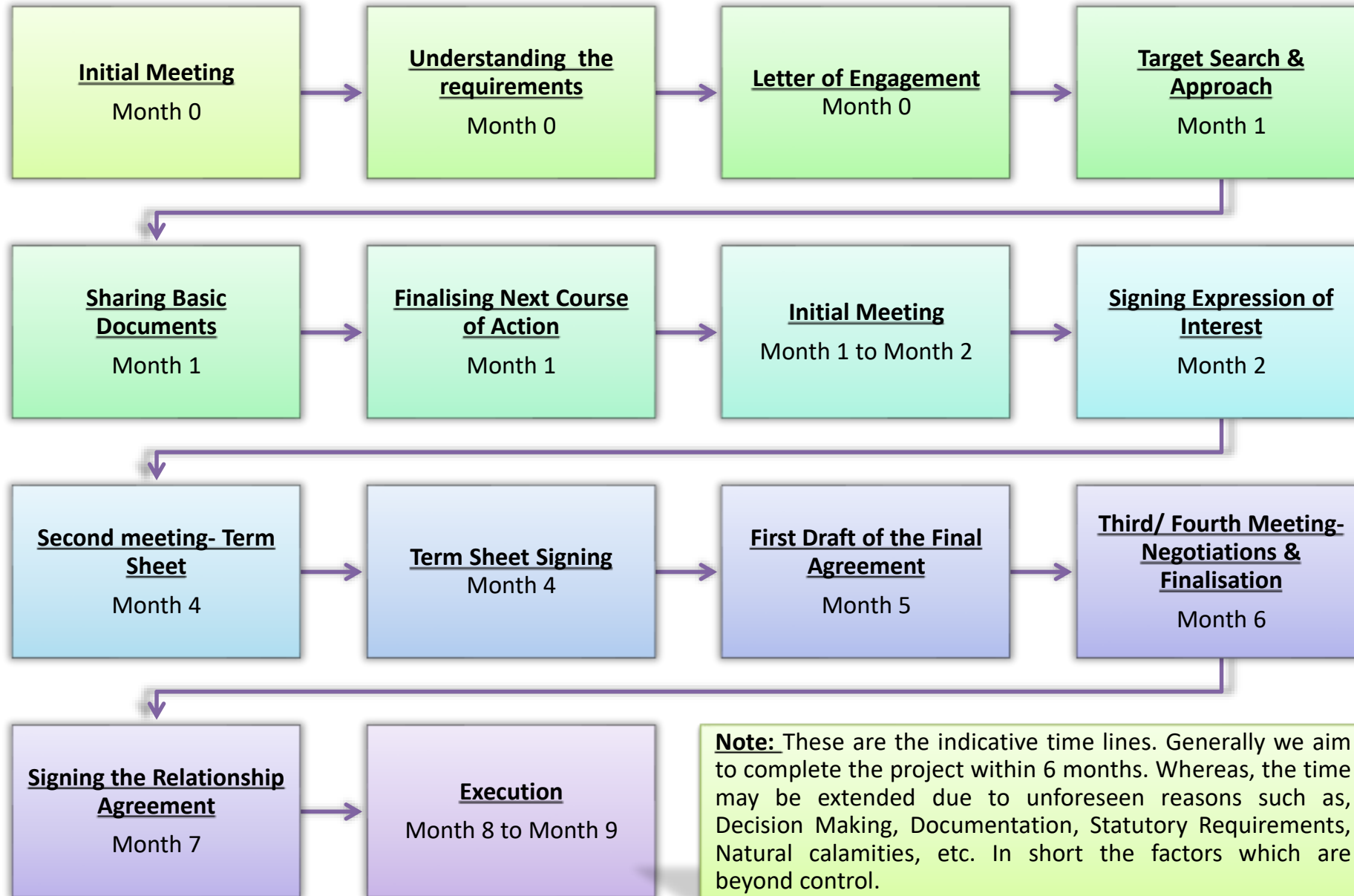
Access To Latest Equipments



Immediate Business Growth

Tangible Value

THE PROCESS & TIME LINES



High Jump- INR 15 Cr. To INR 100 Cr.

- Company with a turn over of INR 15 Cr. gets in the term sheet with an American company. Companies engaged in manufacturing Hydraulic Connectors.
- American company wants to shut down its facility in China and transfer the production worth sales of 20 Mn \$ to India.
- Indian company's assets are highly leveraged. No/ negligible cash to Invest
- How will they grab this opportunity???

Deal Between Engineering & Manufacturing company

- Indian boiler manufacturing company in the first meeting with European Engineering & Design company.
- European company with no manufacturing expertise but wants to get in Asia.
- Indian company with INR 60 Cr. Turn Over, wants to get in Europe & Middle East
- Nothing is common between them.
- How will you structure the deal? What is the business case???

A 51:49 Fix

- A 'Term sheet' Meeting in India between an Indian Company and An American company.
- US Company wants 51% of the stake as they were supposed to bring in the business, technology & investments
- Indian Company also wants to have 51% as they are also going to bring investment and manufacturing expertise with local management.
- No company is ready to negotiate on this point. How should we bring them together???

A Diversification Model

- An Indian company manufacturing fabricated products (Pressure Vessels, heat Exchangers, etc.).
- Profit margins are all time low as the business is becoming the commodity business.
- Company wants to get in to the manufacturing of some special products with better profit margins.
- The Indian company has limited investment appetite. Therefore no scope for diversification.
- Company is not ready to share equity from existing company.
- What will you target? How will you structure the deal in green field???

Forward Integration

- Indian company engaged in manufacturing control panels with INR 20 Cr. wants to expand the business domestically, but they were not getting entry in major OEs.
- Operating profits are as low as 7%.
- What will be the solution for this company to increase the sales to INR 50 Cr in next 3-5 years with operating profits of 15%?

An Early Bird Move

- An Indian company with sales of INR 8 Cr. Engaged in a business of manufacturing emission control equipments for industrial purpose.
- Wants to increase the business share in the market by 2020 to become a 100 Cr. company.
- India is working on Euro III norms, whereas EU & US companies are working on Euro V norms.
- How will you attract the foreign companies to have a tie-up with this company???
- What will be the mutual benefits?

THANK YOU!!!

- **We Look Forward For Long Term & Fruitful Business Association**
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