



A DIGITAL ECOSYSTEM

-That Bridges
Business Owners, Investors, Banks, and Consultants to Buy and Sell Businesses



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UNIQUE DIGITAL INVESTMENT BANKING

Business Acquisition, Patent Acquisition, Technology Transfer, Funding Aggregation, Spot Transaction on Unlisted Securities, Franchise Aggregation, Aggregation of Market Intermediaries, Service Providers and Consultants – all under one roof

smeDEALZ provides a complete ecosystem for the growth and development of Indian MSMEs, thereby aiding and supporting the ambitious initiatives of Government of India to promote the SME sector. Some of the major support systems provided by smeDEALZ are enlisted below:

- Enabling inorganic expansion through business acquisitions and collaborations – giving opportunity for sellers to exit the business
- Assisting in corporatisation of SME firms
- Syndicating debt funding through banks, SFBs, Coop Banks and NBFC's
- Arranging equity capitalisation through PE and VC funds and private investors
- Enabling geographical expansion through Franchise arrangements
- Trading on Intellectual Properties – **First time ever in India**
- Exit opportunity for AIFs, ESOP holders and other investors in SMEs
- Aggregating a host of market intermediaries, service providers, professionals, and consultants for every need of SMEs

ACQUISITIONS

BUSINESS ACQUISITIONS

Acquiring Companies, Businesses and Factory units

Companies looking for inorganic growth through acquisitions and promoters looking to exit a business due to whatever reason are equally benefitted. Matching of the Buyer and Seller through inbuilt intelligent logics is the starting point of a DEAL on the smeDEALZ portal. Thereafter necessary legal documents are executed and a due-diligence is carried out by the buyer regarding the sell business. We provide a virtual data-room for an efficient conduct of the due diligence process by the respective law or audit firms. If the valuations on the buy and sell side match after negotiations, the transaction materialises through an escrow mechanism run by a SEBI registered Trustee.

On the buy side, institutional and individual investors also get opportunity to participate wherever the buyer requires acquisition finance.

INTELLECTUAL PROPERTIES (IPs) ACQUISITIONS

First time in India - Gives a head-start with marketing your new product

For the first time ever in India, smeDEALZ brings on table the concept of monetising and trading on IPs. Registration of a IPs, more specifically, Patents take a long time, say, months and years. Companies that own Patents, Copyrights and Trademarks, that they are unable to commercially exploit, can be sold through smeDEALZ to a buyer who may find value in that. The buyer saves in terms of time and money in building a brand or inventing a patent buy acquiring a readily available IP. Our auction platform can also be used for selling the IPs as this is a globally accepted practice for IP trading.

UNLISTED SECURITIES

Spot transactions facilitated through Demat mode

AIFs, VC Funds, Individual Investors and ESOP holders in SMEs face liquidity issues in exiting such investments. smeDEALZ acts an online arranger for spot transactions on such unlisted securities. There are several unlisted securities, that many buyers are interested in acquiring. smeDEALZ identifies such prospective buyers and facilitates such negotiated transactions on a spot basis by bringing the buyer and the seller together.

COLLABORATION / JV

Technical know-how, Joint Ventures, Strategic Investments facilitated

SME sector in India has very less opportunities in identifying a partner for technology transfer, collaboration or even a strategic investor. Technology transfer, joint ventures, and strategic alliances are facilitated through smeDEALZ portal. SMEs looking for such partnerships for growth and technology upgradation and participating in the Atmanirbhar Mission of the Government of India can have access to exciting opportunities on our portal.

FRANCHISE

Geographical presence for a brand - Own outlet of a branded merchandize, for the Franchisee

For growing brands aspiring to have presence across the country, smeDEALZ offers connect with several aspiring prospective franchisees who know the local population and the local market well. Such franchisees are matched based on the requirements of both the Brand and the Franchisee.

EQUITY CAPITAL MOBILISATION

Investment opportunities in growth companies in the SME sector – Institutional investments lead to listing on Stock Exchanges

smeDEALZ acts as aggregators for various institutional and individual investors, each having its own niche area of operation. This segment is ideal for SME companies in unique, new-generation, and high growth sectors. The right industry, the right business model, and the right scalability are the main ingredients that investors look forward to in making their investment decisions. Further, some of the Venture Capital funds offer acquisition or buyout financing through convertible securities or hybrids. Even well-established companies go for multiple rounds of funding for growth. SME Venture Capital investments attract better retail investor appetite in an IPO.

ARRANGING LOAN/DEBT FINANCE

Opportunities for lending institutions and loan aggregators - Almost every SME needs debt financing

Direct access to Financial Institutions: We have tied up with a few institutions like banks and NBFCs that are specialised in SME finance. Our SME clients can get direct access to such Institutions in one go and can choose the right one to serve its needs. We have also lined up a host of consultants who provide services in preparing project reports, projections, and Credit Monitoring Arrangement (CMA) data for the borrower companies.

Access to multiple loan aggregators: Loan aggregators provide instant access to multiple financial institutions, NBFCs, and Banks simultaneously. smeDEALZ provides access to both online and offline loan aggregators. Hence, once the borrower makes a request for a loan through a loan aggregator, all the lenders are notified and one may get a response from the respective lenders. The borrowing process becomes easy and hassle-free.

BUSINESS CATALYSTS (MARKET INTERMEDIARIES)

Aggregation of Merchant Bankers, Rating Agencies, Debenture Trustees and other Intermediaries

smeDEALZ acts as an aggregator of various service providers such as Merchant Bankers, Rating Agencies etc., to make the growth of and SME faster, professional, and compliant with law. All the service providers are of good standing in the market. These service providers act as business catalysts addressing every aspiration of an SME from rating, enterprise and equity valuation, listing on a stock exchange, placement of equity and debt securities etc.

CONSULTANTS

Database of Pre-Verified and Trusted Consultants of All Categories

Every business deal requires contracts and other legal documentation to be executed as part of the deal. Valuation is necessary for assessing the intrinsic value of a business. smeDEALZ aggregates CA/CS Firms, Law Firms, Tax Advisors, Valuers who provide services on Insolvency & Bankruptcy, Due Diligence, Direct & Indirect Tax matters, NCLT Proceedings, Business Analysis, SME Business Consultancy and Project Consulting etc.

VALUE ADDITIONS

VIRTUAL DATA ROOM

For efficient due diligence and audit - User friendly and economical

“eCorpora DMS” is an economical Virtual Data Room Service. This functions as a central repository of data for the purposes of Due Diligence and Audit. A very handy utility for the seller to get Due Diligence done on his company by the buyer. The data room enables interested parties to view information relating to the business in a controlled environment. It is customisable and also accessible 24/7.



VIRTUAL AUCTIONS

To realise the optimum intrinsic value for distressed assets and intellectual properties

“eGavel Auction” is a virtual auction platform. smeDEALZ offers online auction facility for selling intellectual properties and also sale of distressed assets by Asset Reconstruction Companies and Financial Institutions. Auction process fetches the best pricing and makes sale easier and quicker.

DIGITAL MARKETING

Getting the best market reach for your listing on smeDEALZ

We have a dedicated team for social media marketing attracting the counterparty to your listing page. This enhances the reach of your business acquisition and exit faster, easier, and efficient. The collaterals are prepared by experts and digital marketing is carried out on behalf of the client.



VIRTUAL BOARD MEETINGS

Most preferred by companies having institutional funding

“eGavel Board” is a completely virtual Board Governance software for scheduling and conducting formal virtual board meetings. It also enables all board related compliances to be performed. This gives total comfort to the Board of Directors and the top management, and more specifically to the VC fund that has invested in your company. We also provide assistance in conducting the board meetings.

PITCH PREPARATION

Pitch Document – Making business buyouts and exits hassle-free

We assist our clients in the preparation of a formal business pitch deck in order to attract the counterparty, be it an investor, buyer, or a seller. These are prepared by investment banking experts having wide industry experience.

BOOSTING START-UP INDIA, MAKE IN INDIA, AND ATMA NIRBHAR PROGRAMS OF THE GOVERNMENT OF INDIA

smeDEALZ unlocks the value of businesses, avoids shut down, makes exit easy. Creates acquisition opportunities.

smeDEALZ, true to its tagline 'Business Bazaar', enables speedy business acquisitions enabling owners to exit their underperforming businesses. Apart from unlocking the value, smeDEALZ enables revival of ailing business units also, thereby strengthening, on a continuous basis, the country's economy. smeDEALZ supports Start-up India, promotes Make in India, and therefore runs a SME ecosystem with an objective to make our Bharat 'AtmaNirbhar'.



Associate Entities



Finteglaw Knowledge Solutions Private Ltd.
(Advisory on Governance, Risk and Compliance, Cloud based Compliance and Board Governance systems, Outsourcing of all Corporate Compliances)

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Bilwa Global Asset Management Private Limited(Investment Managers to Bilwa Global Alternate Investment Fund)

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