

VIVRO

Vivro Financial Services Private Limited

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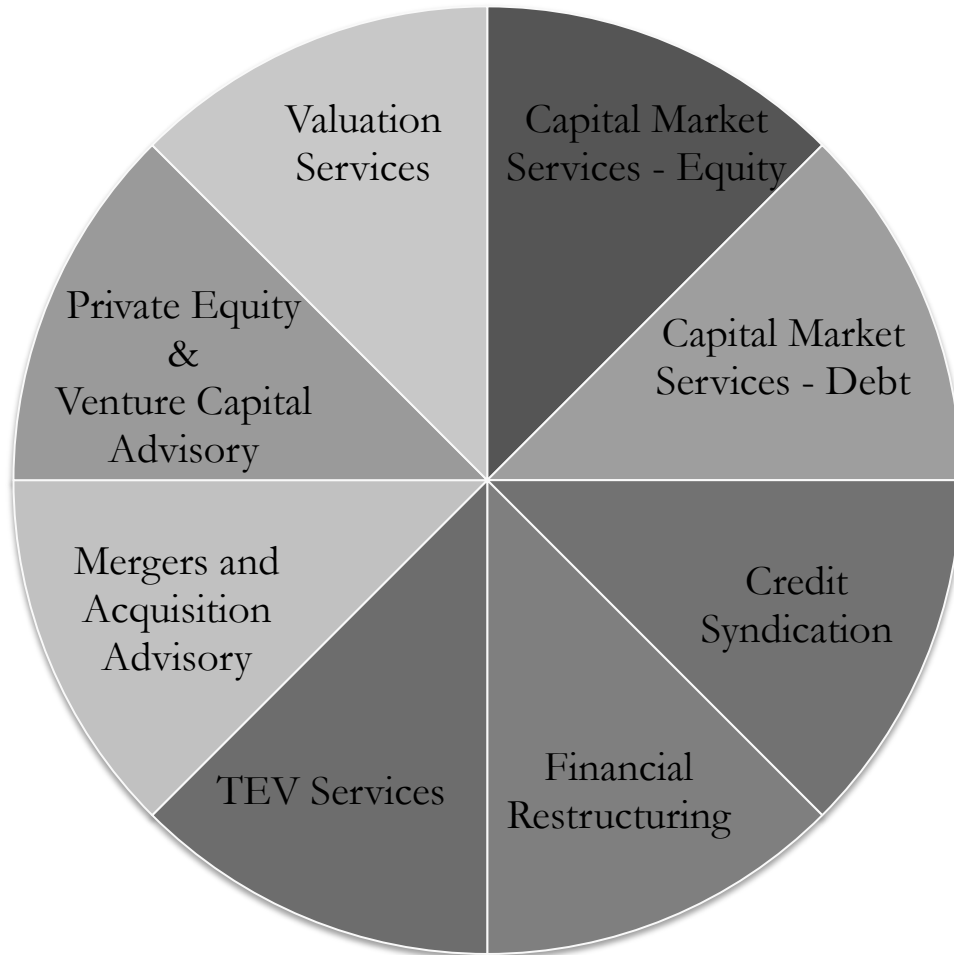
About Us

- VIVRO is a SEBI registered Category I Merchant Banker and Corporate Finance & Legal Advisor which assists corporates in raising resources by Debt, Equity or other Equity related instruments. VIVRO has been an advisor to various companies for more than 30 years.
- An experienced and highly qualified leadership team with over 90 motivated professionals which include Chartered Accountants, Company Secretaries, MBAs, CIIB and others with operations across 7 major cities of India.
- Advisor to various companies in their Mergers and Acquisitions transactions, with assistance in Financial & Legal Advisory and Corporate Planning.
- Offers value added advisory services to corporates assisting them through complex transactions and effective financial advise and planning for long term growth.
- Empanelled consultants with State Bank of India and Bank of India
- VIVRO prides itself to be a one stop shop for Corporate Advisory Services and has enjoyed excellent long lasting relationships with its Clients, Financial Institutions, Public and Private Sector Banks, Foreign Banks, Brokers, Investors, HNI and Foreign Funds, Mutual Funds, Private Equity and Venture Capital Funds.



Our Services

Our Service Offerings





Capital Market Services

- VIVRO is a SEBI registered Category I Merchant Banker and engages in providing capital market services to corporate clients.
- VIVRO advises clients on various matters with respect to capital markets such as:
 - Initial Public Offerings / SME IPO / Offer for Sale
 - Rights Issues
 - Publicly traded Debentures (Convertible and Non Convertible)
 - Qualified Institutional Placements of equity securities
 - Preferential Issue of Shares / Warrants to Promoters & Investors
 - Issue of FCCB / GDR / ADR
 - Delisting of equity shares
 - Buy-back of equity shares
 - Takeover of companies and compliances as per the Takeover Code
 - Structuring transactions such as bonus issues, stock splits etc.



- As a Merchant Banker registered with SEBI, VIVRO also provides services of valuation of equity shares in situations such as Mergers, Amalgamations, ESOPs etc.
- Advise corporates to formulate their IPO Plans, prepare them for corporate governance practices and assists companies carry out necessary legal and financial due diligence.
- VIVRO also assists companies create a go to market strategy to make the market aware about the company and be market receptive.
- Our endeavours are supported by our teams core expertise in understanding Capital Markets, nature and timing of transactions, financial due diligence and capital structuring for optimum financial closure and compliance with applicable laws and regulations.



We categorise our capital market services of IPO, Rights Issues, FPOs and Takeover matters into the following broad activities

Issue Management

- Acting as Lead Merchant Banker for the Issue Equity Shares and Debentures.
- Acting as Syndicate Member to the issue (IPOs and FPOs) and marketing to QIBs, HNIs and Retail investors
- Act as advisor to the issue including to FCCB, GDR and ADR issue

Merchant Banking Compliances

- Act as Lead Manager for Public Issues of Equity Shares and Debentures and Lead Manager of Rights Issues by Corporates.
- Act as Manager to Buy Back Offer
- Takeovers under the Takeover code
- ESOPs
- Listing Agreement Compliances

Syndication and Underwriting

- Underwriting of Equity Issues in IPOs and FPOs
- Marketing of the Issue of Equity shares and Debentures
- Syndication of the Issue of Equity Shares and Debentures
- Pre-IPO Marketing



Corporate Finance

- VIVRO offers corporate finance services by assisting corporate raise finances from Banks, NBFCs and Financial Institutions.
- VIVRO has been active in corporate finance advisory and has assisted corporates across industries raise financial resources and provided effective financial solutions.
- VIVRO advises clients on the optimum mix of short, medium and long term fund requirements by assisting its clients prepare financial place which commensurate with their long term and short term goals and plans.
- VIVRO structures debt finance through several instruments such as – Term Loans / Project Loans, Working Capital Finance / LCs / BGs, Corporate Loans, ECBs, Factoring, Commercial Paper, Inter Corporate Deposits, Bonds and Secutitised Debentures, from domestic and international banks and financial institutions.



- VIVRO is equipped to carry out techno-economic viability (TEV) studies for new projects and expansion projects of companies. In this regard, VIVRO is also empaneled with Banks and Financial Institution as a TEV consultant.
- We assist corporates in their rating exercise with credit rating agencies such as Crisil, Care, Brickworks, India ratings and SMERA.
- VIVRO enjoys excellent relations with Domestic and International Banks, NBFCs and Financial Institutions and enjoys the confidence of the clients it has served.





Mergers and Acquisitions

- VIVRO assists organization's structure and execute a wide range of complex transactions including Mergers, Acquisitions, Joint Ventures, Corporate Restructuring, etc.
- Advise in detail on transactions including valuation of enterprises, regulatory compliances, strategic investors, etc.
- Provide optimum solution and arrange necessary finance for acquisition of targets.
- Lend network to identify ideal targets for M & A initiatives of the client.



VIVRO has completed several transactions in Mergers, Takeovers and Acquisitions and has assisted several companies establish joint ventures with Financial Partners, Strategic Partners or consortium arrangements



Private Equity and Venture Capital Advisory

- VIVRO assists in identifying an appropriate equity investor for its corporate clients who wish to raise funds through private equity and venture capital funds while ensuring synergy between investors and our clients.
- We provide a clear road map and document the achievements, plans and growth story of our clients in order to represent it to appropriate investors.
- We undertake preparation of an Information Memorandum (IM) with all possible material information about the companies past, present and future plans based on which a potential investor would take prudent investment decisions.
- We assist our clients as well as the PE / VC funds structure the transaction to achieve optimum financial closure.





Business Strategy and Financial Restructuring

Business Strategy:

- With several years of experience as a financial advisor, Vivro has a strong understanding of businesses, industries and best practices. This enables us to offer strategic advise to corporates.

- We identify opportunities such as
 - sale or demerger of units,
 - identify appropriate business and joint venture partners,
 - evaluate new business opportunities and study the viability of business plans,
 - assist in preparation of financial models and financial plans.

Our aim is to assist our clients create a long term strategy for growth and sound financial discipline.



Financial Restructuring:

- Varying factors affect businesses and industries which need to be identified and addressed. For example, cyclical movements in business due to a downward turn taken by the industry or economy as a whole as well as international and political factors.
- VIVRO assists companies create rehabilitation and restructuring plans that enables them to structure their debt and cash flows.
- Financial restructuring services offered by VIVRO include:
 - Turn around strategy
 - Corporate Debt Restructuring as per Companies Act
 - Rehabilitation plans
 - Advise on restructuring financial policies of the company





Valuation Services

- A business is made unique by the capital employed, in assets and liabilities, people, processes, income and management. There is value in what a business creates.
- Understanding what drives value and where value exists is paramount in making informed decisions.
- Our valuation services assist managements in identifying the value of a business, its assets and equity.
- We provide the following valuation services:
 - Business Valuations
 - Valuation of Intangible Assets
 - Valuation of Shares
 - ESOP Valuation (including formation of an ESOP scheme)
 - Fairness Opinions as per SEBI Guidelines





Our Key Strengths

Our Key Strengths

EXPERIENCE

TEAM

CLIENT
FOCUSED

INTEGRITY

SOLUTIONS
WITH A
DIFFERENCE

EXCELLENCE

BUILD LASTING
RELATIONSHIPS



Our Major Accomplishments



MUTHOOTTU MINI
Stands by you Always.

**Muthoottu Mini Financiers
Limited**

INR 2000 Million

**Lead Manager for IPO of Non
Convertible Debentures**



MUTHOOTTU MINI
Stands by you Always.

**Muthoottu Mini Financiers
Limited**

INR 2500 Million

**Lead Manager for Public
Issue of NCDs**



MUTHOOTTU MINI
Stands by you Always.

**Muthoottu Mini Financiers
Limited**

INR 3000 Million

**Lead Manager for Public
Issue of NCDs**



Kosamattam Finance Limited

INR 1000 Million

**Lead Manager for IPO of Non
Convertible Debentures**



Kosamattam Finance Limited

INR 1500 Million

**Lead Manager for Public
Issue of NCDs**



Kosamattam Finance Limited

INR 2000 Million

**Lead Manager for Public
Issue of NCDs**



**Raj Television Network
Limited
IPO**

INR 917 Million

**Book Running lead Manager
and Syndicate Member**



**Pratibha Industries Limited
IPO**

INR 515 Million

**Book Running Lead Manager
& Syndicate Member**



Premier Energy and
Infrastructure Limited

Premier Energy

INR 200 Million

Lead Manager to
Rights issue



Shirpur Gold Refinery Limited
(Zee Group)
INR 400 Million

Manager to
Open Offer



G V Films

400 INR Million

Lead Manager and Sole
Advisor to Right Issue



INCLUSIVE GROWTH SINCE 1974

Shriram Asset Management
Company Limited

Takeover Code Compliance

Manager to
Open Offer



Sayaji Industries Limited

Takeover Code Compliance

Manager to
Open Offer



Denis Chem Lab Limited

INR 80 Million

Lead Manager to
Rights Issue



Foods and Inns Limited

INR 150 Million

Lead Manager to
Rights Issue



simply d'front

Bloom Dekor Limited

Takeover Code Compliance

Manager to
Open Offer



Apte Amalgamations Limited

Takeover Code Compliance

**Manager to
Open Offer**



**Rodium Realty Limited
(Formerly Vishal Cotspin
Limited)**

Takeover Code Compliance

**Manager to
Open Offer**



Gujarat Foils Limited

Takeover Code Compliance

**Manager to
Open Offer**



**Premier Energy and
Infrastructure Limited**

**Premier Energy and
Infrastructure Limited**

Takeover Code Compliance

**Manager to
Open Offer**



Austin Engineering Limited

INR 30 Million

**Manager to
Buy Back Offer**



Shri Dinesh Mills Limited

INR 950 Million

**Manager to
Buy Back Offer**



Alembic Group

INR 180 Million

**Manager for Delisting of
Equity Shares**



**GNG Investments Private
Limited**

Delisting

**Manager to Delisting of
Equity Shares**



Shelter Pharma Limited

INR 100 Million
Morpheus Fund

Sole Arranger of Private
Equity



khushi se...
Khushi Foods Limited

INR 80 Million
Brand Capital

Sole Arranger of Private
Equity



Infoline.in Private Limited

INR 65 Million
Brand Capital

Sole Arranger of Private
Equity



Zuri Group

INR 1200 Million

M&A Advisory



Zuri Group

INR 1000 Million

M&A Advisory



Zuri Group

Demerger Advisory

Demerger of Zuri Hospitality
Private Limited



Anoli Holdings Pvt. Ltd.

Investment by Miraj Group

M&A Advisory



AN ISO 9001:2000 COMPANY

Transformers & Rectifiers
(India) Ltd

INR 200 Million

M&A Advisory and
Arrangement of Debt



SRFDCL

Sabarmati Riverfront
Development Corporation
Limited

INR 5500 Million

Sole Arranger for Debt



Make Life Easy

Manappuram Group

INR 1000 Million

Sole Arranger of Short Term
Debt Facilities



Make Life Easy

Manappuram group

INR 1500 Million

Sole arranger of Credit
Facilities



Make Life Easy

Manappuram Group

INR 4000 Million

Sole Arranger of Banking
Facilities



GVR Infra Projects Limited
Debt

INR 1350 Million

Sole Arranger



GVR Infra Projects Limited
Debt

INR 1150 Million

Sole Arranger of Term Loan



20 Microns Limited

INR 640 Million

Sole Arranger for Term Loan
and Promoter Funding



20 Microns Limited

INR 440 Million

Sole Arranger for Term Loan
for expansion project



Rajabhadur CityCentre

INR 1500 Million

Sole Arranger of Project Loan



Rajabhadur International
Limited

INR 250 Million

Sole Arranger for their Project
– PITTIE Courtyard



Neptune Enterprise

INR 770 Million

Sole Arranger of Term Loan



Neptune Enterprise

INR 610 Million

Sole Arranger of Term Loan



BUILT on TRUST
ETA Group

INR 370 Million

Sole Arranger of Term Loan



BUILT on TRUST
ETA Group

INR 350 Million

Sole Arranger of Project Loan



BUILT on TRUST
ETA Group

INR 150 Million

Sole Arranger of Project Loan



Amanta Healthcare Limited
(erstwhile Marck Biosciences
Limited)

INR 150 Million

Sole Arranger of Term Loan



Denis Chem Lab Limited

INR 245 Million

Sole arranger of Term Loan
and Working Capital Facilities



INR 150 Million

Restructuring of Debt

Shri Ken Enterprises (P) Limited

Shri Ken Enterprises (P) Ltd

INR 250 Million

Sole Arranger of Term Loan

Shri Kailash Logistics Limited

Shri Kailash Logistics Limited

INR 300 Million

Sole Arranger of Term Loan



Sunrise Industries (India)
Limited

INR 150 Million

Sole Arranger of Working
Capital Facilities



Metal Link Alloys Limited

INR 300 Million

Sole Arranger of Working
Capital and Term Loan



Sanghvi Group

INR 150 Million

Sole arranger of Term Loan



Hyfun Frozen Foods Private
Limited.

INR 130 Million

Sole Arranger For Working
Capital & Term Loan



Larsen & Toubro

Advising in ESOP

Merchant Banker for
ESOP Valuation



Alexion Pharmaceuticals Inc.

ESOP Advisory, Valuation
and Certification

Merchant Banker for
ESOP Valuation



AIA Engineering Limited

INR 1350 Million

Valuation of
Equity Shares



Chettinad Cement
Corporation Ltd

Valuation

Valuation of
Equity Shares



Sun Pharmaceutical
Industries Limited

Valuation

Valuation of
Equity Shares



Astral Poly Technik Limited

Valuation

Valuation of
Equity Shares



Arvind Products Limited

Valuation

Valuation of
Equity Shares



Harsha Engineers Limited

Valuation

Valuation of
Equity Shares



Contact Details

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Branch Offices:

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Thank You

VIVRO

Vivro Financial Services Private Limited