

Merchant Banking

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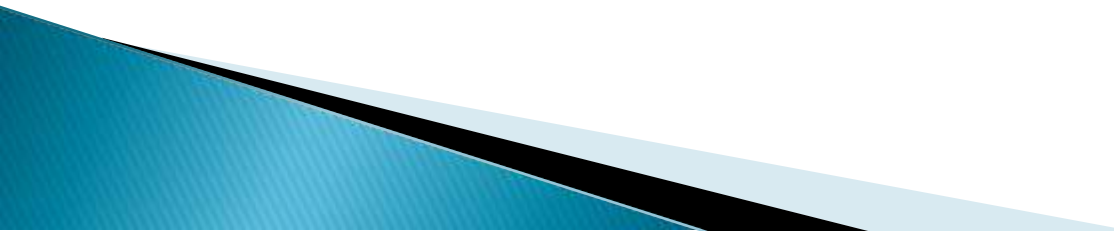


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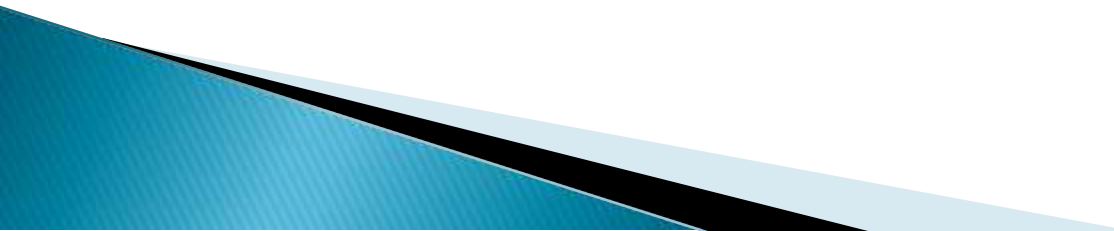
- ▶ A set of financial institutions that are engaged in providing specialist services, which generally include the acceptance of bills of exchange, corporate finance, portfolio management & other banking services.



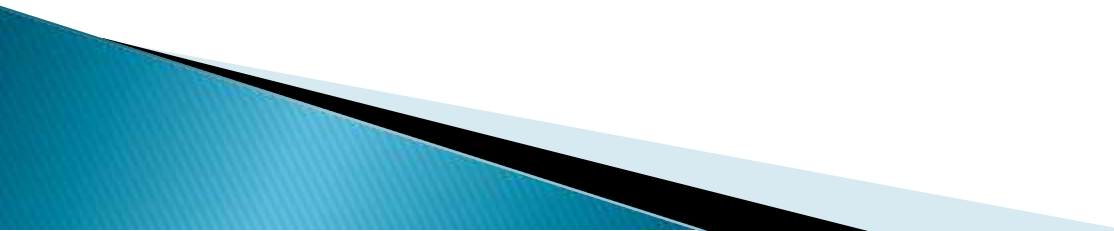
Corporate Counseling

- ▶ A set of activities that is undertaken to ensure efficient running of a corporate enterprise.
 - ▶ Act as a managerial guide
 - ▶ Act as a financial & investment expert.
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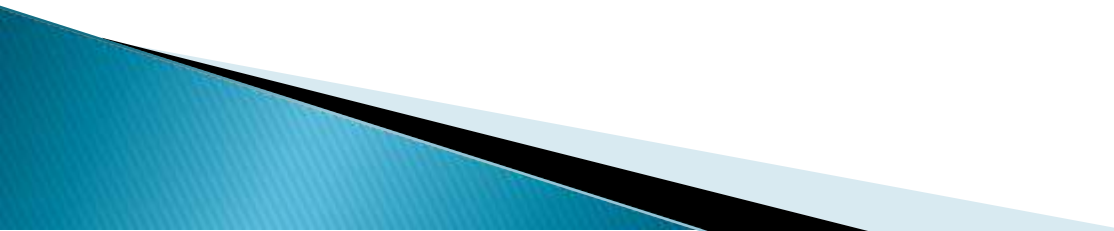
Project counseling

- ▶ General review of project ideas & providing advice on procedural aspects
 - ▶ Review of technical feasibility
 - ▶ Assisting in preparing project reports & obtaining approvals
 - ▶ Identification of potential investment avenues
 - ▶ Arranging & negotiating foreign collaborations, mergers & takeovers
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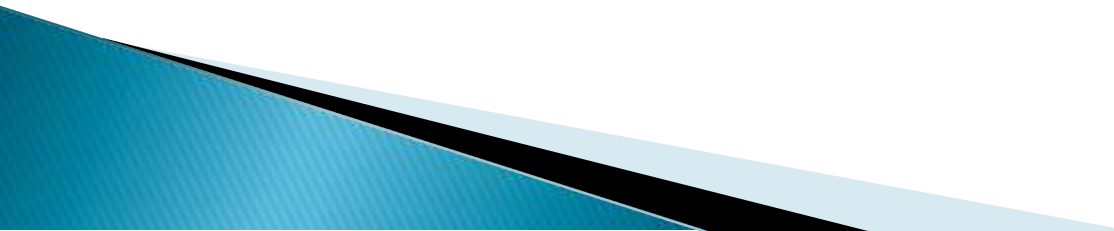
Pre-investment studies

- ▶ A detailed feasibility exploration to evaluate alternative avenues of capital investment in terms of growth & profit prospects
 - ▶ In depth investigation of environment and regulatory factors, location of raw material supplies, demand projections & financial requirements of a project.
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Capital Restructuring Services

- ▶ Analyzing the capital structure ratios, asset restructuring ratio & the debt service coverage ratio.
 - ▶ Suggesting the ideal capital restructuring for sick units.
 - ▶ May cover mergers & takeovers, involving modernization or diversification of the existing production systems.
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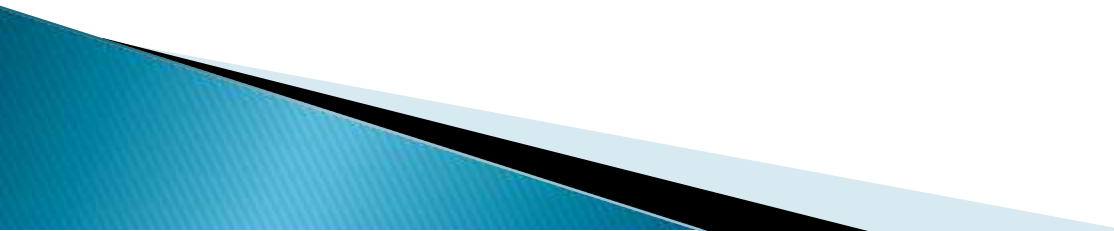
Credit Syndication

- ▶ Activities connected with credit procurement & project financing, aimed at raising Indian & Foreign Currency loans from banks & financial institutions.
 - ▶ Estimating the total cost, Drawing up financial plan conforming the requirements of the promoters, financial institutions & banks, government agencies & underwriters.
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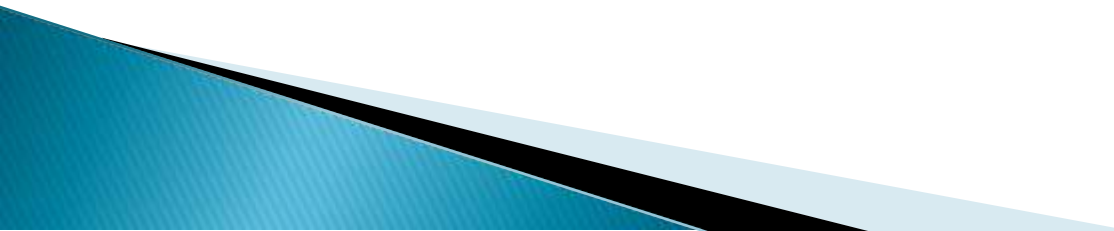
Credit Syndication

- ▶ Preparing Loan Application for financial assistance from FI's/Banks/Lenders
 - ▶ Assisting in completion of formalities for drawing of finance sanctioned by institutions by expediting legal documentation formalities
 - ▶ Assisting working capital requirements.
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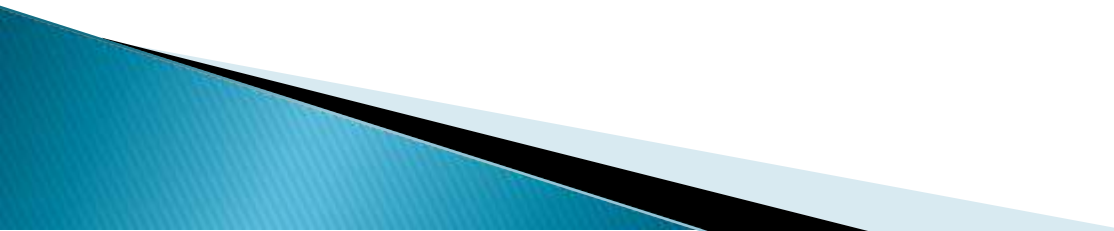
Issue Management & Underwriting

- ▶ Preparation of an action plan
 - ▶ Preparation of the budget for the total expenses for the issue
 - ▶ Drafting prospectus
 - ▶ Selection of institutional & broker underwriters
 - ▶ Selection of issue houses & advertising agencies
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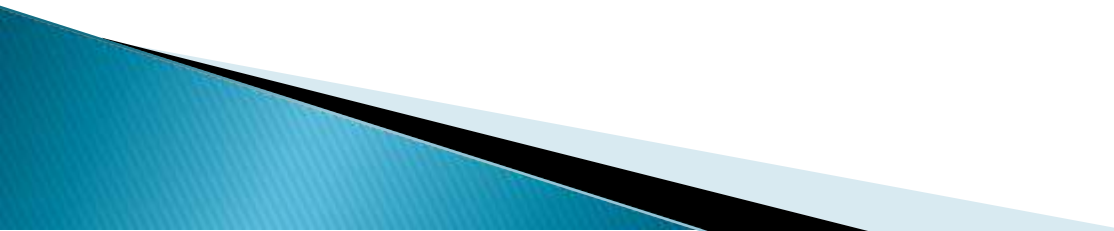
Issue Management & Underwriting

- ▶ Approval of institutional underwriters & stock exchanges for publication of prospectus
 - ▶ Co-ordination with the underwriters, brokers and bankers to the issue
 - ▶ Providing advice on the design of a sound capital structure.
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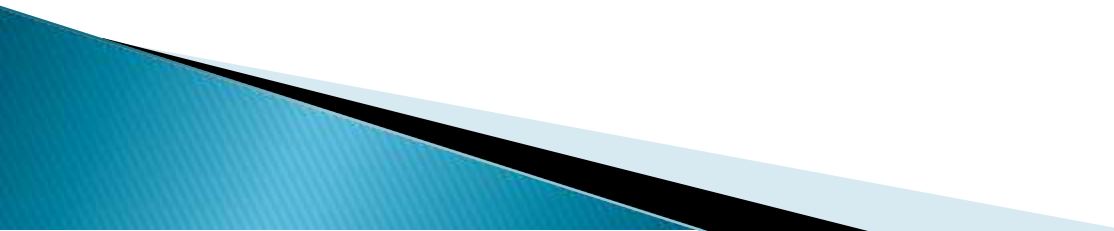
Portfolio Management

- ▶ Right Choice of investment
 - ▶ Advice on selection of investment
 - ▶ Critical evaluation of investment portfolio
 - ▶ Collecting & remitting interest & dividend on investment
 - ▶ Tax counseling & filing tax returns through tax consultants
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Working capital finance

- ▶ Assessing working capital requirements
 - ▶ Preparing necessary application for negotiation for the sanction of credit
 - ▶ Coordinating & expediting documentation & other formalities
 - ▶ Advising on issue of debentures for long term working capital requirements.
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Mergers & Acquisition

- ▶ Audit to identify areas of corporate strength and weaknesses to formulate guidelines & actions
 - ▶ To locate overseas markets, foreign collaborations & joint venture
 - ▶ Obtaining approvals from shareholders, creditors, depositors, govt.
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Organizations offering MB Services

- ▶ Commercial Banks: SBI (SBICAP), Canbank Financial Services Ltd. (Canfina), and Bank of Baroda Fiscal Services Ltd. (BOB Fiscal)
- ▶ All India Financial Institutions: ICICI, IFC & IDBI.

Organizations offering MB Services

- ▶ Private Consultancy Firms: DSP Financial Consultants, Credit Capital Finance Corporation Ltd., J M Financial Services Ltd.
 - ▶ Technical Consultancy Organizations: Set-up with the initiative of all-India financial institutions. Providing services to medium & small-sized units.
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THANK YOU

