

Transaction Advisory Services

February 2025



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

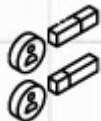


Valuations

Profit Sharing Ratios and other shareholder rights

Fund Raising

Post Transaction Compliances



Our Approach



Our Objective

Provide Win-Win situation for parties involved

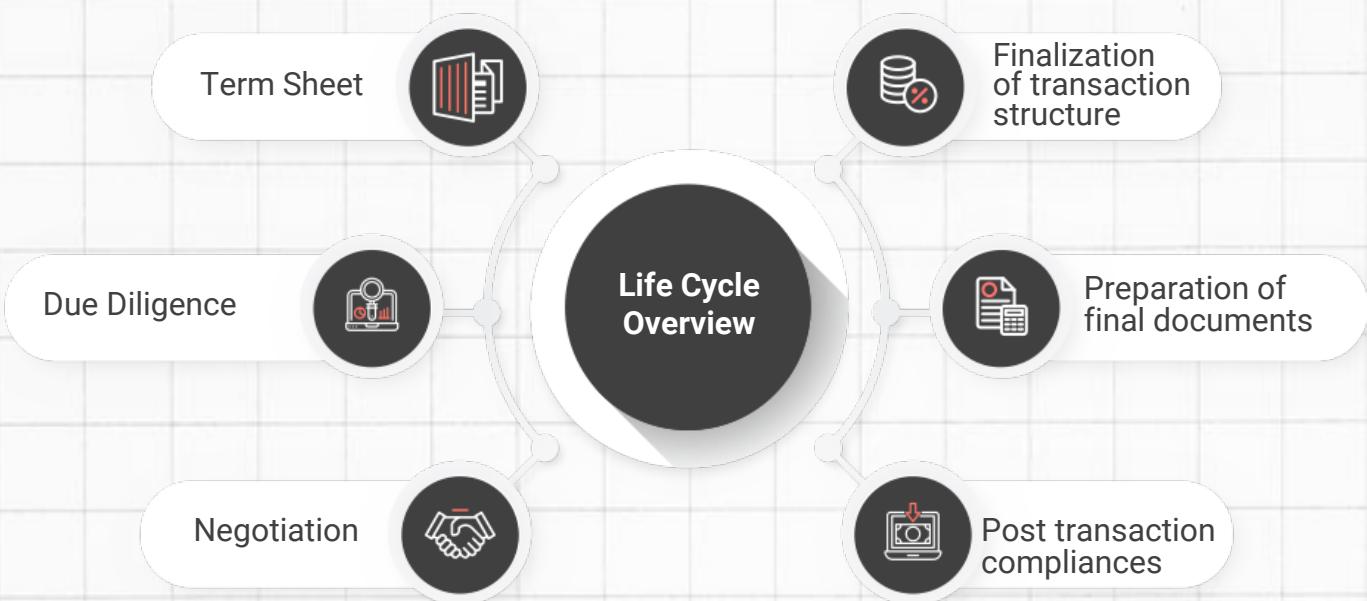
How we achieve it

- 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	<ul style="list-style-type: none">Draft term sheet considering all factorsIntegration of commercial objectivesFully committed to CollaborationConsidering interest of all the parties involved
Due Diligence	<ul style="list-style-type: none">Vendor Due DiligenceFinancial Due DiligenceTax and Regulatory Due Diligence, etc.Cross-team support from all service linesDeploy experts/professional related to relevant field
Valuation	<ul style="list-style-type: none">Undertaking valuation exerciseUnderstanding the purpose of valuationUnderstanding the business of target co.Understanding the difference between value and price.Alternate scenarios to give a fair range;
Negotiation	<ul style="list-style-type: none">Negotiation on behalf of the clientResult-oriented approachPartner-level involvement in the whole process
Finalization of Transaction Structure	<ul style="list-style-type: none">Efficient transaction structureHolistic approach to all tax and non-tax related avenues such as corporate law, foreign exchange regulations, etc.Integration of commercial objectivesTax and Regulatory efficient structureDeploy 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

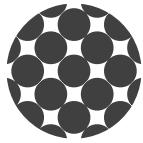
Post Transaction Compliances

- 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



Page No. | 09

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



Renewable Energy Company

Business Valuation and Due Diligence



Tech Start Up

Business Valuation Services and Transaction structuring Services



Infrastructure Company

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



Case Studies

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 Alliott Global Alliance partners
- Commercial Negotiations post DD and highlighting diligence findings
- Advising the company against acquisition on pre diligence valuations



Case Studies

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

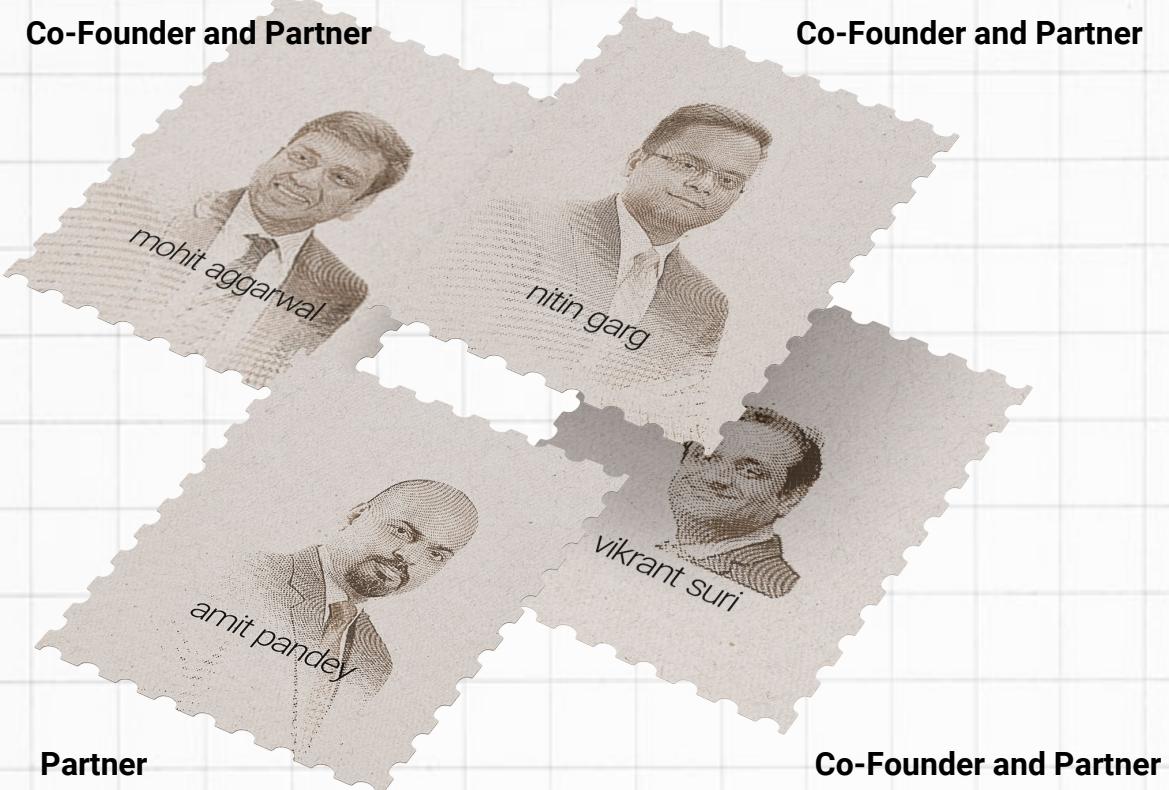
End to End services:

- 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

Page No. | 18





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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