

# Insight

---

AFII CORPORATE ADVISORS LIMITED



Advising India, Wisely

**Date:**

**November 2007**

- INFRASTRUCTURE FINANCE & ADVISORY
- BUSINESS STRATEGY
- MERGERS & ACQUISITIONS
- AVIATION ADVISORY
- RATINGS ADVISORY
- RISK MANAGEMENT
- RESEARCH
- TRADE FINANCE
- RETAIL FACILITATION



AFII Corporate Advisors Limited

---



This document does not purport to be a representation to seek business. It is a communication meant for select distribution for providing information about AFII Corporate Advisors Limited to existing and potential Principals, Clients and Associates and others seeking to do business with AFII. All statements herein are matters of fact about business normally conducted by AFII. Reader's specific requirements are not addressed herein. For any additional information please write to :

Manager Client Relations      [business@afii.net](mailto:business@afii.net)





## Quality in Service

AFII follows strict ISO 9001:2000 norms in all functionalities maintaining the highest quality and integrity in its functioning. It believes in utilizing its existing pool of knowledge to draw hypothesis of solutions to Financial Problems being faced by entrepreneurs in the sector under study. Such hypothesis is tested by simulative research; inferences are drawn in keeping with the environment in which researched. With a dedicated research team working throughout the year in identifying new financial structures being used worldwide and also creating industry reports on sectors of our interest, we strive to maintain our competitive edge.



AFII Corporate Advisors Limited is Certified by BSI (FS502931) as an ISO9001:2000 Company providing Financial and Business Advisory Services to Corporates. **BSI has Certified AFII as the first Financial and Business Advisory Services Company in India to have earned the accreditation.**

### *Quality Policy*

*We at AFII Corporate Advisors Limited are committed to continually research and implement financial engineering methods to provide on-time innovative financial solutions to our customers to enable optimal availability of resources for them leading to greater customer satisfaction with each successive transaction; we are committed to perform under professional code of conduct and ethics delivering 100% performance through continual improvement of Quality Management System”*

*Vision*

*‘Value to Wealth’*

---

From Director's Desk



AFII was established as 'Arbeiten Für India Inc.' in June 1996 to manage Indian investment portfolios of its US-German parents. With a professional management at its heist it began offering Project Finance syndication services to Indian corporates. Arbeiten also engaged itself in Trade Finance syndications including offshore structures for assisting Indian companies with working capital when doing business abroad. Chief Executive of Arbeiten during this period was Mr. Alfredo Schmidt based out of Germany. Indian operations were being looked after by a team of Senior Finance Professionals based at New Delhi.

Arbeiten was revamped as a Structured Finance firm focusing on Project & Trade Structured Finance in October 2001 when I took over the Indian operations of the firm. It engaged itself in interesting Infrastructure Finance Syndications and offshore Trade Finance structured solutions. We also concluded some interesting Aviation transactions including arranging finance for Business Jets, assisting in Airport Acquisition and also advising a client on financial due diligence in the process of bidding for some larger Aviation Projects in India. Arbeiten was Corporatised in January 2006 as AFII Corporate Advisors Limited – functional areas being – Infrastructure and Real Estate Projects Advisory and Finance, Trade Finance & International Services including M & A Advisory and Global Corporate Finance.

AFII was appointed by State Bank of India (India's largest Bank with over 9000 Branches) in January 2006 as National facilitation agency for Channel Financing. We now manage a Pan India operation with some of the largest Industry Majors as its clients. In October 2007, we began implementing Retail Finance Advisory Services initially for Ashok Leyland Limited in North India. We now have our presence across 7 States including Jammu & Kashmir, Punjab, Himachal Pradesh, Haryana, Chandigarh, Rajasthan, Delhi NCR and Uttaranchal.

AFII has grown from a small 6 member team in 2001 to a 31 member team in Corporate Office supported with Regional Teams for Retail Finance and Insurance Services. In the Corporate Office, Senior Professionals direct and look after their respective divisions of Projects, International Services and Trade Finance.

AFII is actively exploring Joint Ventures in India for Infrastructure Services including Clean Technology, Power Generation and Transmission, Retail Finance, and Aviation Services. These relationships will make it possible for us to provide more intensive services package to its existing clientele and also develop fresh clientele leveraging new knowledge and competencies.

*MPS*





## AFII Operates In...

AFII operates in the Mid-Cap to Large-Cap market, focusing attention on ways and means to add value to the financial acumen of an already advanced corporate. It requires greater skills and more knowledge to achieve a possible solution for such Corporates. It could be reducing overall cost of funds for the company, or arranging strategic partners or bringing in project finance options not attempted earlier in their company or it could be an absolutely new concept picked up by us from our Global Research initiative.

AFII's expertise can be grouped into broad areas of Structured Finance, Debt Syndication, Collaborations/Strategic Partnerships, Business Advisory Services, Legal & Commercial Assistance, The organization has done significant work in medium & long term debt syndication, leasing/hire purchase, factoring services, project appraisals, due diligence exercise etc. across industries.

We have carried out transactions in Structured Finance, Mortgages, Securitization, arrangement of strategic collaboration including marketing tie-ups abroad, Colonization Finance & Collaborations, Infrastructure Finance & Collaborations, Business Aviation Finance & Strategic Partnerships for Operators, Charter etc.

We, as advisors to reputable corporates across sectors, have assisted them in raising opportune finance for new projects, swapping existing high cost debts with new structured and innovative options and have also advised on forging of new corporate relationships in the forms of collaborations, private equity investments, acquisitions and mergers. We have formidable experience in Infrastructure (BOT projects, Offshore Asset Acquisitions, Structured Trade Finance, Collaborations across industry and Global Credit Ratings for Structured Debt Products.

We are currently advising Private Investors from Europe and the US for channeling Private Equity in Real Estate, Infrastructure and Energy sectors.





---

## Accreditations & Networking Alliances

---

AFII Corporate Advisors Limited is accredited with State Bank of India, as the Sole Agency for executing and facilitating Channel Financing for Industry Majors on a Pan India scale. AFII is also an ADB-DACON registered firm. This relationship empowers us to take on projects of global significance assisted by ADB with grants, loans or other contribution.

AFII has been privileged to have worked with companies globally that are leaders in their respective fields. These include...





## Our Partners

---

Advising India, Wisely

AFII in its quest to provide value added services to its clientele, has formulated relationships in the respective areas of International Finance, M&A and Aviation where we see excellent synergy in working together for mandates in India. Our network extends to over 38 countries across over 80 independent consulting firms worldwide with very intense opportunity identification and follow up abilities.

Our Partnerships are focused on long term goals and permanent commitments towards each other's business and corporate objectives. They are based on the need of the Indian economy and its ability to absorb such services. When we structure and begin to implement new products for the Indian Market, we also bring along Partners who contribute both to value addition as also Revenue Generation.

---



### **Airport Consulting Vienna**

Founded 1992, ACV is an international consulting company specialized in airports and airport-related businesses all over the world.

---



### **Clean Technology Group**

A European Consortium of Environment Advisory Practice, Equipment Manufacturing and Trading, Investment and EPC Companies partners AFII in our Environment Protection, Benchmarking and Turnkey Projects.

---



### **Oriental Insurance Company Limited**

One of India's largest Public Sector Insurance Companies, supports AFII's Retail Finance Advisory Services.

---



## Structured Finance

---

Advising India, Wisely

Structuring a transaction successfully is our forte. It includes business analysis, identifying options, devising the right instrument creating synthetic collaterals doing effective risk mitigation. Our internal financial expertise and strengths of our associates help us create invincible structures. Our on ground experience in emerging economies and Global Rating Advisory Services we can bring effective value on the table; with our exclusive we take the transaction right through upto successful placement.



### **Business Analysis & Solutions Research**

Includes carrying out Fundamental Analysis including Industry and global peer comparisons and trying to identify plausible solutions that would fit the given premises. Intensive financial modeling and legal simulation including PERT analysis is resorted to acknowledge and weigh expected benefits / issues / costs in implementation of assumed solutions.



### **Risk Management**

We have strong knowledge base of risk segregation and dispersion using Insurance markets, documentation procedures, derivative instruments and multilateral agency support mechanisms. These are very useful in mitigating country, currency, credit, contract frustration including performance risks that is imminent for any good financial structure, alternatively to independently add value to the client's existing cash and investment management systems.



### **Syndication & Placement**

Using our Global network of relationships that we enjoy in multinational banks and multilateral agencies we are able to support and successfully place instruments that we have structured or floated for our client. We do not take up third party syndication exercises.



## Business Strategy Advice

---

Strategy appraisal is a method to identify if the perceived expectations from the participants in the business are ideal; this would be defining Long Term Strategies with Medium and Short Term weaving into it. Companies call for strategy appraisals if the it were not progressing the way it was expected to or if it believes that a ringside view be taken to improve upon the successful business or if the corporation wishes to tread on a path yet undiscovered or if there has been or is a change of guard.



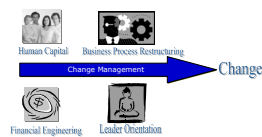
### Decision Tree Analysis

Analysis should be subjected to hypotheses derived from desired state assumptions and results be used to validate determinants of the holistic business model.



### Mind Mapping

...Mind Maps may be prepared and questionnaires developed to carry out quantitative and qualitative analysis of the state of affairs of the corporation....



### Change Management

Change management is a key factor that expedites or decelerates the progress of the corporation on reviewed path and pattern. This needs to be implemented with respect to the human capital, financial engineering and business processes simultaneously with leader orientation and development of new partnerships where required.





**Investment Advisory**

We assist in identifying opportunities for investment in conducive political and economic environments, alternately analyze identified opportunities from client perspective; carry out due diligence exercises for bidding on global projects of value; internal and external strength and weakness analysis to identify ourselves with the opportunity / risk entity; objective decision making for risk mitigation on implemented projects and planned investments; advising definitive path and providing ongoing support for unplanned exigencies.

**Growth Funding**



We assist the company raise capital when it needs it the most; we provide valuation assistance, identify suitable financial partners in private equity / promoters' funding; REIT Formations, Structuring Collateralized Debt Obligations for Real Estate companies; securitizing present and firm future flows through ABS Structuring and Placement; we also assist Automobile and Consumer Durable Companies to locate effective distribution Capital through structuring useful Channel Finance solutions and placing them with Prime Banks worldwide. It includes Second Round Funding, MBO Divestment advisory, REITS / CDO Placements, ABS – Portfolio sale etc.





### **Synergic Partnerships**



Using our relationships and global networking abilities we assist in identifying suitable partners for Strategic Investments in existing businesses, Joint Ventures, Project Bid Collaborations, Technology Collaborations etc. We hold exclusive mandates in and have been working intensively for Automobiles, Aviation, Infrastructure, Pulp & Paper, Industrial Chemicals, Golf Courses and Hotels and Travel Industry.

### **Debt Advisory**



We advise debt financing in line with international standards of asset-value margins; pricing is effectively negotiated with risk mitigations and credit enhancements proposed where possible; we negotiate for options for changeovers on fixed/ flexible interest rates; financial leasing, sale and lease back, tax leases, capital subsidy assistance are some of macro premises where we can easily adapt for offering suitable financial options; healthy relationship building leads to improved servicing environment. We assist the company in evaluating and implementing Optimum debt, Competitive pricing, Flexible interest structures, Environmental flexibility in Debt Finance and in lender/borrower Relationship building

## Contacts



---

### **AFII Corporate Advisors Limited**

Corporate Office:  
B 1/14, LGF, Safdarjung Enclave  
New Delhi 110 029. India.  
Phone: +91-11-41354422  
Fax: +91-11-26193845

### **Regional Offices: Jalandhar, Jaipur, Jammu, Delhi, Dehra Dun**

**Contact:**

Manager Public Relations  
Hand Phone: +  
Email: [business@afii.net](mailto:business@afii.net)

**For Additional Information:**

Please Visit our Website  
[www.afii.net](http://www.afii.net)  
Or write to Manager Public Relations  
Or Identify Suitable Contact from the 'Team'  
Page on our Website.

