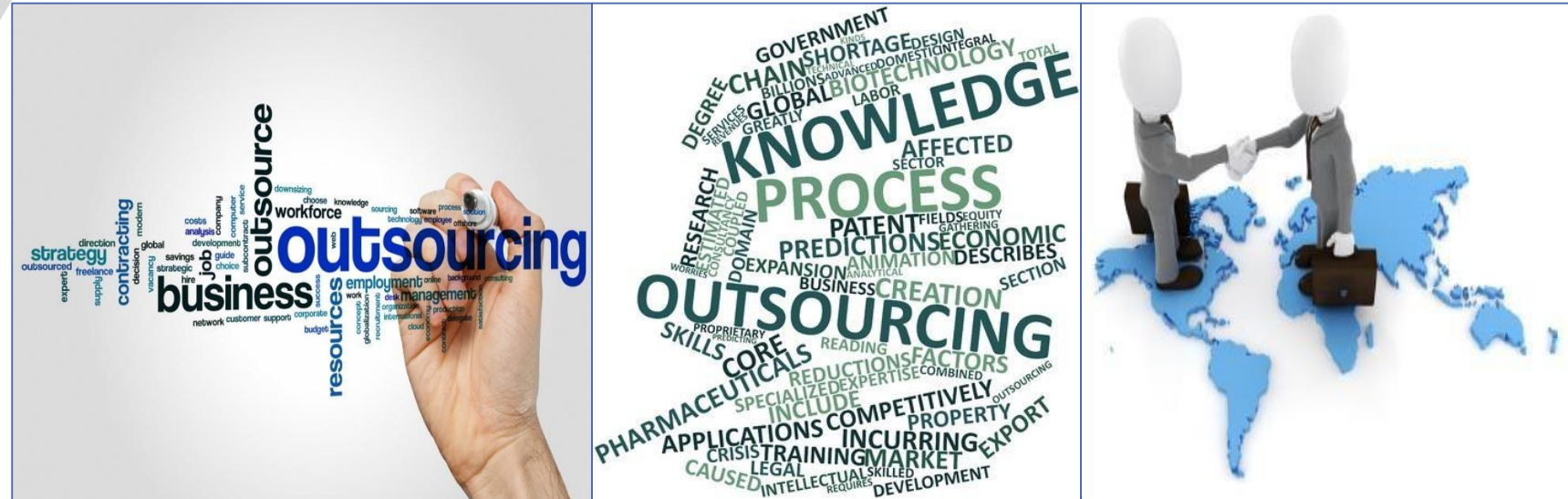


Company Profile



PVK: Professionally run company I Industry Experience

Founded in **December 2020**, headquartered in Ahmedabad, India, team consists of more than 5 decades of cumulative experience in large corporates, Investment banking firm and Knowledge Process Outsourcing (KPO)

Mission: To be a reliable offshoring / domestic partner for businesses by providing bespoke financial insights through quantitative and qualitative research

Vision: We aspire to be a financial consulting/advisory firm with focus on leveraging technology to drive efficiency and provide innovative solutions

We Cater to

- Leading Corporates
- Consulting Firms
- Private Equities
- Brokerage Houses
- Investment Banks
- Start-Ups

Major 2 Pillars of PVK

Offshore Services Worldwide

Investment Banking

Private Equity and Venture Capital

Equity Research

Fixed Income and Credit Research

Hedge Funds/Managers

Macroeconomic and FX Research

Transaction & Advisory Services for Domestic Market

Mergers & Acquisitions

Fund Raising

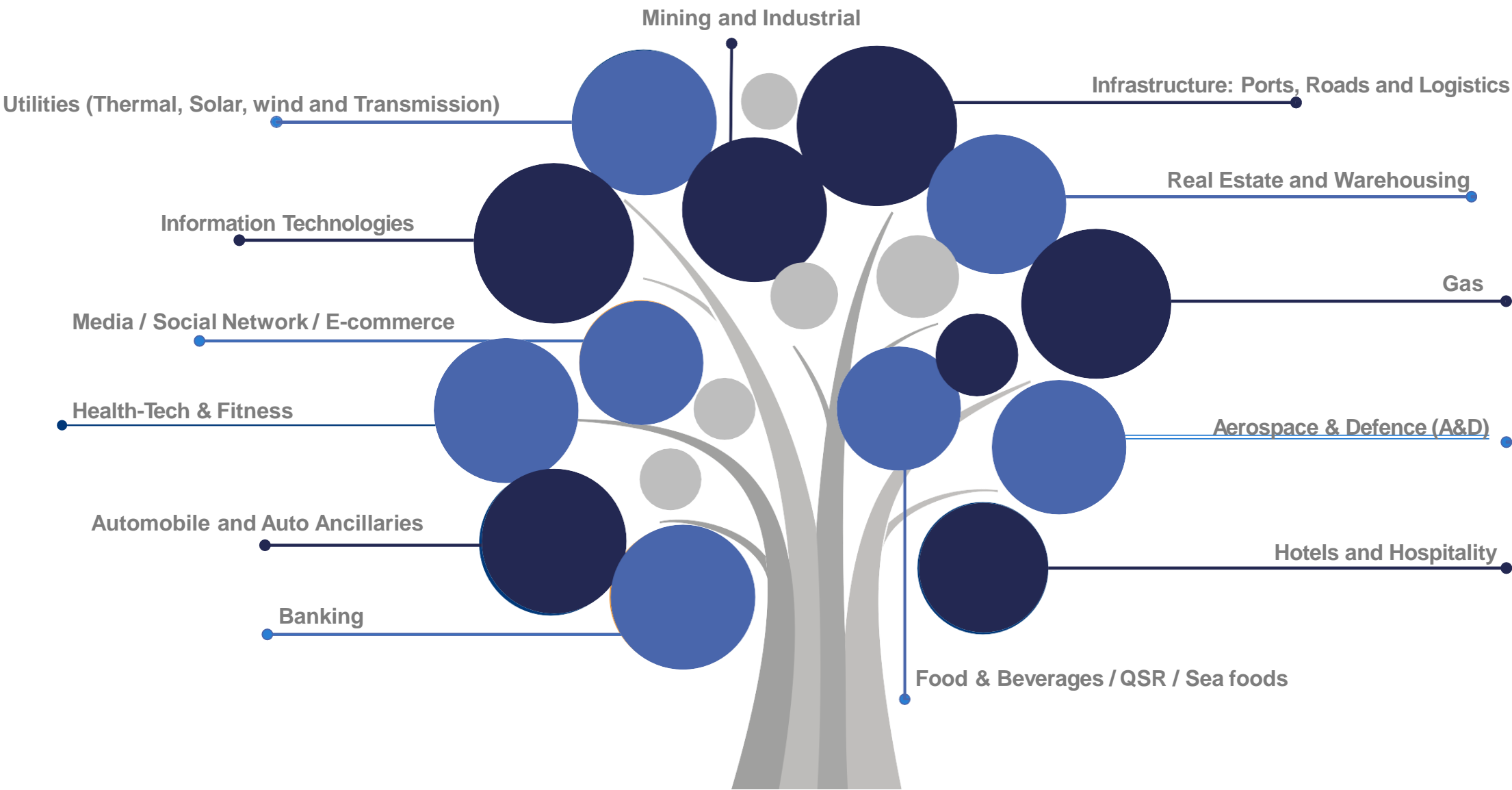
Structured Debt Advisory

Trade Financing

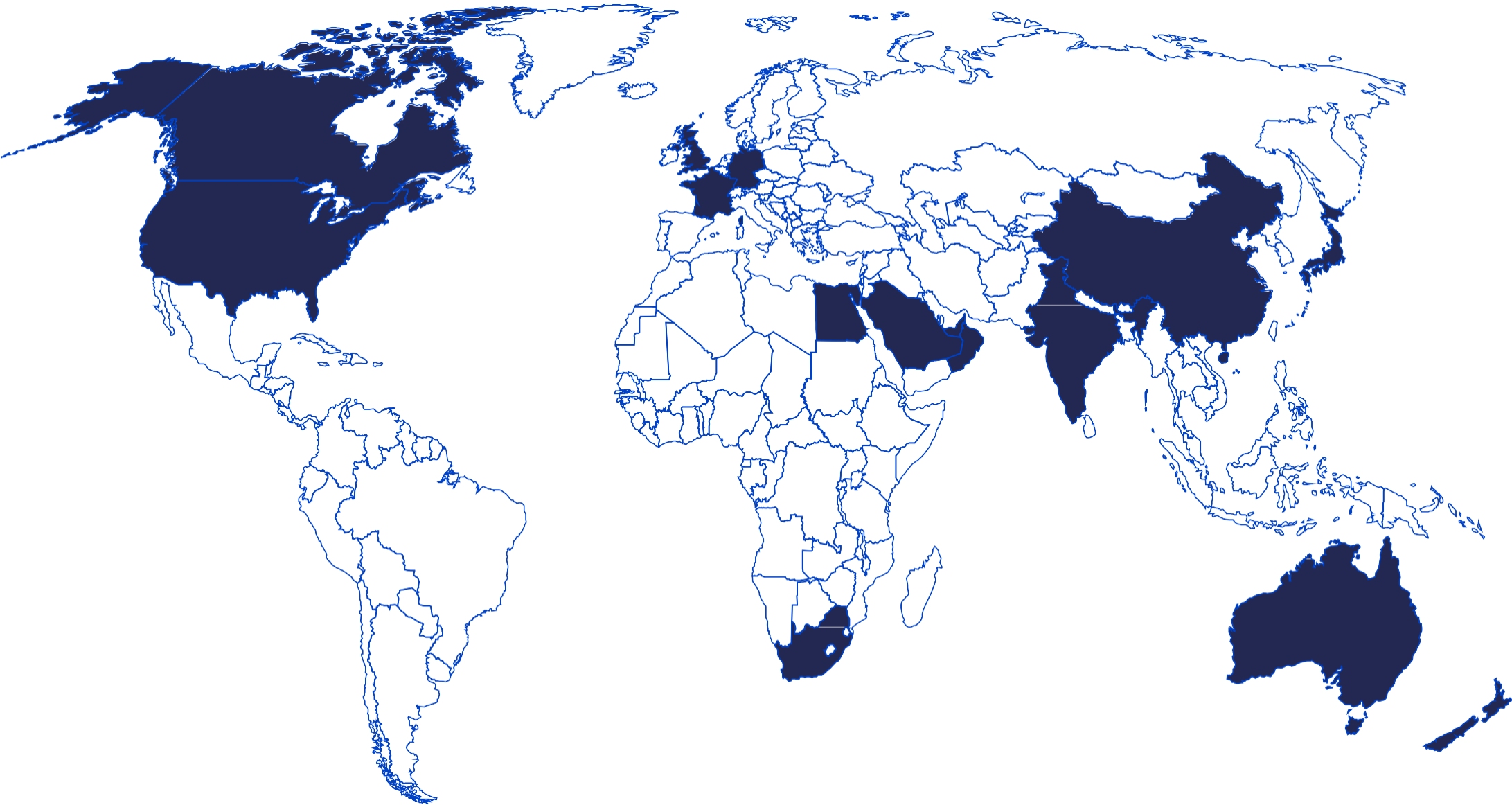
Corporate Advisory and Strategic Tie-ups

Certified Registered Valuer

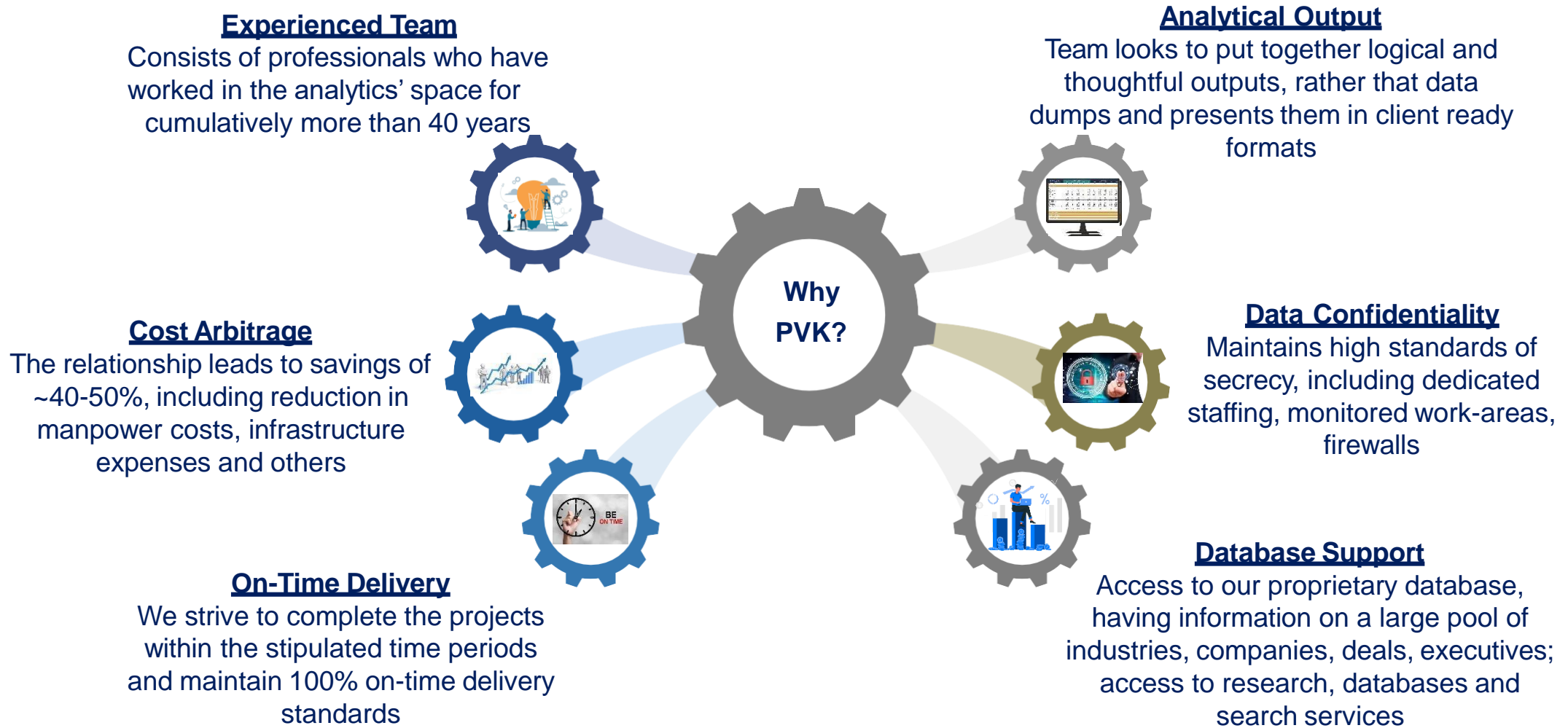
Expertise across Industry



Client Presence: More than 10 Countries worldwide



PVK - Competitive Advantage

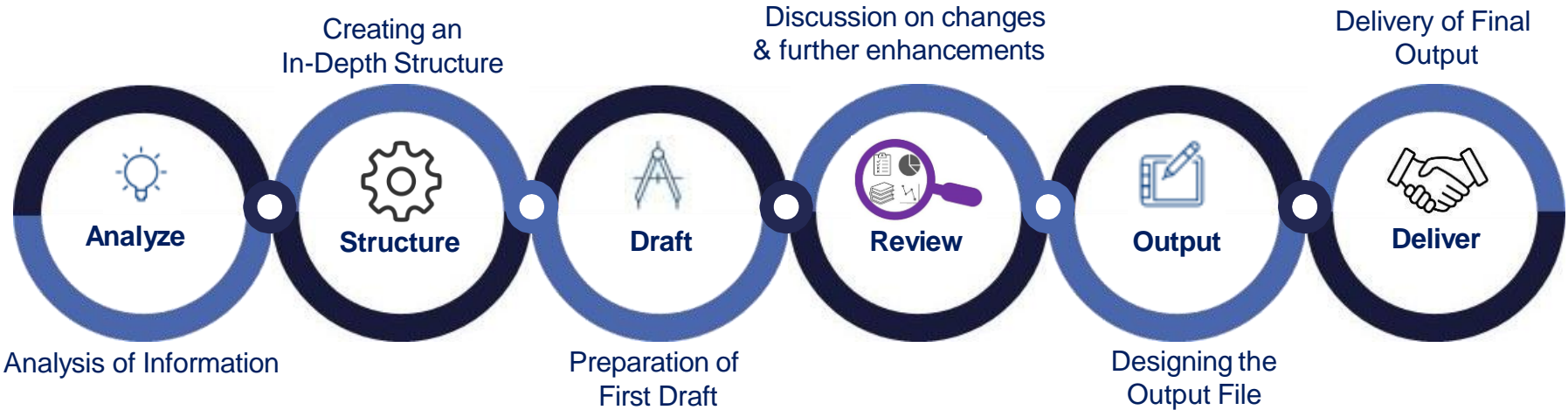


Engagement Models for Offshore Services

Highly flexible and customizable engagement models		Estimated Fees (US\$)
Full-time Equivalent (FTE)	One-to-One mapping between your team and our dedicated analyst	Jr Analyst (0-3 Yrs) Sr. Analyst (3-7 Yrs) Lead Analyst (7+ Yrs)
Flexi Analysts	Dedicated number of hours / days monthly or annually	Per Hour or Per Man-Day
Project Based	Project Specific Fixed Price Engagement	Bespoke

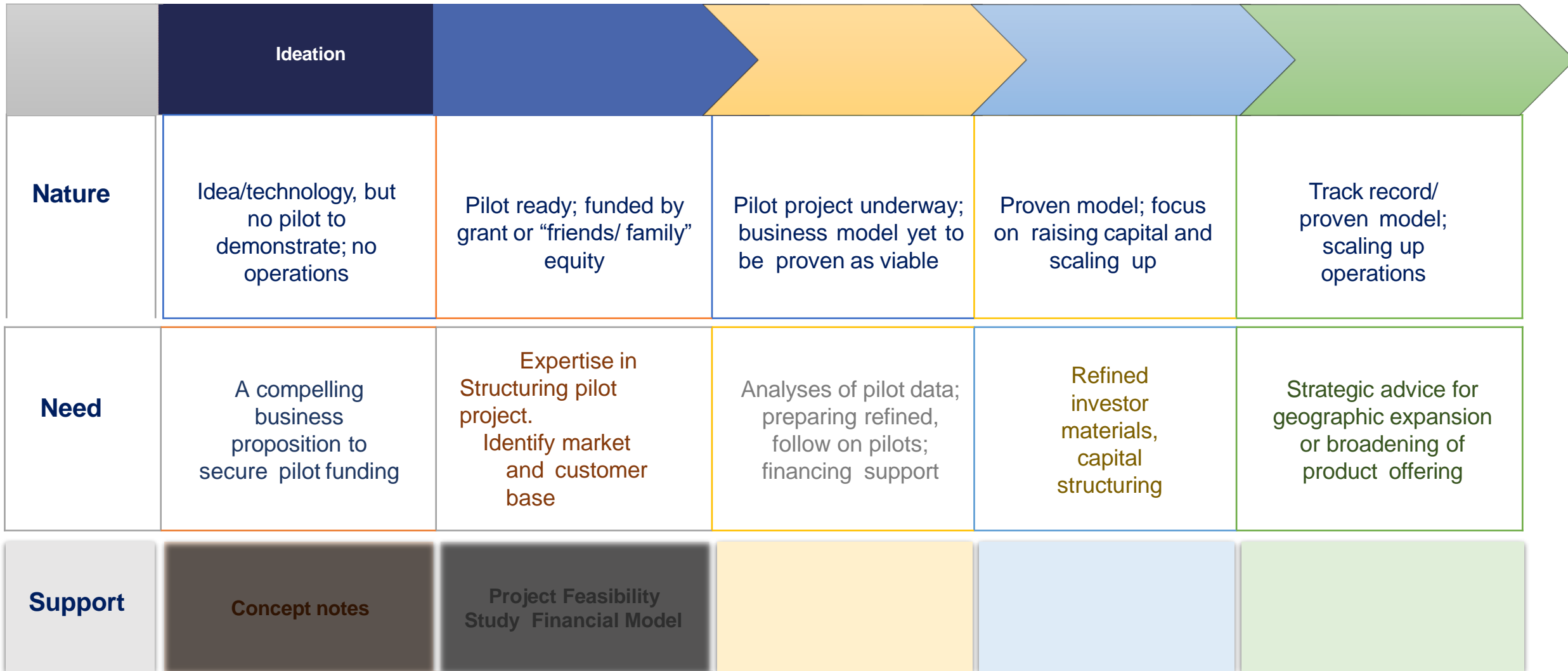
Quality is what we strive for, to deliver the admirable solution for our clients worldwide

Quality Process



Activities	Analysis	Research	Strategy	Writing	Designing
Roles	Analyst		Sr, Analyst	Lead Analyst	

We Support Throughout Your Journey



Offshore Services Worldwide

Business Plan

Refine ideas and strategies & mold them into a viable business

Capture key elements, crystalizing long-term visibility

Pitch Deck

Conveys the story of the business in the language the Investors understand

Compelling design that engages the audiences

Financial Model & Valuation

Distilling the essence of business into manageable number of core assumptions

Developing an appropriate strategy through financial analysis

Market Research

Research and analysis to understand the target market's critical characteristics

Blending different trends to confirm and improve business idea

Feasibility Study

Chance to “get it right” before committing time and money to an idea

Focuses on the various aspects of the survivability of the start-up business

Corporate Presentation

Establishing the best communication strategies

Putting “Life” into idea to magnify your imagination

Trade Finance Products



Working capital loans



Invoice Discounting/ Invoice Factoring



Standby letters of credit



Export Credit Agency (ECA) backed
structured trade



Letters of credit (LC)



Pre-import/export financing structures



Bank guarantees



Purchase order management



Advance Payment, Financial Guarantee,
Performance Guarantee



Packing Export Credit



Supply chain finance



Revenue Based Financing

Trade Finance Products

Import/ Export Invoice Factoring or Invoice Discounting

- Invoice discounting is a short term loan against outstanding invoices. It's unsecured and collateral free. Where client will get 80% to 90% against the invoices for 60 to 90 days.
- Factoring is the selling of outstanding receivables for immediate payment. In doing so, you sell your company's outstanding receivables from customers, etc. to a factoring company, which in return pays you an amount for this.



Letter of Credit/ Bank Guarantee/ Performance Bank Guarantee/ Finance Bank Guarantee

- These all terms are short term, unsecured and collateral free. Letters of credit are guarantees to sellers that they will be paid for a transaction. Here bank or financial institution provide guarantee against the client. These terms are mostly use for international transaction.



Trade Finance Products

Vendor Financing

Vendor Financing also known as trade credit is the lending of money by the vendor to its customers who use the money to buy products/services from the same vendor. Customers did not pay for the products upfront when buying the goods but after the product's sale. The vendor gives a line of credit to its customer based on their goodwill and rapport to pay for the products after a certain period or over a while.

Benefits to corporate

- Trade Payable to Supplier. Not Bank Debt.
- No Credit Documentation
- No Financing Cost
- Facilitates dialogue with Suppliers for negotiation of commercial terms
- Supports strategic supplier relation
- Scalability – Supports growth in suppliers and transactions over a long term period

Benefits to Suppliers

- Improves Cash Flow / Liquidity
- Monetize receivables
- Reduces dependence on Local Bank
- No collateral required
- Competitive Pricing – Leveraging on Corporate's credit rating
- Simple Standard documentation
- Encourages vendors to take up new business opportunity without waiting advances
- Facilitate additional working capital funds





PVK VENTURES LLP

Learn | Focus | Growth | Target | Reach

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