

# Fenero Capital Advisory LLP

*“Your growth, our partnership. You drive business, we drive finance”*



# What We Offer



## Debt Syndication

We connect businesses with multiple lenders to secure large loans efficiently, facilitating the process of obtaining necessary funding.



## Investment Banking

We provide expert financial advice on transactions like getting appropriate valuation, mergers & acquisitions, IPO to maximize value for our clients.



## Debt Resolution

We help clients overcome financial challenges by restructuring debts and negotiating with lenders to find workable and favorable solutions.



## Balance Sheet Optimization

Our approach involves deep analysis of balance sheet to correct anomalies and optimize key financial indicators with frequent monitoring with review of deliberated milestones



# Capital Raising & Debt Syndication Excellence

## Fund Raising Solutions



### Growth Capital

Equity and quasi-equity for expansion, acquisitions, and strategic initiatives.



### Structured Finance

Mezzanine, convertibles, and hybrid instruments tailored to capital requirements.



### PE/VC Partnerships

Access to institutional investors aligned with your growth trajectory and sector.



### Strategic Investors

Identification and engagement with partners bringing operational value beyond capital.

# Debt Syndication

**Working Capital Loans** - Short-term funding to support operational cash flow and manage business cycle requirements

**Project Financing** - Structured funding for large-scale or long-term projects, assessed on future cash flow viability

**Trade Finance** - Facilitates domestic and international trade by financing purchase/sale transactions securely

**Domestic & Export Factoring** - Immediate cash conversion of receivables through sale of invoices to improve working capital

**Supply Chain Financing** -. Optimizes vendor and receivable payments by leveraging credit against supply chain transaction

**Revenue-Based Financing** - Flexible funding repaid as a proportion of future revenues instead of fixed instalments

**Asset Financing** - Funding tied to acquisition or monetization of physical assets, improving capital efficiency

**Unsecured Business Loans** - Collateral-free loans based on credit strength and cash flow capability of the business

**Loan Against Property** - Secured financing using commercial or residential real estate to unlock working liquidity

**Structuring • Institutional Access • Optimal Repayment Design**



# Debt Resolution ~ Strategic restructuring to restore financial stability and optimize liabilities

**Debt Restructuring** - realign tenor and covenants to match cash flow capacity

**One-Time Settlement (OTS)** - negotiated lump-sum settlements to close stressed accounts

**Interest Rate Renegotiation** - reduce effective cost of debt through lender negotiations

**Repayment Rescheduling** - extend or reprofile instalments tied to cash cycle

**Cash Flow-Linked Solutions** - revenue/seasonality-linked repayment structures

**Lender Mediation & Coordination** - single point of contact with banks, NBFCs, and bondholders

**Stressed Asset Advisory** - NPA diagnostics, recovery planning, provisioning strategy

**Regulatory & Compliance Alignment** - ensure restructuring follows RBI and statutory norms

**Revival & Turnaround Strategy** - cost controls, working capital fixes, refinancing plan



# Investment Banking ~ Strategic restructuring to restore financial stability and optimize liabilities



## IPO Advisory

- Pre-IPO readiness & governance review
- DRHP & regulatory documentation
- Coordination with merchant bankers
- Investor engagement & roadshows
- End-to-end compliance execution



## Mergers & Acquisitions (M&A)

- Transaction structuring & valuation
- Due diligence & financial modelling
- Negotiation support
- Integration strategy (post-deal)
- Strategic partnership alignment



## Buyouts

- Majority / minority stake acquisition advisory
- Management buyouts / strategic partner exits
- Buy-side / sell-side representation
- Capital structuring and financing
- Maximizing shareholder value



# Balance Sheet Management



## Assessing the present status

- Understanding present realities, future aspirations
- Benchmarking financial position against industry standards



## Strategy to rectify the balance sheet

- Identifying challenges and exploring solutions
- Charting a roadmap for financial improvement
- Optimizing costs and enhancing efficiency
- Strategic tax planning aligned with business objectives
- Internal control strengthening for better risk management



## Delivering on objectives

- Setting milestones for financial improvement
- Balancing cash efficiency with debt prudence
- Refining inconsistencies with regular review
- Delivering results aligned with targets

## The 360° Financial Management



### Strategic objective and foundation work

- Two-year projections with structured debt requirement analysis
- Aligning cashflows to meet debt obligations, with cushion
- Annual requirement assessment and streamlined coordination with member banks
- Evaluating banks/FI's to match requirements and services
- Focus on strengthening external credit profile

### Quarterly Review/Submission

- Quarterly financial performance reporting
- Deliberation on aberration with projected numbers and corrective action
- Monitoring timely submission of agreed documents within timelines

### The yearly drill

- Ensuring seamless banking and transaction processes
- Analysis performance with projections
- Net benefits of the measures implemented





# The Fenero Advantage



## Proven Track Record

- Decades of combined experience
- Delivering complex transactions across market cycle
- Consistent execution excellence



## Institutional Relationships

- Deep access to banks, NBFCs, PE/VC funds, and capital markets
- Enabling optimal deal structures
- Ensuring competitive terms



## Sector Intelligence

Specialized expertise across diverse sectors:

- Manufacturing, technology, pharma, infrastructure, and services
- Driving informed decision-making



## Transparent Advisory

- Process-driven approach
- Clear communication and aligned incentives
- Commitment to long-term client success

# Thank You

*Together towards growth and value creation.*

*We look forward to discussing how we can support your strategic growth.*

**Connect and Consult Here:**

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