



# Management Consulting Advisory

Bhagirath Industries Pvt. Ltd.

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[bhagirathindustries.com](http://bhagirathindustries.com)

# Management Consulting Services

## Bhagirath - Trade Finance & Advisory Services "Bhagirath - TFA"



**Bhagirath - TFA** is global consulting firm delivering custom solutions across Corporate Finance, Procurement & Trade Finance.

We implement growth strategies on behalf of our clients, enabling them to reach their **financial objectives** whether it's improved management of current resources or attracting additional capital.

If you are a company with existing operations or **bankable projects and would like to learn about our services** please schedule a meeting with us.

## Bhagirath – TFA Services



- What We Do
- Capital Raising Advisory
- M&A Deal Organization
- Partner With Bhagirath – TFA
- F.A.Q.

## Our Business Model



### We are Experts & Provide World – Class Solutions

**Our expertise enables clients to reach their corporate financial goals. Hire us for market evaluations, business development and financial analysis. We've got the required knowledge.**

We bridge the gap between projects that require funding and capital available internationally.

Bhagirath – TFA integrates clients in the global financial markets by engineering efficient fundraising structures.

### Unanswered Questions? We're here to help !

We want to know your needs exactly so that we can provide the perfect solution. Let us know what you want and we'll do our best to help.

### What We Do

We support our clients where appropriate in getting access to medium and long-term financing packages for various projects using governmental finance institutions as well as bilateral and multilateral funding organisations. We evaluate the possible financial packages to optimize capital structure, minimize financial risk and ensure price optimality. Taking into consideration the increasingly complex project finance regulatory environment, we assist our clients in evaluating and developing different financial arrangements such as joint ventures, capital participations and acquisitions.

Our senior consultants have core competencies that include economic and financial modeling, engineering, project research, due diligence analysis, decentralized finance, business development as well as over two decades of collective experience negotiating terms for debt and equity financing. We have entered into exclusive arrangements with a number of partners to draw upon a wider base of expertise. With a staff of technical specialists with expertise in electric power, energy, telecommunications, information technology, natural resources, aerospace, Oil & Gas, Petrochemicals, Agriculture, Food Processing, Manufacturing and other sectors we produce business plans and investment solutions that make a difference.

Around the world, we help our clients develop, finance, manage and deliver various projects ranging from infrastructure, import finance, trade finance and more. A combination of sector knowledge and finance expertise enables our teams to deliver innovative solutions to complex and challenging projects. We are at the forefront of Infrastructure Advisory, helping clients make informed decisions. We work closely with clients at every stage of Project Development. After acquiring a thorough understanding of the client's objectives, we strive to facilitate successful execution of the engagement by efficiently negotiating with capital allocators.

# Business transformation

We are one of the leading Project & Trade Finance Advisory firms with expertise across sectors, geographies and financing structures. We advise our clients at every stage of Project Development. Our services include financial modeling, debt raising and syndication, bid management, coordination with technical and legal advisors, contract negotiations with off takers and financing document negotiations with lenders. We leverage our strong relationships with technical and legal advisors and financial institutions. Our Management Consulting Division is focused on one thing only: helping the client become more successful. Our experts work in collaboration with the client, combining their skills, expertise, and extensive experience to deliver significant, sustainable benefits and measurable ROI.

## EXIM Finance Advisory Services



### All things related to import and export financing.

We offer **borderless financial packages** allowing importers and exporters to maximise their income while reducing risk. Each client has specific needs that we make sure to address.

## Project Finance



### Raising debt or equity capital for complex projects

We offer solutions according to a project's specific criteria; our investment banking team performs a range of services starting with the development of a financial model. Once the model had been established, we create and optimise the financing structure.

Our consultants are experts in the identification and management / allocation of the various risks inherent to the projects, as well as in negotiating partnership and financing solutions, in order to ensure successful operations.

**Our Approach** We engineer solutions that are specific to each project. Our solutions comprise products with different natures, including bonds, reverse mergers, or collateral-backed leveraged loans to name a few. Products we engineer are specifically adjusted to each project's needs. It is also possible to design specific financial products, as long as they optimize the project's structure and fit into the market practices.

## Fundraising Advisory



### We've got the knowledge you need i.e. Corporate Marketing & PR

We have substantial experience on both sides of the financing equation – both as prior funding executives who have raised capital and grown their own companies, and also as investment professionals who have driven financing and **M&A for companies in Emerging and Frontier Markets**. This enables us to thrive at helping early-stage ventures refine, focus and articulate their **business strategies and fundraising efforts**.

## Trade & Project Finance Advisory



Our skilled professionals are here to help you at every step of the way. Making your business better is our Priority.

**We offer a full suite of consulting services to help prepare you for the fundraising process.**

### Our services includes

- Overall Fundraising Strategy
- Process & Timelines
- Preparation
- Review of Marketing Material
- Investor Targeting
- Investor Meeting Preparation
- Follow-up strategy
- Negotiation assistance
- Full scope Fin-tech services (filings, legal & compliances)



# Business transformation

## Preparation

Creating a Business Plan, White Paper and a Financial Model, Incorporating company and opening Bank Account.



## Marketing

Creating a Website, Landing Page, Sales Funnel, setting up CRM, Weekly Blogging, Social Media, SEO and Running Advertising Campaigns.



## Offering Documents

Drafting compliant Offering Documents and Contracts related to the Business Opportunity. We enable clear and concise communication between Clients & the Target Investors.



## Closure

Presenting the opportunity to Investors, Negotiating in the attempt to Raise Funding



## Capital Raising Advisory

### Our Consultants Helped Clients Raise Capital for their Businesses.

Whether a Business requires debt or equity capital – Our organization can structure the whole process on behalf of the client until closure, usually within 3 to 6 months.



## Project Finance

Raising Capital for projects at every development stage from conceptualization to the exit through **M&A operations**, our well-versed analysts are available to help.



# Our Areas of Expertise

## Trade Finance



Import / Export Financing Solutions:

**M&A operations**, our well-versed analysts are available to help.

- Letter of Credits/ SBLC's
- Invoice Financing
- Solutions to Working Capital Gaps

- Bridge Capital
- Pre & Post Shipment Financing
- Shipping Invoices and Trade Invoice Financing.

## Monetization



We help our clients raise debt against collaterals. Our services include structuring the special purpose entity, offering documents (if applicable) & negotiation with potential lenders.

## Mergers & Acquisition Deal Organization



### Sourcing Investment Opportunities for International Funders

Our Organization team sources investment targets in emerging markets on behalf of potential funders.

We assist through every step from market research, financial analysis, due-diligence, compliance, negotiation & closure. If you have a specific acquisition target, reach out to us and we elaborate a strategy to serve you.

**Our areas of expertise are: oil & gas, power & energy, mining, transportation, agriculture, biofuels and food processing.**

## Consultation Booking



Most of the information about our services is published in our document and website. We encourage you to consult the FAQ. However, if you have additional questions, please book a consultation directly with us. **A standard rate per hour consultation applies.** To finalise your consultation please effect payment **via contacting office or through Payment link provided.**

## Partner With Bhagirath – TFA



Join us as a Mandate Holder, and generate income throughout your referrals life cycle. We welcome **Qualified Business development representatives, from all corners of the globe.**

Representatives earn an introduction fee for every successfully executed contracts & **a 1% performance fee** based on transaction face value on closed deals.



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