

Corporate Consultancy & Advisory Services

The Corporate Consulting & Advisory Services Division of VLS is associated with over 200 corporates in diverse businesses such as Packaging, FMCG, Real Estate Development, Software, Construction, Hotels & Hospitality, Media, Automobiles, Chemicals, Hospitals & Healthcare, Consumer Durables, Fertilizers, Leather Footwear, Cement, Sugar, Ceramic, Confectionery, Steel, Tobacco, Auto Ancillaries, Apparels, Commodities Exports, Iron Forging, Edible Oil etc., and has raised capital in excess of Rs. 10 billion, a number to be reckoned with in the Indian capital markets.

SERVICES OFFERED

The Advisory Services Division of VLS provides a comprehensive range of services to Indian and foreign corporates, both at the entry and established levels. Backed by management, taxation, corporate, legal and financial experts, the Division plays the role of a full service counselor, and provides the vital support required by foreign institutions entering India through the direct investment route.

Typically, foreign investments need addressing of crucial issues. VLS, with its research and investment banking strength, backed by an established expertise in corporate transactions and commercial negotiations, offers solutions and advice to clients on planning and defining optimum structures, commercial arrangements, location and use of holding structures, documentation procedures, strategic alliances, technical tie-ups and technology transfers.

The fee based Corporate Consulting and Advisory Services at VLS broadly comprise the following activities::

- Private Placement of Equity, Debentures, Preference Shares & Bonds with Banks, Financial Institutions, Foreign Institutional Investors, Mutual Funds, Corporates and High Net Worth Client
- Advising upon structuring of schemes for raising debts in the form of fixed income securities
- Project reports, evaluations, appraisals from Financial Institutions / Bank
- Syndication of Term Loans, Working Capital, Bridge loans & Short term financing (i.e., ICDs & Loan against Promoter Shares)
- Advisory services on Financial & Corporate Restructuring, Spin-offs, Mergers & Acquisitions, Takeovers
- Arranging External Commercial Borrowings (ECBs) and advising on Rupee Term Loan swaps with Foreign Currency Loans
- Support services including corporate finance, tax planning, audit and accounting, financial & legal consultancy for Corporates
- Arranging Factoring of Book Debts
- Placement of Commercial Papers
- Arranging Credit Rating, Creation of Trusts and Procedural aspects of creating Securities

- Syndication of Asset Funding businesses
- Identification and arranging tie-ups of domestic & foreign partnerships

VLS Securities is expanding its business operations by diversifying into new sectors in light of the huge potential thrown open by infrastructure development exercise in the country. The company is extremely well networked, and is developing its expertise in arranging finances for private sector participation in such projects. The focus areas charted out include, privatization of airports, infrastructure services, power, port projects, hospitality, entertainment, tourism, urban and rural development, and more.

VLS is also making inroads by getting increasingly involved in providing financial consultancy and advisory services to such projects. VLS Group has, over the years, been involved in promotion, conceptualization, design and development of entertainment /amusement parks, which are spread across various cities in India.

To consolidate its consulting business VLS Group has got into a strategic alliance with the **Renoir Group**. The Renoir Group, is a world leader in implementation consulting. Founded in the UK in 1994, Renoir has offices located in the US, UK, Europe, Middle East, India, China, South East Asia and Russia. With over 200 fully employed and highly trained consultants, their work across a wide range of industry sectors gives them a broader perspective of the issues facing your industry. It also allows them to be sensitive to your unique challenges, culture and specific business issues. This ensures that the solutions implemented are truly effective and sustainable.

Tailor-made to cater to the specific needs of each company, instruments are innovatively designed and structured to adapt to market realities and cost parameters. Making it far above the ordinary by providing customized solutions for a cross section of varied clientele has been its corporate culture. A dedication that has far surpassed the common endeavour of **Better Service. Better Solutions**. Two words that endure, an understanding that bridges the needs and desires of a client. A thought that has permeated through the very being of the **VLS Group**, making it '**Extra-Ordinary**' in many respects.

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