

GALACTICO CAPITAL





1
Investment
Banking



3
Secretarial
Services



2
Corporate
Advisory



4
Transaction
Advisory

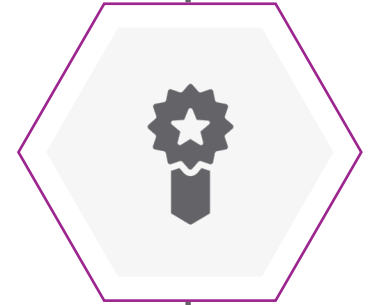
Welcome to Galactico Corporate Services

Connecting Businesses with Public

Equity Finance Simplified



The Galactico Edge



Access to Capital



Authentic values will always stand the test of time. When you join hands with veteran and transparent investment bank that has strength & experience, your goals become achievements with regularity.

Your greatest and most powerful business survival strategy is going to be the speed at which you handle the speed of change. That speed of change is trend.

The most important word in the world of money is cash flow.
The second most important is leverage.



We at Galactico

About Us

Galactico Capital is a boutique investment banking company which offers comprehensive set of financial services across Debt & Equity. Our services include Corporate Finance Advisory, Debt Syndication, Private Equity Advisory & Structured Solutions for small and emerging enterprises.

Galactico caters to a wide range of clients from Large Corporations to High Networth Individuals and owners of Large Family Businesses. Galactico is a leading investment banking firm which is a one stop shop, where we provide an array of financial services to corporates across industries.

Our entrepreneurial mindset, innovative deal structuring and strong execution capabilities make us the preferred partner for our clients. We leverage strong relationships with institutional investors to structure the best deals for our clients. We are passionate about supporting our customers, our communities and our people. Their success is our success. We seek to build strong relationships with our customer and deliver superior and consistent customer experience across all products and services.

We understand & believe that finance is a source of empowerment that contributes significantly to the fulfillment of business houses' goals. The focused objective of enhancing & scaling our engagements with Clients, keep us always on our toe on innovating, adding new product / services to our portfolio of offerings to Clients year on year.

Galactico is a professionally managed firm having team of distinguished Chartered Accountants, Company Secretaries, Lawyers, Merchant Bankers, Corporate Financial Advisors and Tax Consultants. Today's Business World demands quality professional services that are provided in a timely and a cost-effective manner.

We, at Galactico strive with an ever-increasing desire to fulfil the needs of our clients where quality counts. Success of our firm is based on the strength of our client relationships and the quality of our staff and promoters. Our clients value long-term relationships which enable us, as their advisers, to gain in-depth knowledge of their financial affairs and requirements.

Our Team

Vipul Lathi



Ankur Shah



Nilam Ghundiya



Vishal Sancheti



Suyash Chhajed



Rahul Dungarwal



Krishna Rathi



Madhura Ubale



Nikhilkumar Bakliwal

Vipul Lathi (*Chairman & Director*)

Vipul Lathi a Qualified Chartered Accountant by profession has a vast experience of more than 10 years in handling IPOs, Rights Issue and Private Placement. Vipul also has extensive experience in Liaison with Banks and is well versed with various Financial Products. Carrying out quantitative analysis involving valuation assignments relating to specific cases using different valuation techniques is his forte. He has independently handled Due Diligence activities for issues of various types relating to primary and secondary markets.

Mr. Vipul is dedicated to deliver the highest quality in execution of all the transactions the company undertakes. Being a perfectionist, he believes in constantly delivering high standards of service for all the clients so that the company can always bring out the best engagement or transaction. His hands on drafting skills and exposure of all activities relating to Investment Banking is bankable asset for company. His advice is supported by a true understanding of the issues involved and challenges faced by clients, connectivity with the financial markets, deep sector and knowledge and a skilled negotiation process. Vipul also holds Masters in Law and Masters in Construction Management.

Suyash Chhajer (*Director*)

He has decades of experience in areas such as Corporate Funding, Trade Finance, Private Equity, Promoter Funding, Statutory and Non-Statutory Audits, Internal & Management Audits, Direct and Indirect Taxation, Bank audits, Company Law Matters, Due Diligence, etc.

He also has experience in Audits of Professional Organizations, Public and Private Limited Companies, Nationalized & Co-op. Banks, Co-op. Credit Societies, Urban & Regional Rural Co-op. Banks. Mr. Chhajer is a qualified Chartered Accountant and holds Bachelor's in Law as well.

Rahul Dungarwal (*Director*)

He has decades of experience in areas such as Corporate Funding, Trade Finance, Private Equity, Promoter Funding, Statutory Rahul Dungarwal is a practicing Chartered Accountant by profession having a vast and diversified experience of 9 years. He has an extensive hand in Audits. He has made a mark for himself in the field of Municipal Council Audits and has been revolutionary in the field of Financial Advisory to his Corporate clients, which shows that he is a perfect blend for handling people from both the sectors, the Government and the Private. Apart from the audits, Rahul has very well managed to set up an in-house mechanism for Project Financing, Trade Credit Finance, Ind AS Implementation, Internal Control Review, for his esteemed clients.

With his Public Relations in the fraternity and otherwise, Rahul makes it smooth and easy for all the parties involved to sail through the critical and cautious transactions of Valuations, Mergers, Acquisitions and Initial Public Offerings very easily and with an assured completion in stipulated timeline. With the abilities of staunch Leadership Qualities, Multitasking, Skilled Negotiations, Rahul very well fits in the role of Director - Business Development and expansions at Galactico Corporate Services Limited..

Ankur Shah *(Director)*

Mr. Ankur Shah is an Associate Member of ICAI and a Member of ICSI with a graduation degree in commerce as specialisation. He has rich experience of over 7 years of post qualification & has extensively worked on several financial aspects across diverse verticals and has served clients ranging from global MNCs to SMEs, handling end-to-end engagement lifecycle which has enabled him to acquire knowledge of Finance Laws prevailing in countries such as Singapore, Dubai and Hong Kong etc. Being a financial advisor, he has also been associated with fund raising for corporate sector via equity and debt and through various trade finance instruments available in the financial market. He has also conducted lectures on Finance in India Can Training

Krishna Rathi *(Director)*

Krishna is a Commerce Graduate (B. Com), Master of Business Administration with Finance specialization (MBA) and a Associate member (ACS) of the Institute of Company Secretaries of India. He is PG Diploma International Trade (PGD-IT) awarded by Bhawans Institute, Nagpur. With a handful of experience for about 10+ years of Company Law and other various Corporate Laws. He is on the Board of Directors of two leading Corporate Consultant companies. He is a known expert in the fields of Corporate law, Due Diligence and Restructuring, finance, company law, stock market operations, investment and money matters. At Galactico Corporate Services Limited Krishna is looked upon for an expert advice in case of complex corporate issues.

Nilam Ghundiyaal *(Director)*

Nilam Ghundiyaal is a Post Graduate in Commerce and has an experience of working with Practicing Chartered Accountants Firm as well as Practicing Company Secretary Firm. Her key areas include Audit & Assurance, Advisory and Banking Due Diligence and Direct Taxes. She has regularly represented numerous clients in tax proceedings before Appellate and Assessment Authorities. She has experience as a Financial Advisor / Consultant of many corporate clients. her ability to understand the business environment coupled with her sound financial and accounting background has enabled her to specialize in Advising Business Operations.

Vishal Sancheti (*Chief Financial Officer*)

Vishal is a Chartered Accountant and CFA Level II Candidate. He has graduated from HR College of Commerce. Has worked with RSM International and R. P. Goenka Group's flagship Company KEC International Limited. He has been involved in providing advisory in Corporate Laws, Financial Due Diligence, Acquisitions and Corporate Governance. He regularly advises on transactions like Public Issues, Demergers, Takeovers, Private Placements, Slump Sale and Rights Issue. He has been working on sophisticated and robust valuations including Business, Debt & Equity Instruments and Intangible valuation assignments for eminent clients. He holds extensive experience in dealing with Capital Market Intermediaries, Credit Rating Agencies and Bankers.

He joined Galactico with exposure in the field of Corporate Audit Services, System Review, Management / Internal Audits, Statutory Audits, Corporate Accounting, Drafting of Standard Operating Procedures (SOPs) Manual, and Fixed Asset Management. Apart from this, Vishal focuses on compliance assurance from management standpoint. He provides value addition to the clients in form of control lapses and proactive compliance management so as to avoid regulatory traps.

Madhura Ubale (*Company Secretary & Compliance Officer*)

Madhura Ubale is Fellow Member of Institute of Company Secretaries of India and also holds post graduate degree in Law along with degree in commerce. With a previous experience of handling listed companies and working as Practicing professional she ably handles Secretarial Department. Her core expertise includes Legal and Secretarial Due Diligence of clients, pre and post listing compliances, drafting of various deeds, agreements and liasoning with intermediaries.

Nikhilkumar Bakliwal (*Vice President - BD*)

Nikhilkumar has done his Masters in Commerce & Taxation Law apart from Merchant Banking Certificate from National Institute of Securities Market and Post Graduate Diploma in International Business. With a experience of 14+ years, he has been a key player in discovering the uncharted and untapped areas of business for the organization. At Galactico, he enjoys his responsibilities of brainstorming with the business development team to create new strategies for client pitching, exploring and following new leads, organizing and conducting national level events for professional associates, building trust and long-term relationships with clients and other intermediaries, making professional decisions in a fast-paced environment and researching the market and industry trends along-with guiding the team through the process flow and interpersonal bonding. As a team player he has also been a useful resource in talent/team acquisition for the organization and running various day to day backend operations smoothly in coordination with the team and Statutory Authorities.

Our Vision

To distinguish Galactico as the most preferred financial services firm trusted by customers for providing customized and structured solutions with innovation and integrity.

OUR BUSINESS PHILOSOPHY

We believe integrity is the keystone of all business relationships. Hence, we remain truthful, transparent and forthright in our dealings with stakeholders. To build enduring, mutually beneficial and successful relationships with clients we conducting our business with integrity and having a 'client first' approach. we use our skills, experience and problem-solving capabilities to provide creative yet practical and cost-effective solutions.

OUR VALUES

We don't give up on task or transaction easily, we go miles to fetch the Best for the clients. We believe in our dedicated approach & take pride in delivering the transaction to the offerings. We are dedicated to deliver the highest quality in execution of all the transactions we undertake so that we can always bring the best collective minds to any engagement or transaction. We share a structured problem-solving approach, where all opinions and options are considered, researched, and analyzed carefully before recommendations & actionable plans are prepared.

Our Services



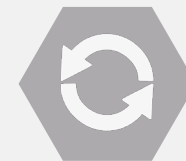
IPO / QIB / Pre IPO /
(Equity & Debt listing)SME IPO



Private Equity /
Preferential Issue



Mergers & Acquisitions
(M&A) / Takeovers & Open Offer



Amalgamations / Demergers
/ Corporate Restructuring



Corporate Valuations / Fairness
Opinion



Corporate Advisory
/ Financial Engineering



Debt Syndication



Rights Issue / Buy-Back
/ ESOP

◆ IPO / QIB / Pre IPO (Equity & Debt listing) / SME IPO

The Company is planning to focus in a big way on these activities and will be encasing on the opportunities thrown open by Make in India story, especially MSE and SME segment. In any developing country, Small and Medium Enterprises (SMEs) play a large role in enhancing the economy. A bulk of the manufacturing base is made up of SMEs and they contribute significantly to exports too. India too is no exception and the Micro, Small and Medium Enterprises (MSME) sector remains the largest employment generator as well as a significant contributor to industrial activity.

◆ Private Equity / Preferential Issue

Public markets are generally tapped by companies that are in mature and growth phase where they are transparent, open to questions, public limelight as well as answerable to Institutional Investors. This implies that companies require access to capital provided by venture capital funds, private equity funds, and private investors especially in its early stages. We assist companies in accessing the pool of capital in the form private placement of equity/debt to raise funds, assist in valuation and negotiation of terms that may be mutually beneficial to both the parties.

Team Galactico has an urbane understanding of entrepreneurial and family run businesses, enjoys strong relationships with investors to ensure optimum distribution and is grounded in research driven tracking of investment environment.

◆ Mergers & Acquisitions (M&A) / Takeovers & Open Offer

Mergers and Acquisitions are one of the major aspects of in organic corporate growth. The reasoning behind Mergers and Acquisitions is that two separate companies together create more value and synergy compared to being on an individual stand. More and more corporates have started looking at Inorganic Growth as an alternative to answer of organic muted growth where strategic scenario can increase the profitability as well as market share. With the objective of wealth maximization, companies keep evaluating different opportunities through the route of merger or acquisition.

Takeover is technically known as Substantial Acquisition of Shares. The purpose of a Takeover is to gain management control of the Target Company. Plans of Horizontal Diversification, Elimination of Competition, Backward and Forward Integration are the motives behind any Takeover bid. The Acquiring Company buys the shares of the Target Company by making an offer to the existing shareholders at a specified price via SEBI regulation.

Galactico enables the corporates aspiring to explore Takeovers, Mergers and Acquisitions activities to have a ring side view of the deal flow, opportunities available on both buy as well as sell side. With its exceptional leadership team and its abilities for the accurate due diligence and valuation, Galactico is pioneering its services in this domain as well.

◆ Amalgamations/ Demergers/ Corporate Restructuring

Amalgamation, Demergers or Corporate Restructuring is more common in developing countries like India. Amalgamation typically happens between two or more companies engaged in the same line of business or having some similarity in operations, under common management.

Demerger is a disjoining or a separation of one or more units of a company to form a new company independent from the original one and is undertaken by companies in order to promote specialization. Companies have started practicing demerger because of the many benefits it offers. Demerger allows a company to expand its operations in a very systematic manner. It allows a specific division or unit to grow as a separate and a focused entity, thereby increasing its efficiency and effectiveness.

Corporate Restructuring : For clients in crisis, the team develops liquidity forecasts, improves cash flow management, obtains additional financing, negotiates loan covenant waivers and guides complex debt restructuring. We also provide analytical and advisory services to lenders and unsecured creditors of distressed borrowers.

We have a dedicated team to facilitate ongoing interaction with listed as well as unlisted companies across sectors. We have a pan India reach and have concluded amalgamation and restructuring transactions across all geographies in India. With a cultured understanding of family run businesses, we have successfully advised on and implemented numerous family settlements through corporate restructuring.

◆ Corporate Valuations / Fairness Opinion

Knowing what business is worth and what determines its value is prerequisite for intelligent decision making. Corporate valuations form the basis of corporate finance activity including M&A, fund raising, sale of businesses and also to meet regulatory and accounting requirements. The rapid globalization of the world economy has created both opportunities and challenges for Organizations leading to uncertainty blowing across global markets and raising the importance of independent valuations all over the world. Justifying the value of businesses has grown more complex and challenging, as its been accepted that valuation of closely held / infrequently traded listed shares is not an exact science and depends upon a number of factors like purpose, minority/ controlling interest, stage, financials, industry, management and promoters strengths etc.

◆ Corporate Advisory / Financial Engineering

We understand the dynamic flows that shape the needs and policies of the corporate world in their efforts at optimizing risks and returns of capital investments. We believe that our systems and processes based on industry insights, client centric practices, stakeholders wealth enhancement objectives coupled with market knowledge impart us a unique position to satisfy competing needs.

Day-to-day means of doing business are becoming complex. Government Institutions have become demanding more than ever. An aggressive and dynamic economic environment has compelled companies to re-evaluate their capital structures to maintain financial competitiveness and enhance operating efficiencies. The economy is also faced with the inherent challenge of stressed financial assets, where large funding exposures - both debt and equity need to be recovered or restructured in ways that benefit all stakeholders - lenders, investors and the business. As part of our advisory services, we at Galactico help the corporates to raise funds, simplify reporting and to comply with Government rules and regulations by identifying strategic issues to be addressed, prioritize business targets, and formulate a business strategy that meets the taxation, accounting, regulatory, and financial goals of clients.

◆ Debt Syndication

Galactico provides support services such as Structuring and critical evaluation of the short, medium or long term financial requirement, preparation of Financial plans as well as identification of size and type of the debt, arranging sanction of long term loan, facilitating execution of requisite documents and due disbursement of loans, Debentures Placement. Also facilitates Corporates in arranging the working capital limits (Fund based and Non fund based) from Banks, arranging finance by assignment of debt, cash flow financing against escrow receivables, trade credit financing etc. Galactico's debt syndication services span a wide range of offerings, including structured and mezzanine finance, project finance and acquisition finance. We have built a strong franchise in structuring appropriate financing solutions for client-specific situations and identifying appropriate institutional investors. Professionals' advice is supported by a true understanding of the issues involved and challenges faced by our clients, connectivity with the financial markets, deep sector and knowledge and a skilled negotiation process.

◆ Rights Issue / Buy-Back / ESOP

The focus of the Company on this activity is more with a view to serve our existing clientele in the listed space. We aim to provide services to all our clients under one roof. Buy-back: Benefits: Increases Financial Ratios. Confidence Level: It can be viewed by the management that you have enough confidence to build yourself again. On top of that, the market investors will see it as a sign of growth in the value of shares in the future. In a static way, the stock buyback strategy improves company's earnings per share (EPS) and price to earnings ratio (P/E).

Undervaluation of Stock : Stocks can be undervalued for a lot of reasons which lead the issuing company to repurchase the shares at the reduced price and reissues the shares at the new market price after regaining popularity thereby increase in its equity capital of equity market.

ESOP: The recognition of Human Capital as the Prime Resource of business organization, has led to fierce competition for attracting, retaining and motivating talent. ESOPs in different forms are the most effective form of synergizing the interests of the employees and corporate entity they work for. It is this synergy which motivates employees to give that indefinable extra bringing sustained growth and profitability.



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