

# Fenero Capital Advisory LLP



# What We Offer



## Debt Syndication

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



## Investment Banking

We provide expert financial advice on complex transactions like mergers, acquisitions, and corporate restructuring to maximize value for our clients.



## Debt Resolution

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



## Balance Sheet Optimization

We strategically manage assets and liabilities to improve your financial health, reduce risk, and boost overall business performance.



# Debt Syndication

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

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

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

**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.

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

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

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

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

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



# Capital Raising & Debt Syndication

## Excellence

### Fund Raising Solutions



#### Growth Capital

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



#### PE/VC Partnerships

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



#### Structured Finance

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



#### Strategic Investors

Identification and engagement with partners bringing operational value beyond capital.

# 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

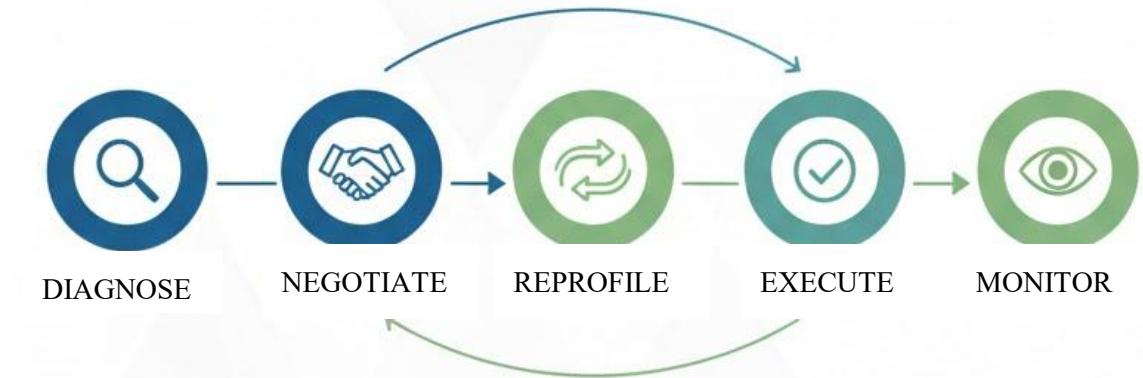
**Lender Mediation & Coordination** - single point of contact with banks, NBFCs, and bondholders

**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

## DEBT RESOLUTION



### EXAMPLE OUTCOMES



%  
reduction in interest cost  
– Example: 2-4 pp

Average tenor extension  
Example: 12-36 months

Recovery / settlement rate  
Example: 50-80 %

# 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
- Maximising shareholder value



# The Fenero Advantage



## Proven Track Record

- Decades of combined experience
- Delivering complex transactions across market cycles
- 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

# Balance Sheet Management



## 🔍 Profit Maximization

- Strategic revenue enhancement
- Product/service profitability analysis
- Driving sustainable top-line growth

## 📦 Margin Enhancement

- Cost structure evaluation and rationalization
- Efficiency improvement across operations
- Continuous margin monitoring and enhancement strategy

## ⊕ Tax Structuring

- Strategic tax planning aligned with business objectives
- Optimization of eligible incentives and deductions
- Minimizing tax liability within compliant frameworks

## ⌚ Process Optimization

- Automation of workflows and reporting systems
- Re-designing financial processes for speed and accuracy
- Internal control strengthening for better risk management

# THANK YOU

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

**Connect and Consult Here:**

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