

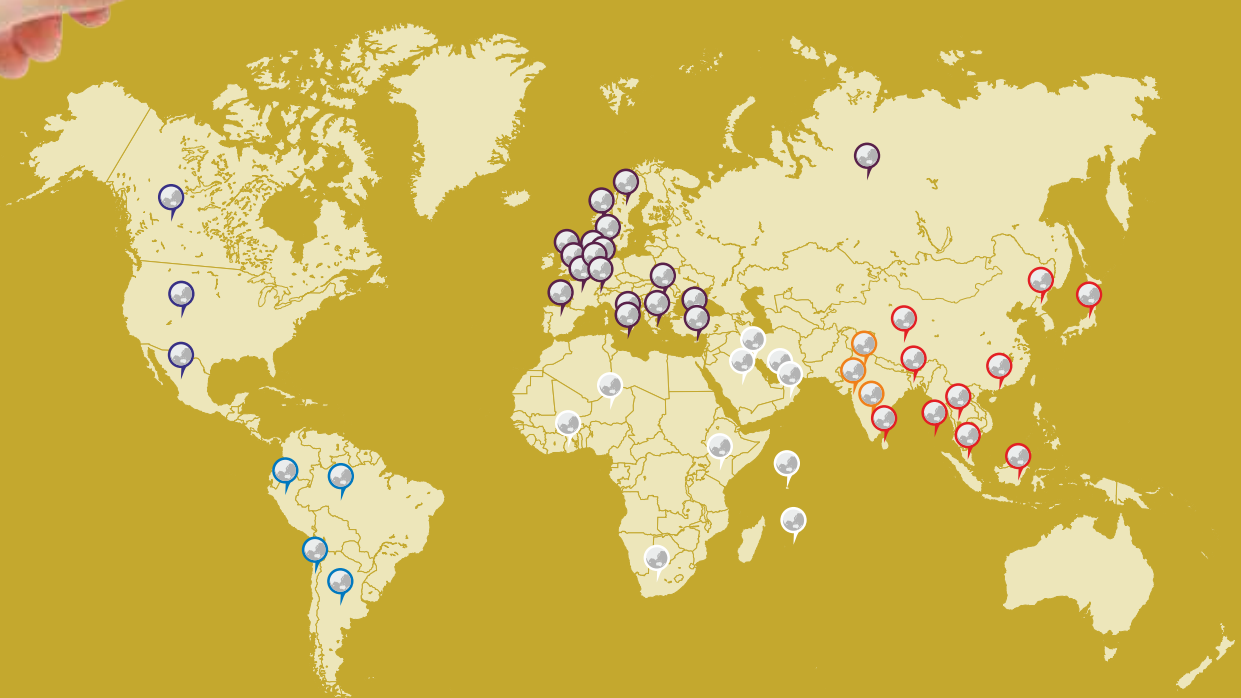


ILO Consulting
Think Global



THINK
GLOBAL

OUR GEOGRAPHIES



India Delhi Mumbai Bangalore	North America USA Canada Mexico	Central & South America Brazil Argentina Chile Peru	Europe United Kingdom Italy Germany France Spain The Netherland	Luxemburg Switzerland Norway Sweden Denmark Greece	Russia Turkey Romania Jersey Malta Cyprus	Middle East & Africas UAE Oman Kuwait Saudi Arabia South Africa	Nigeria Mauritius Republic of Seychelles Kenya Ghana	Asia China Hong Kong Singapore Sri Lanka Japan Korea	Indonesia Thailand Bangladesh Malaysia
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Areas of Specialization

- ▶ Energy
- ▶ Healthcare
- ▶ Financial Services
- ▶ High Technology
- ▶ Telecommunications
- ▶ Real Estate
- ▶ Media & Entertainment
- ▶ Natural Resources
- ▶ Infrastructure
- ▶ Retail & Franchising
- ▶ Materials
- ▶ Automotive
- ▶ Consumer Products
- ▶ Agro-products
- ▶ Government Sector
- ▶ Education & Training
- ▶ Capital Intensive & Manufacturing

INTRODUCTION <<

ILO Consulting Services Private Limited is a growth advisory service combining business, legal & financial skills to help businesses worldwide in expanding their footprint globally.

The second decade of the 21st century has rewritten the ground rules for business worldwide. We at ILO Consulting are committed to take Indian businesses global & there is a clarion call to "Think Global". Whether our clients from all across the globe (in nearly 55 countries) wish to make an entry into the very deep Indian markets or expand their presence, we have solutions to help them achieve the potential of this market.



Similarly, Indian businesses require resources from across the globe as well as from within all parts of India. We have the expertise to fulfill their requirement such as:

- ◆ Finding new technology for use in India
- ◆ Entry into affluent & promising international markets by means of setting up corporate entities or finding distributors or agents
- ◆ Accessing financial markets for equity & debt
- ◆ Carry out a joint venture partner search under our Corporate Matching Program in USA, UK, Germany, Italy, Switzerland, France, Spain, China & Singapore
- ◆ Finding acquisition targets within India as well as in about 40 countries worldwide
- ◆ Franchising successful models all over India & across various countries.

We at ILO Consulting have a vision to help our clients achieve their global ambitions and "Think Global" in the true sense. With our team of very talented & experienced advisors from all parts of the world and a high class team in India, we look forward to serving our clients grow and compete with the best companies from all over the world.

Handwritten signature of Gautam Khurana in blue ink.

Gautam Khurana

Director

ILO Consulting Services Private Limited



MERGERS AND ACQUISITIONS



Our M&A practice draws its strength from the deep rooted network of partner firms worldwide. Our reach extends to international markets into more than 125 foreign partner law firms, nearly 30 corporate finance and M & A advisory majors including a few multi billion dollar advisory partners.

ILO Consulting has access to database of over 1000 partners globally which enables us to deliver a comprehensive yet focused and customized search for a relevant M&A target for our client. Our team's skill and reach also strongly positions us to deliver comprehensive advice on matters such as:

- ◆ Outbound & Inbound Acquisitions
- ◆ Takeovers
- ◆ Divestitures
- ◆ Amalgamations
- ◆ Reverse Mergers
- ◆ Carve-outs & Demergers
- ◆ Re-organization of Indian and overseas business units

Acting on our client's query, we at ILO Consulting follow a methodical approach in an M&A transaction – Among other things, we carefully study target geographies, shortlist relevant contenders based on analyses of the strategic perspectives that affect our client's business, provide end-to-end support and advice on all regulatory aspects both for domestic & international market. We can also provide assistance in obtaining transaction financing through our Corporate Finance offerings, sourcing funds from top league global banks, institutions and funds, as per the transaction's requirement.

Within the commercial framework of a transaction, a wide range of financing and structuring options are possible. ILO Consulting possesses the capabilities to suggest most cost effective and tax-friendly options on wide range of business matters. We analyze the commercial objectives & position of the parties to the transaction, and can provide advice on a comprehensive range of matters including:

- ◆ International Taxation and Foreign Exchange management regulations
- ◆ Outbound or Inward investments through tax friendly jurisdictions such as Mauritius, Jersey, Luxembourg, The Netherlands, Cyprus etc.
- ◆ Synergy and impact assessment throughout the transaction life cycle – from initial stage to post implementation
- ◆ Identification of key drivers and risk mitigation strategies in any transaction
- ◆ Business Modeling – review, building the model, and support



CORPORATE FINANCE

Private Equity Syndication

Our team has rich knowledge and experience of identifying the most appropriate type and source of capital for our clients. We have advised clients across industries and addressed all their capital needs, such as:

- ◆ Acquisition Financing, Buyouts, Leverage Buyouts
- ◆ Growth Financing – Seed stage, Early stage, Pre-IPO placements
- ◆ Distressed Assets Financing
- ◆ Shareholder financing, among others.

With keen business instincts, innovative ideation and deal structuring capabilities, deep industry knowledge as well as strong business relationships, ILO Consulting's Private Equity practice has created a distinct niche for itself as a trusted and valuable transaction advisor.

Equity Capital Market

We work closely with our clients for all their growth requirements and assist them in raising capital through public markets, both domestically and internationally. ILO Consulting has rich experience and knowledge in regulatory and procedural know-how to create innovative structures as per the client's specific business plans.

We assist our clients in,

- ◆ Initial Public Offering (IPO)
- ◆ Follow-on Public Offering (FPO)
- ◆ Qualified Institutional Placement (QIP)
- ◆ Private Investment in Public Equity (PIPE)
- ◆ Convertible bonds
- ◆ Rights Issue
- ◆ Open Offer
- ◆ Buyback
- ◆ Delisting of shares, amongst others



Debt Financing

We work closely with our clients in capital structuring and syndication of optimal debt financing from domestic as well as foreign sources. We cater to our client's various requirements such as:

- ◆ Long-term debt financing for growth
- ◆ Recapitalization
- ◆ Asset financing
- ◆ Bridge funding
- ◆ Project finance & structured finance
- ◆ Corporate restructuring and working capital management

We also assist our clients in accessing Debt Capital Markets to raise cost effective financing through:

- ◆ Placement of domestic bonds
- ◆ Raising foreign funds through the FCCB and Bond Listing routes.

STRATEGIC GROWTH <<< INITIATIVES

ILO Consulting can assist businesses in pursuing strategic growth initiatives such as Joint Ventures, Franchisee and Distribution, Technology Transfer arrangements, and Foreign Market Expansion, through its worldwide network and local market knowledge in over 30 countries globally. We have internally developed approaches and methodologies which provide the client an opportunity to enhance its growth, competitiveness and profitability.

We focus on our in-depth knowledge of mechanisms for market growth and cater to a wide range of industries, leveraging our familiarity within local business environments globally and adding value for our client by providing optimal growth solutions. We can assist our clients on various aspects including:

- ◆ Identification of partners for Joint Venture, Technical Collaboration, Franchisee or Distribution in India or abroad
- ◆ Inbound and Outbound Investment
- ◆ Business Valuation & Strategic Advice on Transactions
- ◆ Intellectual Property Rights (IPR)
- ◆ Technical assistance and service agreement
- ◆ Setting up a subsidiary, branch or Liaison Office
- ◆ Incorporation of new company in foreign markets
- ◆ New structures such as Protected Cell Company, Global Business License (GBL 1 and GBL 2)
- ◆ Setting up of Foreign Trusts
- ◆ Labour related planning for better functioning, Payroll processing and Accounting functions
- ◆ Immigration law
- ◆ Compliance in relation to RBI guidelines & Insurance






CORPORATE MATCHING PROGRAM

We have a very special and empowering **Corporate Matching Program** where we cooperate with Financial Advisors, Law Firms, Accountancy Firms, and Corporations from India & nine other countries (USA, UK, Germany, Italy, Switzerland, France, Spain, China & Singapore) to match the collaboration needs between business bodies within these 10 countries. Our objective is to play catalyst in forging long-term joint ventures where significant benefits and value creation are realized on both the sides.

We have helped hundreds of clients to set up their business in India & further advised on scores of Joint Ventures between Indian & foreign companies.



Notable joint ventures have been set up by our team between USA, Europe & China on one side & India on the other. Our clients have set up Joint Ventures for sharing technology, bringing in investments, marketing or manufacturing in the Indian market.

With our vast network we have been able to spoil our clients for choices and help them choose the right option which would help achieve their business plans.

You could get in touch with our team for a no obligation enrolment in our **Corporate Matching Program** to find a joint venture partner. Our representative will understand your needs & carry out a search on your behalf.



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