



Integrated Corporate Services

From Concept to Closure !!!

Agenda



Introduction



Our Management Support Services



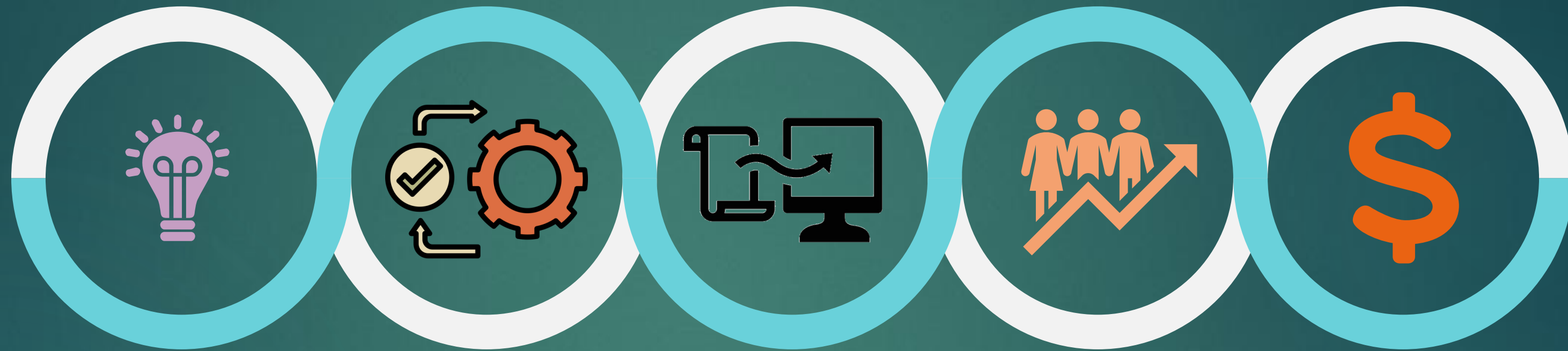
Our Methodology



Core Team



We are a Team of Seasoned Professionals Partnering with the Management to Achieve its Strategic Aspirations



**Ideation.
Strategization &
Performance
Mapping**

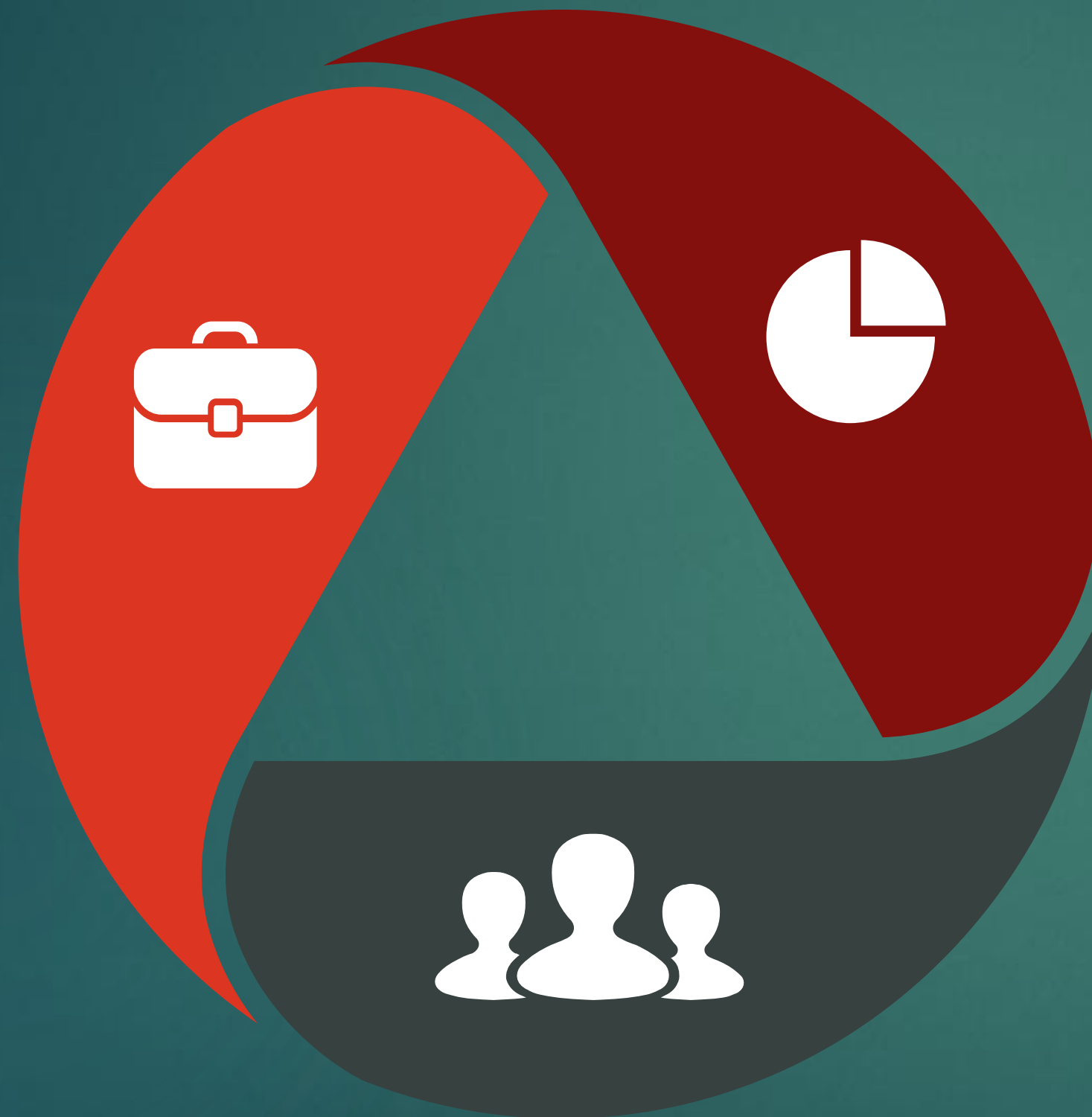
**Process
Reengineering &
Execution**

**Digitization &
Tech Enablement**

**Stakeholder
Value
Maximization**

**Development &
Implementation
of Resource
Raise
Programmes**

We are providers of a Holistic Range of Services across the entire spectrum of strategic & operational functions of a business



1

DECISION SUPPORT

We provide a comprehensive decision support platform to management to enable them to take objective and optimal business calls, both strategic and operational.

2

GLOBAL NETWORK

We bring to the table a wide network of global relationships to open up new possibilities for business owners.

3

OPTIMIZE MGMT RESOURCES

We enable promoters and top management to focus on their core action areas while we free up their bandwidth in areas of financial management & governance.

We offer End-to-End Value Driven Support across all areas of Financial Governance and Fiscal Management

Corporate Services

- Change Management
- Digitization & Tech integration
- Business Process Reengineering
- Decision Support Services
- Compliance & Legal Support



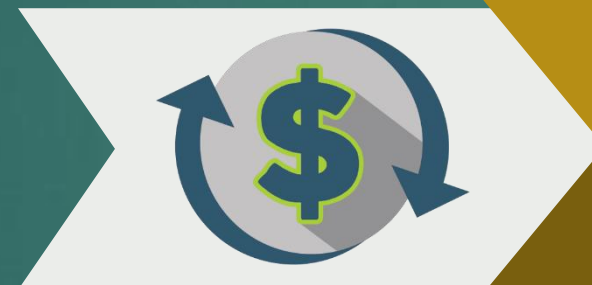
ECM Services

- Private Equity capital raising
- Strategic capital sourcing
- IPO planning, assistance in achievement of IPO preparedness, and IPO process management



Working Capital Management

- Analysis of Operations & working capital needs
- Preparation of CMA
- Interface with banking system to ensure best terms



Structured Debt Advisory

- Structuring of mezzanine capital programme
- Raising medium/long term debt capital from domestic and cross border sources
- Negotiation & Deal Support



M&A Advisory

- Identification of buy-side & sell-side opportunities
- Analysis & evaluation of deal
- Deal Structuring
- Valuation Analysis
- Due Diligence Support
- Documentation & Closure

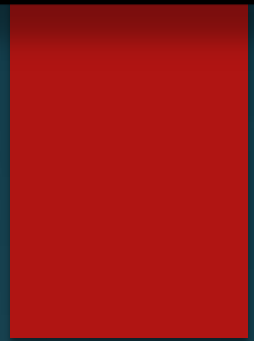


Transaction Support

- Business Modeling
- Valuation Exercises
- Due Diligence Advisory
- Preparation of Deal Documents incl. project report, business plan, etc.



Invictus Integrated Corporate Services offer the best value for money for small to medium businesses that have set themselves an ambitious roadmap and require a robust financial management backbone to support their growth efforts



One-stop Shop for all your needs

- Our team comprises experts across all functional areas that are critical to your financial governance backbone
- We bring to the table extensive experience & domain knowledge across legal, secretarial, operational and strategic aspects of your business to provide comprehensive solutions to your financing & governance needs.
- We take over your entire finance function and free up your bandwidth to focus on core operational matters.



Economical yet World Class

- For a growing business that needs to ration its resources, the cost of maintaining a full fledged finance team can be prohibitive.
- We offer all the services that a full-time CFO & his team can offer at only a fraction of the cost.
- Besides, we have at our disposal all the expertise & knowledge required to ensure a seamlessly functioning financial management framework for your business.







Flexible & Adaptable Services Suite

- We deliver a customized services suite tailored to your needs.
- Given our diversified team and knowledge base, we are in a position to offer a wide range of specialized services at a short notice.
- Our pool of professionals are always at hand to offer your management team best in class advice and support to achieve the objectives that the company has set out for itself.

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Why does your Company need us?

- As you evolve, your business faces proportionately enhanced risks and challenges.
- We put in place optimal MIS, control systems and monitoring mechanisms that help you manage and mitigate the risks & challenges.
- Capital providers like PE funds and banks are particular about transparency, system orientation and best practices.
- The Invictus Corporate Services team brings with it years of experience in areas of fund raising and capital structuring.
- We help you develop bankable funding proposals based on proprietary tools & techniques and verifiable market intelligence.



- You are a growing company. Growth is predicated upon efficient systems & processes, accurate business intelligence & availability of capital.
- We partner with you and collaborate with your team to create the ideal governance ecosystem in sync with your growth aspirations.
- We take care of day-to-day financial management issues so you can concentrate on your core business.
- We provide you with Weekly/Quarterly management dashboards covering every detail of operations in the right perspective so you can take decisions quickly and effectively.

How do we add Value?

We have a dedicated and multi-disciplinary team to take care of the entire gamut of your financial management and governance needs



We deploy personnel on site who are supported by a national team to address every single detail of your financial management & governance infrastructure.



We seamlessly integrate your existing finance infrastructure with our proprietary tools and techniques



Our functional and domain experts review and analyze your systems and processes and come up with solutions that are relevant, effective & economical.



Our Management Support Services Suite



Financial Mgmt. Services

- Routing Accounting
- IFRS Assistance
- GST Systems Mgmt.
- Complex Accounting Reconciliations
- Tax Support & Company Law matters

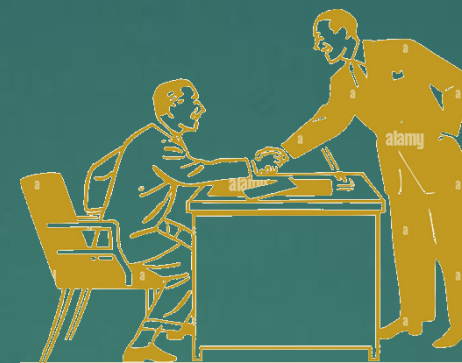
1



Capital Raise Services

- Preparation of bankable business plans & deal collaterals
- Structured Debt
- Private Equity
- IPO Handholding and Process Management

2



Transaction Support Services

- Ideation & Evaluation of Opportunities
- Business Modelling & Valuation
- Coordination of Due Diligence Exercise
- Negotiation Support
- Documentation Support

3



Decision Support Services

- Review & Optimization of Systems & Processes
- MIS & Dashboard development
- Performance Evaluation Systems
- Planning & Opportunity Scoping

4

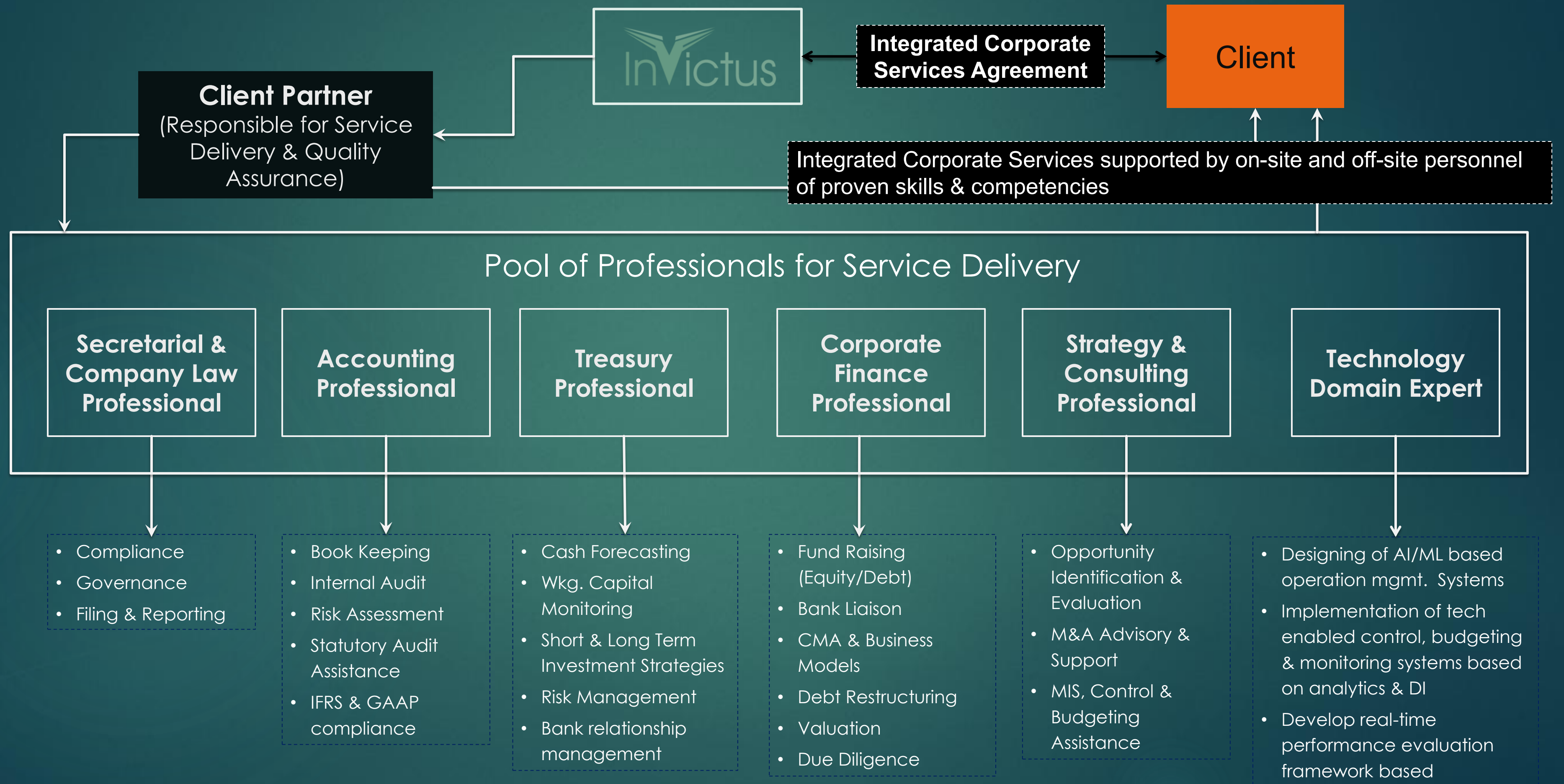


Change Management Support

- Digitization & Tech enablement of systems & processes
- Automation of routine operating systems
- Integration of legacy systems with tech driven mgmt. architecture





5

Our Service Delivery Model



Agenda

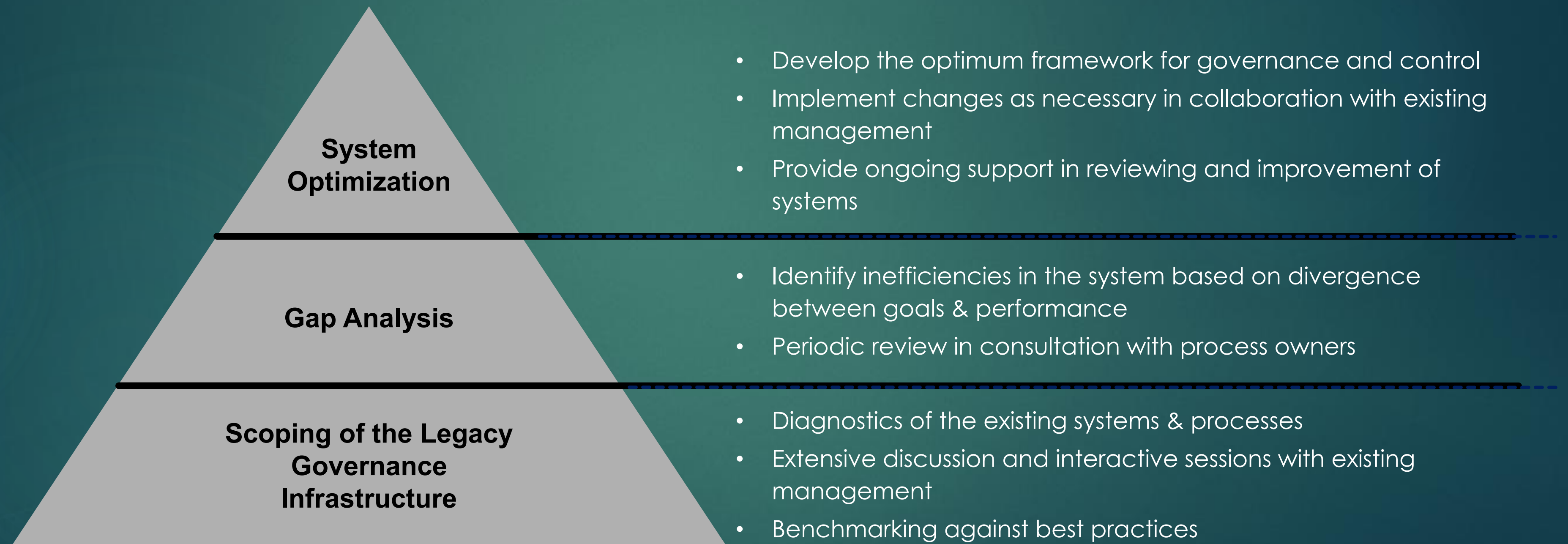


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Developing the Services Platform

Once we engage with our Clients we deploy our resources extensively to map the systems and processes in the operations of the business and identify areas of improvement while supporting the existing financial management of the company to enhance and streamline the entire control/governance infrastructure.



Accounting & Financial Management

The Invictus Team supports the management in developing and maintaining a streamlined accounting and financial management infrastructure through the implementation of optimum practices and regular monitoring and supervision of the corporate accounting backbone.

Financial Data Management

- *Collect and maintain financial data*
- *Maintain financial records in compliance with lawful and accepted procedures*
- *Develop financial database for decision support and control*

Analysis and Advice

- *Advise on business operations including issues such as revenue and expenditure trends, financial commitments and future revenue expectations*
- *Analyze financial data to resolve discrepancies and irregularities*
- *Develop efficient resources and procedures, while providing strategic recommendations for specific financial problems*

Financial Report Preparation

- *Prepare monthly and annual accounts based upon the financial information that is compiled and analyzed*
- *Reports compiled to be used in connection with management of budgetary forecast activities as well as effective risk management*

Ensure strict adherence to financial reporting standards and deadlines

Support taxation and audit issues and filing obligations

Create a robust decision support system by developing an actionable MIS dashboard, control & reporting systems

Provide a sounding board to the management in matters of strategic decisions & long-term plans

Secretarial & Governance Services

We bring to the table demonstrated skills and competencies in the areas of secretarial and governance related functions.

Establish Governance Structure

- *Devise workable framework to ensure strict compliance with applicable statutes & regulations*
- *Develop streamlined systems & processes to ensure transparency in operations*

Coordination & Facilitation

- *Support existing secretarial team (if any) in creating a user-friendly communication channel between management and owners*
- *Serve as the single point interface between regulatory and legal authorities and management of company*

External Stakeholder Management

- *Provide the necessary support to the management in legal and operational matters during events like capital market offerings, stake sale, etc.*
- *Prepare effective platform for communication with outside agencies like the Government and other private stakeholders*

Develop an integrated governance infrastructure

Provide adequate comfort to external stakeholders (e.g. PE/Public Investors, Bankers)

Create the platform for a future ready organization with the necessary checks and balances

Value Driven Treasury Management



The Invictus Treasury Support team provides its Clients with cutting edge and knowledge driven cash flow management solutions. We leverage our experience and domain knowledge in the field of management of complex asset classes across risk profile and currencies to develop the optimum treasury management framework for our Clients.

Cash Forecasting & Budgeting

- Compile information from around the company to create an ongoing cash forecast
- Prepare cash budgets on monthly, quarterly and annual basis in alignment with the needs of the business
- Monitor working capital availability and usage to optimize cost of capital and enhance efficiency of resources

Investment & Risk Management

- Develop a corporate investment policy for allocating excess cash to various types of investments, depending on their rates of return and liquidity
- Review and vet credit terms to customers
- Use various hedging and netting strategies to reduce risk related to changes in asset values, interest rates, and foreign currency holdings

Decision Support Services

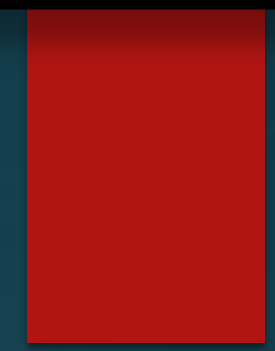
- Provide top management with reports concerning market conditions, funding issues, returns on investment, cash-related risks, and similar topics
- Advise on company's acquisition/divestiture activities

Support fund raising activities as and when necessary

Serve as single point contact with credit rating agencies

Maintain treasury database to provide management with easily actionable dashboards

Strategy Aligned M&A Advisory Services



We generate ideas for our Clients in line with their strategic aspiration and help them evaluate and execute the same. Our Transaction Services are powered by our commitment to knowledge, deep sector insight and our established overseas associations.

Deal Creation (M&A/Private Equity)

- *Understand & analyze the strategic objectives of the Client*
- *Market scoping based on our knowledge platform & real-time market intelligence*
- *Leads generated through our cross-border affiliations*

Deal Analysis & Deal Evaluation

- *Opportunity evaluation based on extensive domain knowledge and understanding of sector dynamics*
- *Business Modelling & Valuation exercise carried out with the help of proprietary tools*
- *Coordination and facilitation of a structured business/operational due diligence review exercise*

Deal Execution & Process Management

- *Help Client with key negotiation tools & advise on terms and structure of the transaction*
- *Facilitate documentation and coordinate activities of all agencies supporting the execution (e.g. lawyers, accountants, tax advisors)*
- *Close Deal*
- *Post-closure Integration*

Leverage extensive domestic & cross-border network for generating buy-side and sell-side leads

Provide management with objective, data driven and comprehensive advice on valuation, deal terms, structure, etc.

End-to-end management of process including integration issues, if any, post closure of deal

Change Management & Digitization Advisory Services



We assist you in planning, designing and implementing organizational transformation initiatives, including the digitization of key business processes, adoption of technology-enabled workflows and change management interventions to improve operational efficiency, governance, and scalability

Diagnostic Assessment

- Review of existing business processes, workflows, and operational structures
- Evaluation of the current technology stack, IT systems, and digital infrastructure
- Identification of manual, redundant, or inefficient processes
- Assessment of organizational readiness for change
- Identification of key pain points, productivity bottlenecks, and automation opportunities
- Benchmarking against industry best practices and comparable organizations

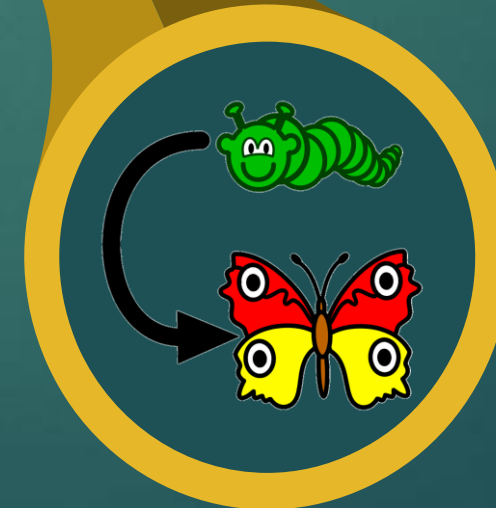


Implementation Support

- Assistance in selection and onboarding of technology vendors
- Oversight of system implementation and integration
- Support in pilot testing and phased rollout
- Identification and mitigation of implementation risks
- Coordination with internal teams and external vendors
- Facilitate & coordinate a smooth culture migration from family-owned to professional management styles

Digital Transformation Strategy

- Identification of priority areas for digitization and automation
- Preparation of a Digital Transformation Roadmap
- Identification of appropriate technology platforms, software tools, and digital solutions
- Recommendations on ERP, CRM, workflow automation, analytics, and data management systems (if applicable) Cost-benefit analysis and prioritization of initiatives

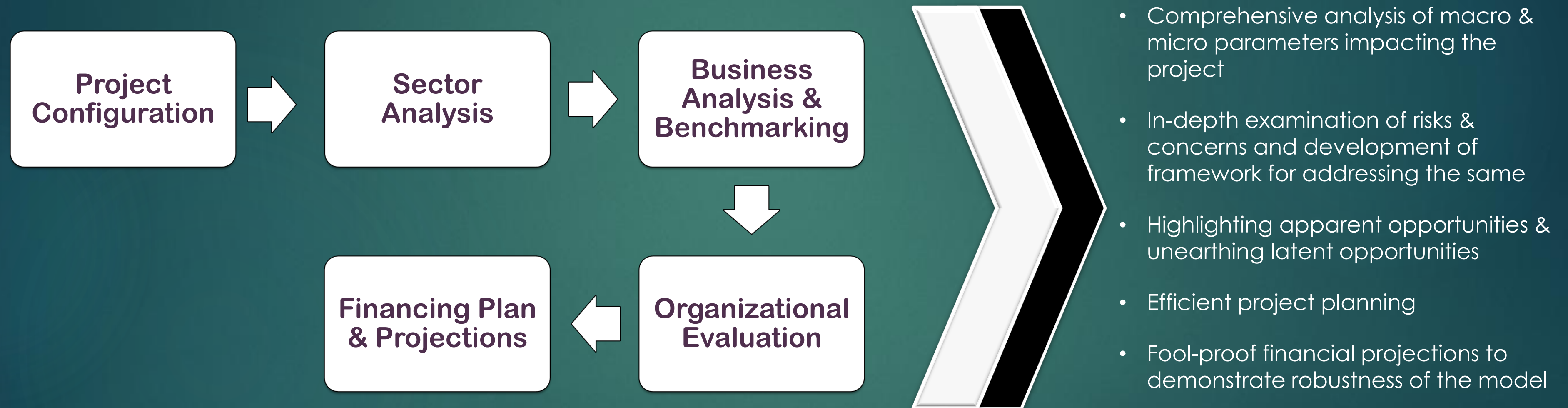


Process Reengineering & Change Mgmt. Framework

- Designing optimized digital processes
- Standardization and documentation of workflows
- Integration of automation, dashboards, and digital approvals
- Development of Standard Operating Procedures (SOPs)
- Stakeholder Communication
- Identification of Change Champions within the organization





Business Planning & Modelling Services

Our Business Planning exercise for Clients focuses on granular evaluation of strategic and operational issues surrounding a project and highlighting every key opportunity and challenge



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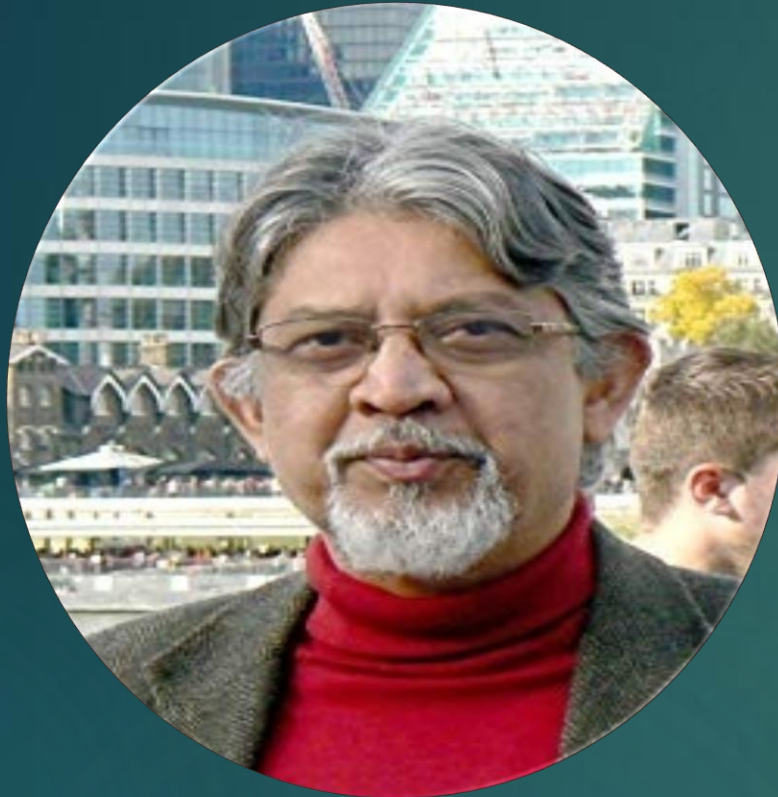




Kolkata

- Purajit holds a Masters Degree in Commerce from the Calcutta University and qualified as Chartered Accountant in 1985. He is a fellow member of the Institute Of Chartered Accountants of India
- A highly respected professional, Purajit combines his unique problem solving skills in complex operational landscapes with his deep insight in the domain of corporate planning and growth strategy
- Purajit has more than thirty-eight years of experience in leadership and top management positions across a wide range of businesses including India Steamship, Shaw Wallace, Thriveni Earthmovers and the McNally Group
- Purajit has consistently excelled in areas of resource raising, technology led change management, operational optimization exercises and business process enhancement

Kalyan Lahiri



Kolkata

- Kalyan is a senior investment banker and deal maker with more than 25 years of experience in the fields of capital markets, debt syndication, PE and M&A transactions and structuring and dealing in complex financial instruments.
- Kalyan holds a Post Graduate Diploma in Management, from IIM, Calcutta and has completed his Graduation from St. Xavier's College, Calcutta.
- He has managed more than 50 capital market transactions.
- He has been active in global fund raising across three continents.
- Kalyan has served in senior positions in leading corporate houses and investment banking institutions like the Duncans Group, SBI Capital Markets, the Manaksia Group, etc.
- Kalyan is also an acclaimed author with a large fan following.
- Kalyan has served as faculty in several business schools, bank training centres and at educational institutes like ICAI, ICWAI, ICSI, etc.

Sanjay Ghosh



Kolkata

- Sanjay holds a Masters Degree in Commerce from the Calcutta University and qualified as a Chartered Accountant in 1988
- Sanjay is a practicing Chartered Accountant with a track record of more than three and a half decades in the fields of financial governance, audit & assurance services, management accounting, corporate planning and information systems, operational optimization and compliance
- Sanjay has served in senior positions in several large corporate entities including India Steamship, Rallis India, Keventer Agro, etc. before commencing his career as a practicing professional

Probal Chakraverty



Kolkata

- Probal is a metallurgical engineer and a business transformation expert with 20+ years of experience in diverse functional areas across India, the USA, Europe and Australia
- Probal specializes in holistic digital transformation in strategic and operational areas of sales and marketing, business development and alliances, IT ERP (SAP), Artificial Intelligence, Machine Learning, Cybersecurity, Cloud Infrastructure and Compliance and Governance
- Among the industrial sectors Probal has served include Aluminum, Steel, IT Services, Hospitality, Logistics & Supply chain, Pharma, Cyber Security, Newspaper / Media, Metals and Mining, etc.
- Probal has led multi-disciplinary teams at marquee business houses including the Tata Group and IBM. He has also mentored and facilitated Edtech startups.

Debashish Ghoshal



Mumbai

- Debashish is a gold medallist from IIM Calcutta and a University Topper in Economics from Presidency College, Calcutta
- Debashish has 25+ years of experience in managing and executing multiple assignments across equity and debt capital markets, private equity, transaction support (incl. valuation & due diligence), M&A and advisory both for private sector clients (Indian and Global) as well as for the Government of India
- Debashish has worked in leadership positions in marquee investment banks and advisory services providers like HSBC Investment Banking, Ernst & Young, SBI Capital Markets and Tata Strategic Management Group (TSMG)
- His last assignment was with ICICI Bank as Jt. General Manager in charge of the Infrastructure Equity Group, mandated with taking equity positions in infrastructure businesses (including education) before he founded Invictus Corporate Solutions LLP in 2015

Kaushik Majumder



Bangalore

- Kaushik is a Legal Professional and Company Secretary (Rank Holder) with 30+ years of experience across functions and domains in leadership positions in top corporate houses.
- Kaushik's area of expertise includes legal and regulatory compliance, corporate and secretarial supervision and coordination and company law matters.
- Kaushik has worked on numerous assignments in matters related to MCA, NCLT, SEBI, Stock Exchanges (mostly on listing matters) as well as RBI (in matters related to FEMA and inward & outward remittances) and has handled IPOs and ADR / GDR formalities including overseas listing
- Kaushik has managed multiple domestic and cross border M&A transactions including their compliance requirements
- He has been involved in several fund-raise exercises from Banking channels and through structured finances through Preference Share and NCD routes
- Kaushik has also handled several assignments involving stringent FEMA and FIPB compliances
- He has served as Compliance Officer and KMP of multiple listed companies in India

Sougata Sengupta



Mumbai

- A Company Secretary and MBA (Finance) by training, Sougata is a seasoned professional with a track record of almost 20 years in the area of capital markets and banking and finance.
- Sougata spearheaded Adhunik Group's entire initial public offering in 2005. He also led the Rs 4,000 crore-group's secretarial and mergers and acquisitions team. He has also served the Aditya Birla Group in a senior position with focus on acquisition of mining assets for various group companies.
- Sougata is currently leading the business of Insolvency Resolution in a leading financial services company based in Mumbai.
- He is also a food entrepreneur. His company Tista Hospitality Pvt. Ltd. runs a food catering and retail business under the Feast @ East brand.

Kaushik Nag



Kolkata

- Kaushik is a seasoned professional with a track record of 22+ years in the financial services sector.
- He has been a part of the core team in the maiden capital market floats of Allahabad Bank and UCO Bank His other recent transactions include:
 - Mobilization of Rs. 1200 crores for through debt funding for a leading petrochemical company;
 - Greenfield project funding of Rs. 61.5 crores for a glass manufacturing company
 - Advisory and transaction support to several corporate houses and promoter groups for IPO process management, governance framework development and stake consolidation exercises
 - Project funding of INR 520 Mn for an integrated logistic Company
 - Syndication of Rs.125 crores for an Integrated Steel Company based in Eastern India
- Kaushik in his professional career has served in leadership positions in marquee investment banks and stock broking houses and is one of the founding partners of Invictus Corporate Solutions LLP

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