




# Valuation Advisory



# OUTLINE

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- 1 About Corporate Professionals**
  - 2 Valuation Advisory Experience**
  - 3 Types of Valuations Performed**
  - 4 Industries Served**
  - 5 Our Credentials**
  - 6 Our Founder & Team**
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# ABOUT CORPORATE PROFESSIONALS

- Corporate Professionals (CP) is a group of dedicated, research oriented and skilled professionals, pioneer in delivering innovative and value-added corporate business solutions through a unique model of integrated legal and financial consulting services since 2003. The Group has completed more than 10,000 assignments pertaining to Company Law, Insolvency Law, Securities Laws & FEMA, Corporate Restructuring, Corporate Taxation, Domestic and Global Business Setup, Compliance Management, Documentation and Regulatory Approvals of over 1000 Corporate Houses, comprising both domestic and multi-national companies.
- Two of our group companies '**Corporate Professionals Valuation Services Pvt. Ltd.**' India's **6th IBBI Registered Valuer Entity** and **Corporate Professionals Capital Pvt. Ltd.**, a **SEBI Registered (Cat-I) Merchant Banker** offer Investment Banking, Transaction Advisory, Corporate Funding and **complete Valuation Solutions** in Securities and Financial Assets. Additionally, we also perform Plant & Machinery and Land & Building Valuations Valuation and Business Modelling services through a team of highly skilled professionals across India and abroad.

# VALUATION ADVISORY EXPERIENCE

- Our Valuation Team comprising Chartered Accountants (CAs), Company Secretaries (CS'), Chartered Financial Analysts (CFAs), Master of Business Administration (MBAs), and other professionals is based at Delhi and Mumbai with professional associates across India.
- We are empaneled with BSE and NSE in India as an Independent Valuer for valuation of exclusively listed companies (ELCs) on Dissemination Board (DB) for providing Exit Opportunity to the Public Shareholders, GAIL (India) Limited for valuation of its Start-up portfolio companies and with the Power Finance Corporation Ltd. (PFC) for valuation of its different projects.
- We also have Tie-ups with Property, Plant & Machinery Valuers.
- We have impeccable track record of executing over 1000 Valuations worth USD 50 bn for eminent clients in different context and across 25+ industries.

**1000+**

Valuations  
Performed

**14**

Years Core  
Valuation Experience

**50**

USD Billion worth  
of Valuations

**12**

Years SEBI  
Registered (Cat-I)  
Merchant Banker

**60**

Years Consolidated  
Team Experience

**25+**

Industries  
Served

# TYPES OF VALUATIONS PERFORMED

**1000+**  
Valuations  
Performed

## Transactions

Voluntary Value  
Assessment

Business Valuation

Valuation for Merger,  
Acquisition, Business Sale  
and Slump Sale

Fairness Opinion in M&A

Valuation for Family  
Settlement and  
Succession Planning

## Regulatory

Income Tax Valuation

RBI FDI Valuation

RBI ODI Valuation

SEBI Valuation

Companies Act Valuation

IBC Valuation

Convertible Instrument  
Valuation

ESOP & Sweat Equity  
Valuation

## Financial Reporting

Intangible Assets and  
Purchase Price Allocation  
Valuation

ESOP Valuation

IND AS Valuation

Corporate Guarantee  
Valuation

Loan Portfolio Valuation

Impairment Testing  
Valuation

# INDUSTRIES SERVED

**25+**  
**Industries  
Served**



# VOLUNTARY VALUE ASSESSMENT

Voluntary Value Assessment is the process of determining the worth of your business, to value yourselves for various purposes or to get **ready for various transactions** as mentioned below:

- Fund Raising
- M&A Deals
- Listing & IPOs
- Sale or Exit
- Family Settlement
- Succession Planning



**AMD Industries**



**Laborate  
Pharmaceuticals  
India Ltd.**



**BLB Ltd.**



**SMC Global  
Securities Ltd.**



**Anant Raj Industries  
Ltd.**



**MGM Steels Ltd.**



**Jawed Habib Hair &  
Beauty Ltd.**



**Spice Group**

## CP AS ADVISOR IN **VALUATION ASSIGNMENTS**



Valuation advisory for Investment in One97 Communications Limited, participated by Berkshire Hathway at USD 10 Billion (approx.)

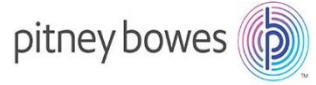
Fair value of embedded conversion derivative component in OCRPS in accordance with Ind AS 109



CP valued the Common Stock of Plantronics Inc. for ESOP Perquisite Tax Purpose in India.



# CP AS ADVISOR IN **VALUATION ASSIGNMENTS**



Valuation advisory for arriving at Fair Market Value of ESOP of Pitney Bowes Inc. for employees of its Indian subsidiary for Tax purpose

Valuation advisory for Investment in Jasper Infotech Pvt. Limited, participated by Canada's Ontario Teachers Pension Plan



Valuation advisory for determination of Fair Value of investments made by its WoS for rationalizing the structure of its WoS company and its further subsidiaries

## CP AS ADVISOR IN **VALUATION ASSIGNMENTS**



Fair Value of Compulsory Convertible Debentures (including Derivate Valuation) issued by SAMHI to International Finance Corporation (IFC), an arm of World Bank in accordance with Ind AS 109

Valuation Analysis for Acquisition of companies on behalf of JCB (India) Limited



Provided Fairness Opinion for demerger of Business Undertaking of HCL Infosystems Limited with its WoS & merger of HCL Infocom Limited with HCL Infosystems Limited

# CP AS ADVISOR IN **VALUATION ASSIGNMENTS**



Fairness Opinion for scheme of arrangement among Mail Today Newspapers Private Limited, India Today Online Private Limited and T.V. Today Network Limited

Valuation Analysis of Corporate Guarantee on behalf of CG Power and Industrial Solutions Limited



Purchase Price Allocation Analysis on behalf of Kohler India Corporation Pvt. Ltd.

# BUSINESS VALUATION ASSIGNMENTS



**Andhra Cement Ltd.**



**Asian Electrical &  
Switchgear Pvt. Ltd.**



**Cosmic Structures  
Ltd.**



**Danone Foods and  
Beverages**



**Dee Steal Casting  
Ltd.**



**Globe Capital Market  
Ltd.**



**Havells India Ltd.**



**Hero Electric**



**Interglobe  
Enterprises Ltd.**



**Jumio India Pvt. Ltd.**



**Max Healthcare  
Institute Ltd.**

# ESOP VALUATION ASSIGNMENTS



**Altiostar Networks  
India Pvt. Ltd.**



**DFM Foods Ltd.**



**Dixon Technologies  
India Ltd.**



**EROS International**



**KEI Industries Ltd.**



**Siemens Ltd.**



**Magma HDI General  
Insurance**



**TCNS Clothing Co.  
Ltd.**



**NDTV Ltd.**



**Convergys India  
Services Pvt. Ltd.**



**Newgen Software  
Technologies Ltd.**



**Orient Bell Ltd.**



**PI Industries**



**Sapient Consulting  
Ltd.**



**Plantronics Inc.**



**PNB Housing Finance**



**Renew Power  
Transforming Energy**



**VLCC**

# FAIRNESS OPINION in M&A ASSIGNMENTS



**Action Construction Equipments Ltd.**



**Alchemist Ltd.**



**Apl Apollo Tubes Ltd.**



**Surya Roshni Ltd.**



**Birla Sugar**



**Ester Industries Ltd.**



**HCL Technologies Ltd.**



**India Today**



**ITDL Imagetec Ltd.**



**Mercury Metals Ltd.**



**Monnet Ispat and Energy Ltd.**



**Optiemus Infracom Limited**



**Oscar Investments Ltd.**



**Paisalo Digital Ltd.**



**Polo hotels Ltd.**



**R Systems International Ltd.**



**Sybly Industries Ltd.**

# M&A & SWAP RATIO VALUATION ASSIGNMENTS



**Abhinav Steel**



**Acme Auto Private Limited**



**Amar Ujala Publications Ltd.**



**QRG Enterprises Ltd.**



**CCL International Ltd.**



**Crystal Phosphates Ltd.**



**Oneup Trade Private Ltd.**



**P.I. Pharmaceuticals Pvt. Ltd.**



**PG Foils Ltd.**

**PG Foils Ltd.**



**Shyam Tex International Ltd.**



**SSP Pvt. Ltd.**

# RBI VALUATION ASSIGNMENTS

## RBI FDI VALUATION ASSIGNMENTS



**APCC India Hotel  
Management Pvt.  
Ltd.**

The logo for Freecharge, featuring the word "freecharge" in white lowercase letters on a dark blue rectangular background.

**Accelyst Pvt. Ltd.**



**B4U Television  
Network**



**Dabur India Ltd.**

The logo for Hindware, featuring the word "hindware" in white lowercase letters on a red rectangular background.

**Hindware Sanitary &  
Industries Ltd.**



**ESCORTS**

**Escorts Construction  
& Equipment Ltd.**

## RBI ODI VALUATION ASSIGNMENTS

The logo for Apollo, featuring the word "apollo" in a stylized purple font.

**Apollo Tyres Ltd.**

The logo for CiquaL, featuring the word "CIQUAL" in red and orange letters, with "Customer Insight" in smaller text below, and a red circular icon to the right.

**CiquaL Ltd.**





# INCOME TAX VALUATION ASSIGNMENTS



**ASP Sealing Products  
Ltd.**



**Cargo Partners  
Logistics India**



**BTR Packaging Pvt.  
Ltd.**



**Snapdeal**



**Tolexo Online Pvt.  
Ltd.**



**Ind Swift Ltd.**



**Caparo India Ltd.**



**JHS Svendgaard  
Laboratories Ltd.**



**NephroCare Health  
Services Pvt. Ltd.**



**VS Infrastructure  
Capital Ltd.**

# BASE PRICE DETERMINATION ASSIGNMENTS



**Dunlop India Ltd.**



**Frontline Securities Ltd.**



**Kalyani Commercial Ltd.**



**North Eastern Carrying Corporation Ltd.**



**Primenet Global Ltd.**



**Regency Leasing Ltd.**



**U.P. Asbestos Limited**



**B.P. Capital Ltd.**



**RMB Financial Services Ltd.**



**CMI Ltd.**



**Continental Valves Ltd.**



**Dee Steal Casting Ltd.**

# OTHER VALUATION ASSIGNMENTS

## DELISTING/EXIT VALUATION ASSIGNMENTS



**Bajaj Leasing &  
Finance Ltd.**



**Delhi Flour Mills  
Ltd.**



**Ginni International  
Ltd.**

G K S Holdings Limited

**GKS Holding Ltd.**



**Globe Industrial  
Finance Ltd.**



**Kanohar Electricals  
Ltd.**

## IND AS VALUATION ASSIGNMENTS

Barque Hotels Private Limited

**Barque Hotels Pvt.  
Ltd.**



**Crystal Phosphates  
Ltd.**

hindware

**Hindware**



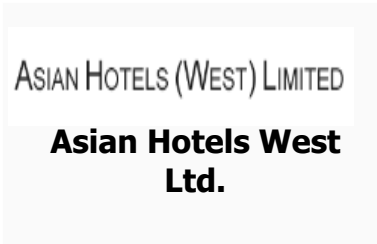
**Samhi Hotels Pvt.  
Ltd.**



**Elara Capital India  
Pvt. Ltd.**

# OTHER VALUATION ASSIGNMENTS

## SEBI VALUATION ASSIGNMENTS



## SWEAT EQUITY VALUATION ASSIGNMENTS



# LISTED COMPANIES VALUATION ASSIGNMENTS



**Newgen Software  
Technologies Ltd.**



**KEI Industries  
Ltd.**

**TATA STEEL BSL**

**Tata Steel BSL**



**APL Apollo Tubes  
Ltd.**



**Kalpataru Ltd.**



**Apollo Tyres  
Ltd.**



**Federal-Mogul  
Goetze (India) Ltd.**



**R Systems  
International Ltd.**



**Natco Pharma Ltd.**



**TV Today Network  
Ltd.**



**Asian Hotels (North)  
Ltd.**

**Dixon**

**Dixon Technologies  
India Ltd.**



**EROS International**



**Dabur India Ltd.**



**HCL Technologies  
Ltd.**

# STARTUP VALUATION ASSIGNMENTS



**5Paisa Capital Ltd.**



**Book My Show**



**India Mart**



**Justdial Ltd.**



**Snapdeal**



**Lenskart**



**Make My Trip**



**One 97  
communications Ltd.**



**Zoomcar India Pvt.  
Ltd.**

# MNCs and PSUs VALUATION ASSIGNMENTS

## MULTI-NATIONAL COMPANIES VALUATION ASSIGNMENTS



Accor Group



Ericsson India Pvt. Ltd.



RedMart Ltd.



Portway  
International Inc.



Convergys



Tecsidel India Pvt.  
Ltd.

Brunel

Brunel India Pvt. Ltd.



Cargo Partners  
Logistics India Pvt.  
Ltd.



Tecsidel  
International



Sapient Consulting



JCB India Ltd.



Caparo India Ltd.

## PUBLIC SECTOR UNDERTAKING VALUATION ASSIGNMENTS



Bank of India



Power Finance  
Corporation Ltd.



Gail – Startup  
Portfolio



HSI IDC

# OUR FOUNDER



**Mr. Pavan Kumar Vijay**  
Founder - Corporate  
Professionals Group  
Ex President of ICSI  
Ex Chairperson of SSB -ICSI

Mr. Pavan Kumar Vijay, Founder, Corporate Professionals Group possesses over 28 years of experience. His areas of specialization include Company Law, Capital Markets & Financial Services, Business Valuation and Transaction Advisory. He holds the distinct honor of becoming one of the youngest President of the ICSI in the year 2003. Before founding CP in the 2003, he led BLB Limited as its Managing Director.

Mr. Vijay has richly contributed in number of committees set up by the Government, Regulatory Authorities, Professional bodies, Chambers of Commerce and Industry, Stock Exchanges, etc. Presently he is a Member of the Expert Group constituted by SEBI to review SEBI (Share Based Employee Benefit) Regulations 2014 and SEBI (Issue of Sweat Equity) Regulations, 2002. Previously SEBI nominated him as a Member of— its Primary Market Committee; Mutual Fund Committee and Narayan Murthy Committee on Corporate Governance. MCA also appointed him as a Member of its Rule Making Committee for framing rules under the new Companies Bill; Member, Indian Institute of Corporate Affairs (IICA); and Convener, Corporate Governance Committee.

Mr. Vijay had been the Chairman of Secretarial Standards Board of the ICSI for five consecutive terms (2014-2018); Chairman, Core Group for Vision New ICSI-2022 for the years 2017 and 2018; and Chairman/Member of the several other Committees set up by the ICSI.

He has authored/ co-authored several books, articles, research papers, and reports, etc. His book on 'Business Valuation in India— Beyond the Numbers' and some others books have been critically acclaimed. He also regularly appears on various Business News Channels in Panel discussion, Talk shows and Interviews etc.

Mr. Vijay is a prolific speaker. He has delivered over 475 lectures on Corporate Restructuring, Valuation, Mergers & Acquisitions, and Takeovers, Corporate Governance, Company Law and Securities Law etc. at various forums.

Mr. Vijay is a Fellow Member of the ICSI, holds a Master's degree in Commerce and a degree in law.



# OUR MANAGING TEAM



**Mr. Manoj Kumar**  
Partner and Head – M&A,  
Transactions and Valuation

Mr. Manoj Kumar, Partner & Head- M&A, Transactions and Valuations is an associate member of the ICSI. He possesses long experience of around 18 years in the area of M&A, Transactions, Valuations and Corporate Restructuring and has spearheaded over 600 such transactions.

He is a Member of National M&A Council of ASSOCHAM and also member of the PHDCCI Insolvency law Committee and Corporate Governance Committee. He has addressed numerous programmes organized by various forums such as ASSOCHAM, ANMI, CKF, ICSI, ICAI, IICA, NALSAR Law University, JIMS, Apeejay of School of Management, etc.

He is also a prolific writer and co-authored books on the Companies Act, 2013, Insolvency & Bankruptcy Code, 2016 and Business Valuation. His research orientation is evident from several articles written by him on topics relating to mergers, demergers, takeovers and insolvency resolutions. His quotes and comments are regularly carried in all major financial dailies, e-papers and business magazines.

Mr. Sanchit Vijay, Bachelor of Commerce with Honours is a Chartered Accountant and possesses Diploma in Strategic Management from London School of Economics and Political Science. He has also attained Certifications in 'Mutual Funds' and 'Equity Derivative' from NSE Academy.

Mr. Sanchit is presently Director of Corporate Professionals (India) Pvt. Ltd. and Head— Deals & Acquisitions. Earlier he served as Associate Consultant (Data and Analytics), Infosys Limited and as Equity Research Analyst at CapGrow Capital Advisors LLP.

He has co-authored CP's research publications and written articles which have been published in journals, business magazines and online portals.



**Mr. Sanchit Vijay**  
Head – Deals & Acquisitions  
and Valuation

# OUR MANAGING TEAM



**Mr. Rahul Goyal**  
Manager – Valuations  
& Biz Modelling

**Mr. Rahul Goyal, MBA in Finance, has over 5 years of experience to his credit of providing services in Business Valuation, Financial Modeling and Corporate Financial Advisory. Prior to joining CP, he worked for more than 3 years with ELI Research India Private Limited, where he gained the experience in Merger and Acquisitions (M&A), Valuation and doing research.**

**He is also skilled in Financial analysis, Industry Research, Trading and Transaction Comps and Leverage Buyout Modeling (LBO).**

**He advises on all aspects of Transaction Advisory Services. He also possesses experience in Private Equity Valuations, Venture Capital valuations and Fund raising.**

# THANK YOU

## Sanchit Vijay

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