

COINMEN CAPITAL ADVISORS

A black and white photograph of a modern office interior. Three people are silhouetted against a large window that offers a panoramic view of a city skyline. The individuals are standing and appear to be in a meeting or discussion. The office has a high ceiling with a grid pattern and recessed lighting. The overall atmosphere is professional and contemporary.

We respect the importance of your finances. Our understanding of the client needs along with our experience & network in the funding community ensures that you get nothing but the best. In summary, we understand the business need for consolidation and value maximization.



OUR SERVICES

- Project, Trade, Structured and Working Capital Finance from Indian Banks and Financial Institutions.
- International Financing viz. Project Loans, Trade Finance, Structured Finance
- Credit rating advisory
- Distress funding support

ABOUT US



THE COINMEN EDGE



Understanding Borrowers' Vision

- Customized solutions with terms/pricing/collateral aligned with long/short term needs;
- Complete handholding with fast turn-around



Deep Product Knowledge

- Knowledge of lenders' key product offerings
- Understanding of policies of key lenders



Experienced Team

- Experienced team having raised and managed more than INR 200 Bn
- Worked across diverse sectors



Strong Relationship With All Lenders

- Strong in-house credit appraisal and due diligence abilities
- Clean and credible reputation;
- NIL default track record till date

Long Term Financial Strategy



Devising Financially Prudent Structures



Achieving Optimal Transaction Costs



What We Do For Borrowers

What We Do For Lenders



Undertaking Due Diligence



Bringing Credible Borrowers



Collating Transaction Documents

THE COINMEN APPROACH

In order to make the most of the potential opportunities available, it is important to undertake projects with a complete understanding of the possible outcomes. And to help you in this journey at every step is a continued quest for us at Coinmen.

To achieve this, we have pro-actively worked to create a holistic system that not only ensures you getting the best possible results for your business but also the execution of the entire process in a frictionless manner for you.



Understand the business, vision for short-term and long-term goals, promoters, and funding requirements of the company



Complete documentation such as preparing financial model, CMA, Information Memorandum, Teaser



Identifying financial institutions/banks for borrowings aligned with the short-term and long-term goals



Preparing notes and compiling documents for the banks' requirement



Maintaining effective communication channels between bank and borrower



Timely and effective follow-ups with banks



Ensuring the provision of best prevailing terms



Helping with pre-disbursement documentation



TEAM LEADERSHIP



Mohit Aggarwal

- Partner and Co-Founder
- Chartered Accountant
- 15+ years of experience in structured trade finance & syndications, project finance, assurance, etc.



M.K. Rastogi

- Executive Director
- M.Com., LLB, CAIIB
- Ex-SBI; 35+ years of experience in the banking sector covering credit, operations, compliance, audit forex, etc.



Amit Pandey

- Director
- MBA (IBS, Hyderabad)
- Former ICICI/Yes Bank/Edelweiss; 10+ years of corporate credit and syndication experience; Has managed portfolios of approx. INR 200 Bn.



Rahul Bothra

- Associate Vice President
- Company Secretary (ICSI)
- 10+ years of experience in corporate finance, treasury management, debt syndication



SELECT CLIENTS



Raised term
loan/working capital
of INR 9 Billion



Raised term
loan/working capital
of INR 600 Million



Raised term
loan/working capital
of INR 550 Million



Raised term
loan/working capital
of INR 1 Billion



CASE STUDY

RESULT

APPROACH

GOAL

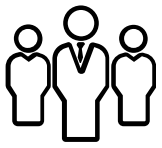
PROBLEM STATEMENT

- Consortium banking arrangement leading to delayed financial tie-ups
- High cost of borrowing
- Personal guarantee of promoters

- Structure needed to achieve continuous cost effective fund raising with optimal security

- Created an overall funding plan with major milestones
- Using the product knowledge, laid down key steps
- Used team's experience and network to implement the plan

- Systematic improvement in credit rating from BBB to AA-
- Enhanced the credit limits from INR 10 bn to INR 100 bn
- Eliminated the consortium banking
- Got waiver of personal/corporate guarantees
- Reduced cost of funding in phased manner enabling higher RoE



THE PARTNERS



Nitin Garg

- Co-Founder and Partner
- Experience: 15 years
- Specializes in Transfer Pricing
- Former Manager, EY India (TRS)



Vikrant Suri

- Co-Founder and Partner
- Experience: 15 years
- Specializes in Direct Tax Matters
- Former Manager, EY India (TRS)



Mohit Aggarwal

- Co-Founder and Partner
- Experience: 15 years
- Specializes in Capital Advisory, Corporate Finance and Trade Finance



ADVISORY BOARD



Sanjay Bhattacharya

- Former CEO, State Bank of Bikaner & Jaipur
- Former CEO, SBI (International), Mauritius
- MD, State Bank of India till 2010
- Committee Member, Basel II Implementation and Risk Management of the Indian Banks Association
- Expert Comm. Member on Banking & Finance of ASSOCHAM
- Experience: 40+ years



Amitabh Singh

- Chartered Accountant and a Law Graduate
- Partner with E&Y in 1996
- Senior Partner with E&Y till 2012
- Drafted VAT laws for Delhi and Training of Govt officials
- Experience: 20+ years



Keiji Nakajima

- Japanese national, residing in India since 2005
- Chairman & MD of four Indo-Japanese organizations
- Advisor to 8 Indian and 20 Japanese businesses
- Former Honorary Advisor to State Government of Haryana, India
- Experience: 40+ years



V. V. Ranganathan

- Chartered Accountant, Fraser & Ross
- Fellow member of the ICAI
- Former Senior Partner with E&Y India for 10 years
- Experience: 35+ years



THE **TEAM**

To facilitate our undertakings, we've consciously brought on-board qualified & experienced talent that works out of our Delhi and Mumbai offices.

Standing behind the Partners is an experienced team of **70+ domain experts** comprising of:

- Finance Specialists
- Business Management Experts
- Chartered Accountants
- Company Secretaries
- Accounting Professionals



GLOBAL REACH

Led by expats, Coinmen's foreign business desks act as the perfect bridge between the firm & its global clients by ensuring seamless communication & appreciating cultural nuances while aligning Coinmen's business environment with those of its clients'.



Berta Castells Pujol
Spain Business Group

Working in India since 2013, she is an engineer and has worked with a large Spanish construction firm prior to Coinmen.



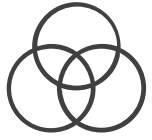
Tanaka Kenichi
Japan Business Group

Along with managing the Japan Desk, he is also a Japanese entrepreneur who has been working in India since 2012.

100+ Clients

across several sectors including:

- NBFCs
- Infrastructure
- Technology Services
- Healthcare
- Electronic Components
- Automotive
- Agro-commodities
- Logistics



GROUP COMPANIES



Coinmen Consultants LLP

Founded in 2010, Coinmen Consultants LLP is the brand's flagship company. It is an independent firm of Business Advisors and Chartered Accountants, offering an array of services to support companies' accounting, compliance, tax-regulatory, corporate secretarial, and business expansion needs.

Coinmen Capital Advisors

Coinmen Capital Advisors is a Financial Services firm that undertakes debt syndication, corporate finance, business exits, and other related services for its clients across sectors. Companies looking to establish operations or bid on a project in India, are well supported through the firm's services.

Novistra Coinmen LLP

Novistra Coinmen LLP is an India based joint venture between Coinmen Consultants and Novistra Capital. Novistra is a New York based boutique advisory firm that partners with business owners and management teams to provide global investment banking, private equity, and distress-related services.

MNV & Co.

MNV & Co. Chartered Accountants is an accounting & consulting firm that provides an array of services with a focus on audit and assurance, standard reporting procedures, and risk assessment.



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