

Financial Due Diligence Services

Who we are?	<ul style="list-style-type: none"> • A boutique M&A and business advisory firm • A strong team having 10 - 15 years of experience working with Big 4 - Consulting firms • Worked on more than 250+ M&A transactions • Offices in Mumbai and Pune
Buy-side Due Diligence	<ul style="list-style-type: none"> • Assist in the decision process by confirming the existence of any “red flags” or “black holes”. • Attempts to balance the initial information disadvantage against the seller. • Assist with the valuation (enhancing the understanding of the target business; identify and understand critical success factors; underlying reality of historical track record; sustainability of profit and cash flow generation; assessing normalized EBITDA; providing opinions on the target company’s current status and prospects; and calculating key risks and sensitivities). • Assist in the bridge of Enterprise Value to Equity Value <ul style="list-style-type: none"> – Net Working Capital – Net Debt • Assist in formulating negotiations. • Assist in reviewing SPA documents (representations, warranties and indemnities, disclosure schedules, purchase price adjustment mechanisms). • Provide opinions of the quality of the management team, and specifically the accounting and finance departments. • Consider focus of post acquisition integration.
Sell-Side Due Diligence	<ul style="list-style-type: none"> • Apply buyer’s perspective to identify key value drivers and potential deal issues prior to the buyer due diligence. • Prepare Clients for buyer due diligence process – strategically and organizationally. • Advise and Assist management with preparation of the offering memorandum and management presentation. • Advise and Assist in assessing information to be included in the data room and improving data integrity and consistency. • Advise and Assist in responding to buyer questions throughout their diligence process to help ensure continuity and reduce management distractions. • Advise on transaction structure, vital sales agreements and negotiation issues.

Select industries served

 Automotive	 Food & Beverages	 Healthcare	 Industrial Products	 Media & Entertainment	 Pharmaceuticals	 Private Equity	 Real Estate	 Education
 Retail	 Telecom	 Power	 Logistics	 IT / ITES	 Hospitality	 FMCG	 Financial Services	 Engineering

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