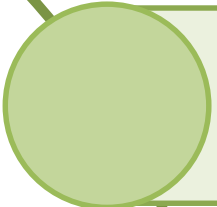




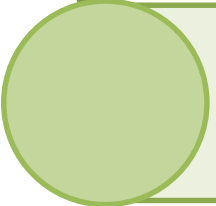
Banking – Large Corporates



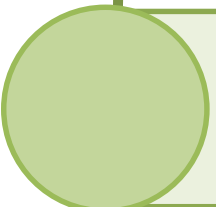
Introduction



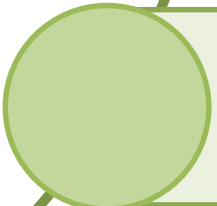
nhbs is a business consultancy and innovative services firm providing services to help companies improve operating efficiencies and achieve business and operational excellence



Services includes Accounts outsourcing , MIS ,Process Re-engineering, SOP writing., Fixed asset and inventory verification, credit monitoring, financial, technical and legal due diligence.

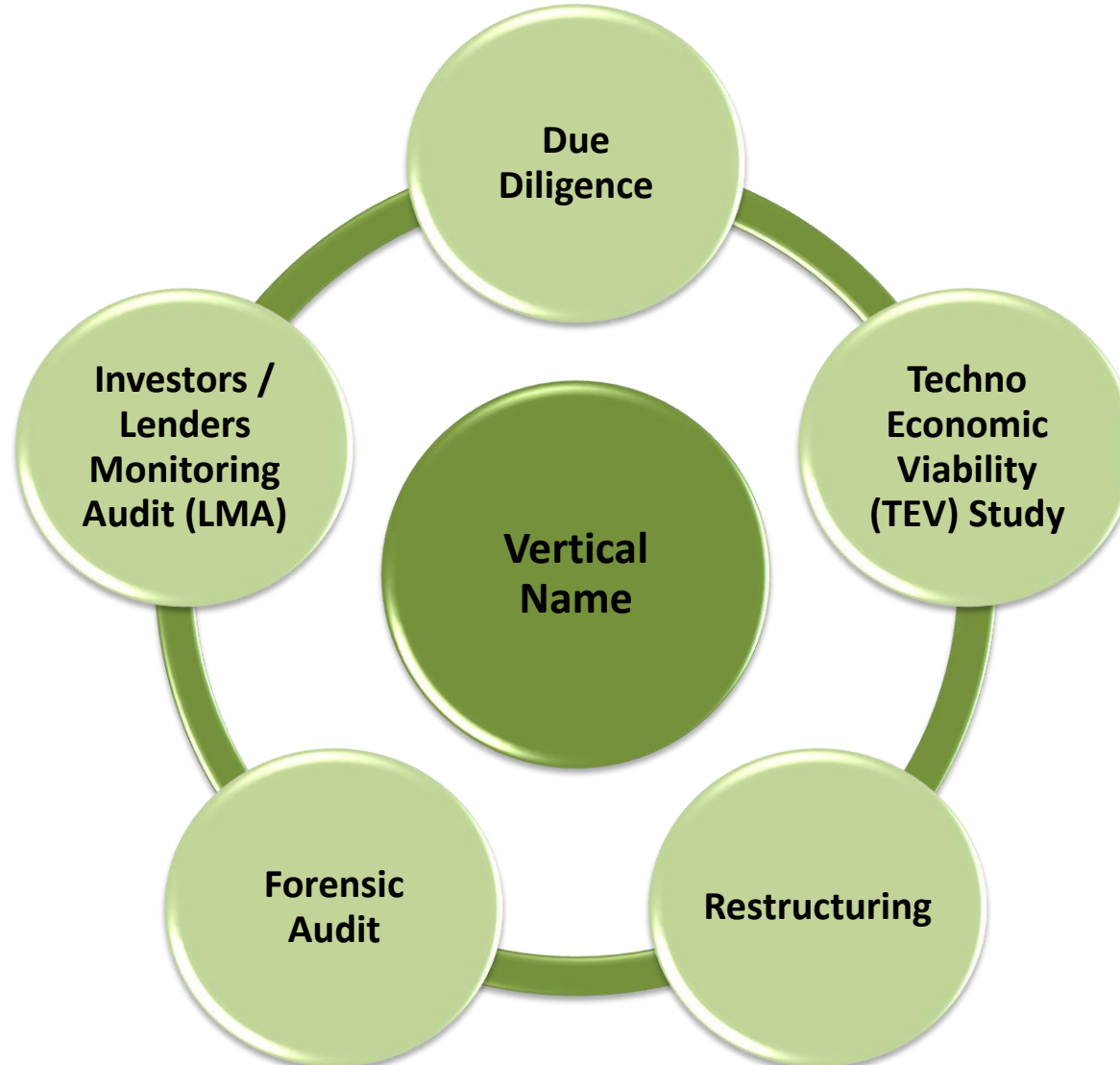


Strength of 450+ professionals comprising of Chartered Accountants (CA), Company Secretary (CS), MBAs, Attorneys, Engineers, Bankers and support staff with wide sectorial experience



Headquartered in Mumbai and has presence in Pune, Hyderabad, Goa, Chennai, Bengaluru, Kolkata, Gurgaon and also some other major cities

Our Offerings



Services Offered

Financial Due Diligence (FDD)

- Comprehensive appraisal of a business, its assets and liabilities and evaluate its commercial potential
- Validation and confirmation of past performance parameters & check for black holes.
- Derive true status based on fact finding
- Assessment of material facts relating to the business
- Assess the specific risk areas that require focus and tailor procedures to be performed
- Investigating into the affairs of the business
- To identify the forthcoming adversities which may call for unseen liabilities
- Perform detailed procedures including financial analysis and validation of assumption for future projections
- Industry and peer comparisons

Services Offered

Legal Due Diligence

- Legal notices from statutory and/or regulatory authorities – status & implication
- Status of legal cases against the company by creditors (financial or operational) or any other party
- Current status of Claims made by the company and received against the company
- Compliance's under the Companies Act 2013, ROC, FEMA, SEBI and other related laws
- Compliance of matter related to Corporate Governance, Insider Trading, Whistle blower policy, Risk Management policy adopted and related secretarial standards.
- Verifying legal documents relating to various approvals, permits and licenses of the Company
- Verifying legal documents related to the loans & advances, guarantees given and properties of the Company
- Verifying documents, agreements executed, material contracts entered into by the company, evidencing obligations or liabilities of the company.

Services Offered

Techno Economic Viability (TEV) Study

- Appraisal of techno commercial parameters of a project and its impact on the financial viability
- To assess Product feasibility, Promoter's capabilities, Infrastructure assessment, commercial viability, justification of capex in plant & machinery, capacity assessment, utility requirement etc.
- Derive working capital requirement linked to production cycle, inventory & receivable requirements
- To analyze various assumptions of technical parameters leading to future working of the company i.e. profitability, cash flow & ability of the company to service the loans

Restructuring

- Advising Lenders/Companies/Investors on structuring, Restructuring, One time Settlement or Commercial negotiations and advising Companies/Lenders/Investors on optimising the business value.
- Evaluating Resolution Plan and also identifying resource mobilisation under stressed situation.
- Advisory services in relation to conducting the restructuring/ OTS process

Services Offered

Forensic Audit

- Analysis of financial statements to identify mis-utilisation of loan funds, diversion and siphoning of funds
- Forensic due diligence – Background and integrity check
- Asset misappropriation
- Designing an early warning signals tools to closely monitor cash flows, fund utilisation and fund movement
- Identification of willful default by stressed entity or its promoters.
- Identifying related party transactions and amount involved.
- Identifying exceptional transactions not made under normal course of business.
- Whether fund flows are managed in a desired manner.

Services Offered

Investors / Lenders Monitoring Audit (LMA)

- Review plan to Physical & Financial progress
- Review and report on end use of funds
- Assessing time & cost delay for project etc.
- Post commencement check of plant operation, efficiency parameters, capacity utilization & financial parameters
- Review of Actual Cash flow to plan / servicing of debt and reasons for variance

Benefits to stakeholders



Case Study

Engineering & Infrastructure company specialized in EPC Contracts and market leader in foundation technology

Assignment :

FDD cum investigation w.r.t diversion of the funds to group companies and it's impact on financials of standalone company

Challenge:

Financials at group level were not easily available.

Lack of support from the Management

Many inter group investments treated as equity and further borrowings by way of debt and thereby overtrading beyond capacity, scattered project financials of BOT projects

Approach and findings:

Preparation and analysis of financials at group level Investment fund movement within the Group

Assessed financial viability of BOT Projects

Major Outcome:

Accurate consolidated financials. DER reported of 0.5 actual turned out over 10:1

Group investments not yielding any earnings but were dead in nature

Under-estimation of outside liabilities and high implications

Banks refused to take further exposure

Case Study

Company engaged in generation, distribution and transmission of power

Assignment :

FDD cum deriving cash EBIDTA and likely additional liabilities arising on account of contractual arrangement with various SEB's, water Board and check for comparison of Revenue Streams contribution from different PPA's .

Challenge:

Lack of management support as the Company was in restructuring phase,
scattered data

lack of clarity on coal procurement

actual power off take w.r.t PPA

calculation of tariff charges

Approach and findings:

Preparation of actual power off take vis-à-vis PPA schedule and variance analysis

Contribution analysis to ascertain per unit contribution

Major Outcome:

Reflection of true EBITDA of the company

Issues with Water Boards-High contingent Liability

Gaps in capacity and off-take of power

Case Study

Media Company with Digital platform engaged in selling of Theatrical, Digital Rights and engaged in making movies.

Assignment :

Forensic cum Investigation Audit of trade Receivables, intra group funds movement and conformation of liquid funds in various banks at global level

Challenges :

To track the receivables, funds movement confirmation from different Banks

Assessing the nature of business and need for additional funds on swapping of liquidities with a new bank in-spite of having cash and bank balance higher than overall debt component.

Approach and findings :

Traced the movement over last 3 years for 30 critical and long receivables

Understanding the group structure and intra -company movement by studying nature of activities along the globe with geographical movements etc

Major Outcome:

Long cycle for receivables for a digital platform is part of the business

Liquidity justified for sudden large investments as a business requirement.

High Valuation of Rights business and better prospects-Good investment opportunity for a Lender

Accuracy with respect to financials –Apparently no frauds detected

IT Security and Data Confidentiality

- **Data Security:** Client data is most important and crucial to us, severe stringent measures are taken to maintain its security
 - ❑ **User authorization :** Only authorized users are able to access the reports. Authorization matrix is defined and maintained for roles
 - ❑ **Network security :** Intrusion Detection and monitoring firewall management providing internal/external users access to applications in data center-VPN user management
- **Data Confidentiality:** All the employees have to sign a pre employment policy before joining to maintain the confidentiality of data. The privacy of data is checked from time to time



Key management



Vipul Thaker
CEO

FCA, Six Sigma Black Belt, Certified Internal Auditor from the Institute of Internal Auditors, Florida, USA and Alumni of IIMA

Has experience of over 25 years across various industries including automobile, banking and retail



Hemant Parikh
HOD

Veteran banker with techno commercial background

Has experience of 40 years (28 years in a Nationalized bank, majorly in project finance & credit areas covering different industry & infrastructure funding). On RBI panel for funding framing policy. Post banking parts of risk advisory, internal audit, process re-engineering, technical & financial due diligence

Team lead for credit manual for infrastructure companies



Chetan Parekh
Business Head

MBA (Finance), CS, LLB

Has experience of over 15 years in Banking and Finance across various sectors including manufacturing, real estate, retail, mining etc.



Shripal W. Doshi
Manager

CA having experience of over 8 years across various industries on Statutory Audit, Debt Syndication.

Worked as advisor for Corporate Restructuring

Key management



Mitali Mita
Senior Executive

CA and CS having an experience of over 4 years across various industries focusing on Financial Due Diligence, TEV Study, Financial Analysis, Preparation of pitch books including company analysis, peer analysis, financial benchmarking, football field, side by side analysis



Mukesh Singh
HOD

CA having experience of over 19 years in financial & compliance audits, investigative audits, internal audit, process and control reviews.



Sameer Shah
Indirect Tax

CA and Diploma in IFRS from KPMG.
Having experience of over 17 years in the field of Corporate Finance and Indirect Taxation.
He is working as advisor for corporate structuring on the basis of Indirect Tax factors.

*Thank
you*



For Further information :

Pl. write to :

chetan.parekh@nhbsgroup.com

shripal.doshi@nhbsgroup.com

Contact: +91 22 4287 2924 / 920