



INVESTMENT BANKING GROUP
2015-2016

Strictly Private & Confidential

PEDIGREE & CREDENTIALS

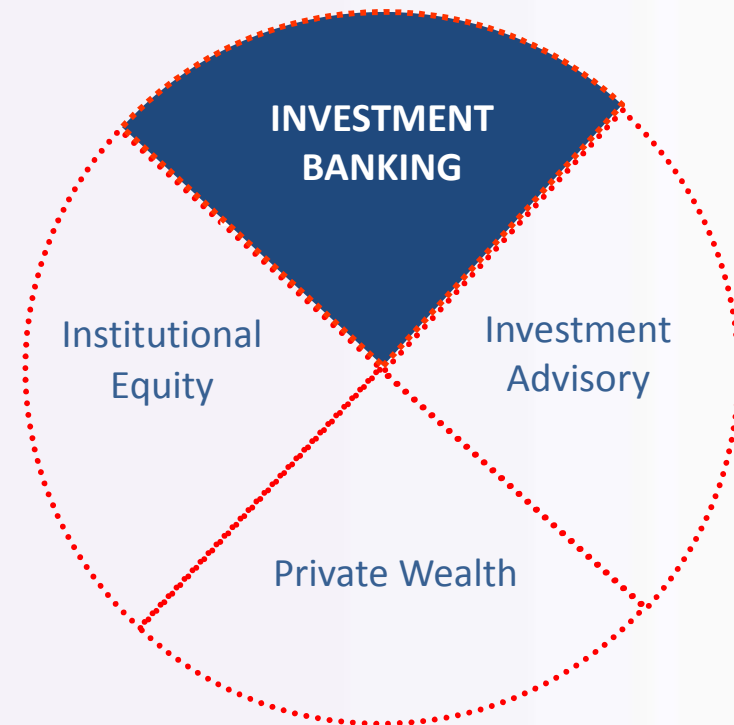
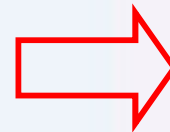
- ❖ KSL is the torch-bearer of the seventy-year old financial services group of Khandwala lineage, dating back to 1934.
- ❖ KSL was incorporated as a specialized Investment Banking company in 1993. KSL as a SEBI registered Category I Merchant Banker – is focused on providing integrated advisory & financial services to Small & Medium enterprises.
- ❖ KSL is a listed entity known for its innovative initiatives being the Principal broking Member of NSE & BSE, NSE F&O, NCDEX, NSE Forex. KSL is also registered with SEBI to provide PMS to clients.
- ❖ We cater to several leading Institutional Investors, Mutual Funds, Banks, Corporate and High Net-Worth Individuals, both at domestic and global level.

" Institutional Strength through integrity and transparency "

BUSINESS SEGMENTS

- ❖ We provide the entire spectrum of financial services and cater to all our clients financial needs

- *Experienced Professionals*
- *Strong client Network*
- *Domestic Ties Established*
- *International Relationships*
- *Excellent Network Access*
- *Continuous FI Relationships*



SCOPE OF SERVICES

**Equity Capital
Markets**

**Private Equity
Advisory**

IBG

**Restructuring
Advisory**

**Merger &
Acquisitions**

*"To be the most preferred
Investment Banker for the
medium-sized Corporates in India"*

EQUITY CAPITAL MARKETS

- ❖ KSL offers Equity raising as a part of its Equity Capital Market offerings.
- ❖ We provide professional advice on public offerings and Follow-on public offerings and take them through the entire process in a phased manner.
- ❖ Our capital raising services also includes Private Placements, QIPs, Rights Issues, Seed Investments, GDR's / FCCB's / ADR's and Convertible Funds.

Structuring Phase

- Evaluation of the IPO
- Key IPO entry norms
- Advising Company-IPO
- Developing the Equity
- Story and IPO concept
- Creation-Data Rooms

Operational Phase

- Preparation of Prospectus
- Due Diligence
- Filing of D/RHP
- Obtaining Statutory Clearances

Marketing Phase

- Pre IPO – Marketing
- Price Discovery
- Brokers / Analyst Meets
- Institutional Placements
- Road Shows

PRIVATE EQUITY ADVISORY

- Deal Scouting
- Feasibility Assessment
- Corporate Structuring
- Financial Restructuring
- Deal Structuring

- Total Diagnostic Analysis
- Business Plan Generation
- Information Memorandum
- Investor Identification & Introduction

- Conference Calls
- Promoter Meeting
- Valuations & Signing of Term Sheet
- Due Diligence

- Signing of Legal Agreement
- Signing of Share Purchase Agreement
- Transfer of Funds

- ❖ Today, Companies are ever increasingly requiring strategic funding that can help them achieve their goals.
- ❖ As a facilitator we understand the financial, strategic & investment needs of a Company.
- ❖ We bring in private equity investors whose philosophy and financial goals can merge to form a win-win situation for all.
- ❖ KSL interacts closely with almost all the Private Equity Funds/ Venture Capital Investors on an ongoing basis.
- ❖ We have a good understanding of their culture, functioning and investment philosophy & preferences which help facilitate the most appropriate Investor-Company fit and deliver the best transaction.

RESTRUCTURING ADVISORY

We provide specialized and tailor made corporate advisory to our clients on 'strategic' as well as 'financial' business aspects which include:

- ❖ Capital / Debt restructuring
- ❖ Preparing project reports / appraisals
- ❖ Devising novel financial structures
- ❖ Spin-offs
- ❖ Compliance related issues relating to the Companies Act, 1956; Securities Contracts (Regulation) Act, 1956; Sick Industrial Companies (Special Provisions) Act, 1985; Foreign Exchange Management Act, 1999; etc.
- ❖ Image building exercises, which encompass structured investor meets, analyst meets, broker conferences, press meets, plant visits; etc.

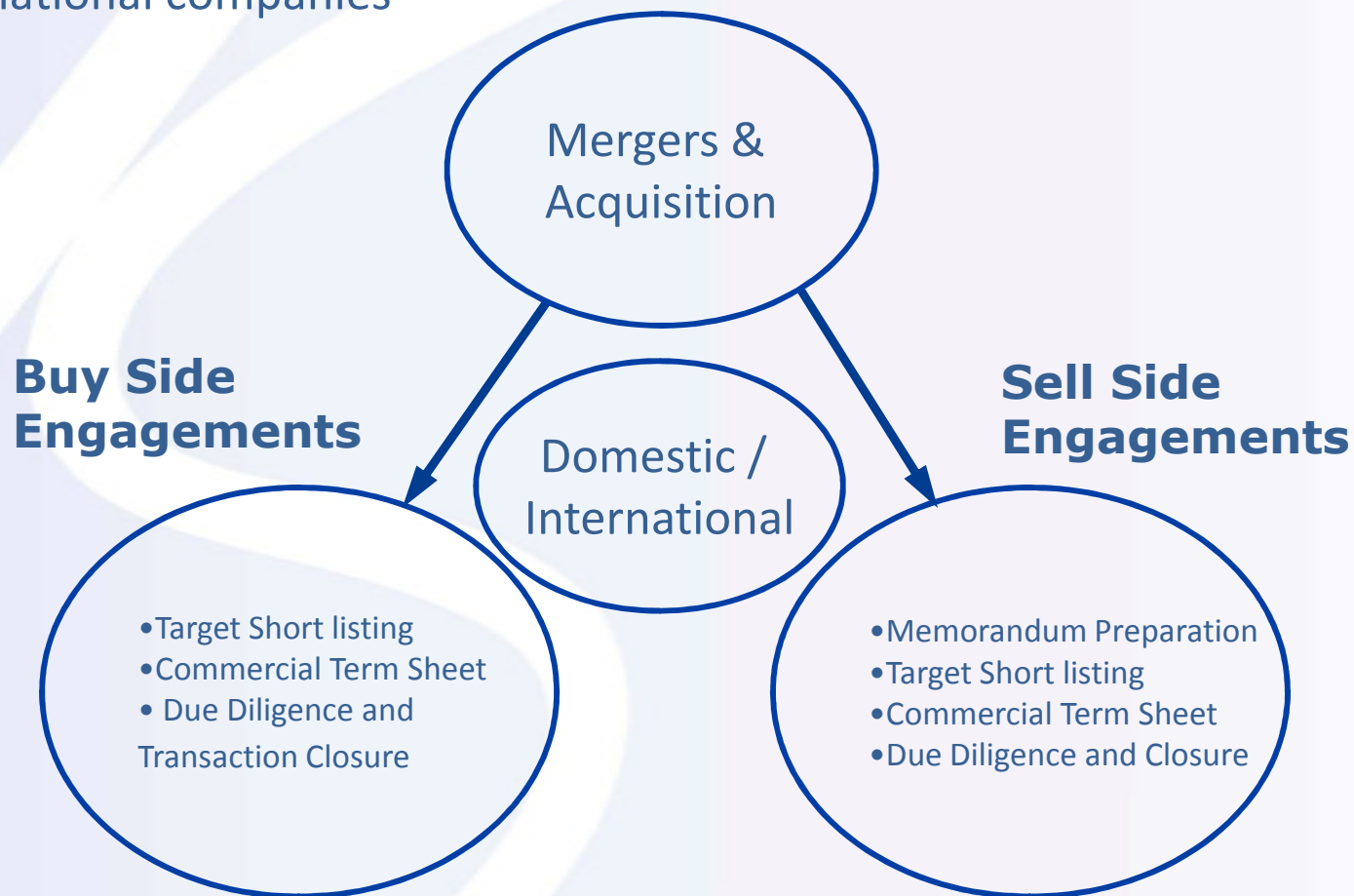
- Leverage of the company
- Investment Pattern
- FDI Participation
- Divestitures

- Improved Shareholder Value
- Enhanced Liquidity
- Low cost of capital
- Risk Reduction

- Access to Better Technologies
- Greater Financial Muscle
- Focus on Core Competencies

MERGERS AND ACQUISITIONS

- ❖ KSL provides both buy-side and sell-side advisory services as part of its Mergers & Acquisition services offering. These offerings includes both domestic and international companies



SELECT TRANSACTIONS

Private Equity



Sole Advisor

Rights Issue



Merchant Banker

Debt Funding



Sole Advisor

IPO Syndication



Merchant Banker

IPO Syndication



Merchant Banker

Capital Restructuring
& Strategic



Sole Advisor

SELECT TRANSACTIONS

Public Issue



CYBER MEDIA
India's Largest Speciality Media House

Merchant Banker

Buy-Back



Sole Advisor

Capital Restructuring
Strategic Investment



Sole Advisor

Public Issue

Yogindera Worsted Limited

Merchant Banker

THANKING YOU



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