

GLOBAL MIDDAS GROUP : BOUTIQUE CONSULTING & INVESTMENT ADVISORY

CORPORATE PROFILE

Boutique Investment Banking
& Consulting Services

**GLOBAL MIDDAS GROUP :
BOUTIQUE CONSULTING
&
INVESTMENT ADVISORY**



About Us

Global Middas Group is a Boutique Investment Bank & Consulting Advisory Organisation specializing in providing Private Banking & Wealth Management advisory services to Ultra High Network Individuals (UHNI's), Corporate Treasuries, Fund Houses & Family Offices across the Globe.

Premium Wealth Management Products such as Residency Permit Investment Programs and Structured Products offered by Private Banks, Asset Management Companies, Portfolio Management Services, Financial Institution & Fund Houses are suggested you to Corporate, UHNI's & Institutional Investor to meet their Investment Requirements.

Other services Include Equity & Debt Fundraising, Debt Restructuring, M&A Advisory, Fund Setup, Trade Finance etc.



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Our bouquet of services proposes quality, cost effectiveness and efficient. These are backed up by in-depth analysis & expert domain knowledge across different verticals. Our services are of value preposition for:

- Ultra High Net worth Individuals(UHNI) - Family offices – Consulting Firms – Corporate Houses – Investment Banks – Private-Equity Players – Venture Capitalist Firms.

Our niche coverage of different sectors & domain services (both domestic and overseas) provides a one-stop solution to institutions seeking research assistance in investment & business strategies. We at GLOBAL MIDDAS believe, practice and preach “EKLF” philosophy which stands for: Experience & Knowledge Lasts Forever. Looking forward to a valuable association.

***Singapore *Hongkong *Middle East *UK *USA *India**

Founder



★ **Sardar Inder Preet Singh**

Mr. Singh has extensively worked on client engagement on M & A, private equity and Debt Syndication Deals. Engaging in fund raising activities and undertaking market opportunity assessment valuation reports to facilitate investment decision. Collaborate with the top management, to build complex financial models for the fund including multiple stages and processing fundraising for the fund. His successful expertise spread over a decade lies in F&B, Real Estate and Debt Restructuring. His biggest achievement has been to retain clients as well as to expand the client base in a market dominated by private banks and being able to satisfy them by continued outperformance in their investment portfolios vis-a- vis related benchmarks. Mr. Inder Preet Singh holds M.Com, MBA & PGDBM degree.

He has been extensively involved in strategic advisories for Governments , Government undertakings , Corporate , Fund Houses, Credit Rating Agencies, Merchant bankers and UHNWI's.

Fund Raising for various Government Undertakings through Foreign Direct Investment & Fund Raising For Any Central Government, State Governments ,Government Undertakings & Public Sector Undertakings.

It gives us immense pleasure to introduce Global Middas group to you. We are a boutique investment banking firm specialising in raising funds for Governments, Government undertakings, Corporate along with providing cross border alliance synergies across the globe. We work closely with Financial institutions, Corporate, Governments, Merchant bankers , Credit rating agencies, Management & Project Consulting firms etc to provide a comprehensive portfolio of services to our clients. Global Middas has access to international institutional funds who can fund against Sovereign Bonds, Development Bonds, Corporate Bonds, Prime Bank BG's/SBLC's or against any such accredited instrument with ISIN numbers issued in favour of lending institutions through structured funding programmes. These funds can be utilised by central governments, state governments, government undertakings, Corporate for refinancing of their existing debt or to fund their future expansion plans.

Also Mega green field projects , redevelopment & brownfield projects such as Railway/ Metro/Monorail projects, Airport Development, Power Plants, Refineries, Port Development, Smart Cities & Construction or Real Estate, IT Parks, Logistics Park, Commercial SEZ's, Hospitals, Universities , Government Offices , Affordable Housing & Government accommodation etc. can be taken up in similar secured bond structures. Further, we have access to various international Corporate Houses who can bring technology, execution capabilities and financial closure along with them for taking up these projects in PPP, Joint Venture, Joint Development etc. models. Further, we have access to various international Corporate Houses who can bring technology, execution capabilities and financial closure along with them for taking up these projects in PPP, Joint Venture, Joint Development etc. models.

Global Middas can facilitate in bringing such world class companies across the globe for flagship projects of the government wherein Government is required to identify the projects, allocate land and support getting various approvals for the project. For Projects which have all NOC's and approvals in place, complete detailed project report with TEV and Due Diligence in place can be taken up for Financial Closures & Bond Issuances. Further for Central Government /State Government or any other such Government –Semi Government Undertaking Bond Issuance for Fund Raising can be explored.

Our Services- Public Private Partnership (PPP)

PPP: Global Middas Group has access to international institutional funds who can take up big infrastructure projects in Public Private Partnership (PPP). The EPC Partner brings co-investments along with execution capabilities, technology required for the project closure. The respective Government need to give security for the investments through Sovereign Guarantee or other secured bonds.

In PPP model we can take up projects in the below mentioned segments of Economy:

- Affordable Housing
- Waste – to –Energy
- Railways
- Airport
- Sea Port
- Industrial Corridor

Cross Border Alliance : Middas can facilitate in bringing world class companies in Education, Healthcare sector with direct support of domestic Government where Government is required to allocate land and support getting various approvals for the project.

Our Consortium Partner Services – Credit Rating

Capital Market Instrument Ratings

- **Long Term**
 - Bonds / Debentures
 - Tier I / Tier II instruments
 - Preference Shares
 - Structured Obligations
 - Principal Protected Market
 - Linked Debentures
 - Basel norms Compliant Bonds
- **Short Term**
 - Commercial Papers
 - Certificate of Deposits of Banks and Corporates

Municipal and Urban Local Bodies Ratings

- Rating of Municipal Corporations
- Rating of Pooled Finance Instruments

Other Ratings

- Issuer Ratings
- Fixed Deposit Ratings for corporates

Bank Loan Ratings

- **Fund Based**
 - External Commercial Borrowings
 - Term Loans
 - Working Capital Loans
 - Buyers Credit
 - Cash Credit / Packing Credit
 - Overdraft
 - Bills Purchased / Discounted
- **Short Term**
 - Commercial Papers
 - Certificate of Deposits of Banks and Corporates

Municipal and Urban Local Bodies Ratings

- Rating of Municipal Corporations
- Rating of Pooled Finance Instruments

Other Ratings

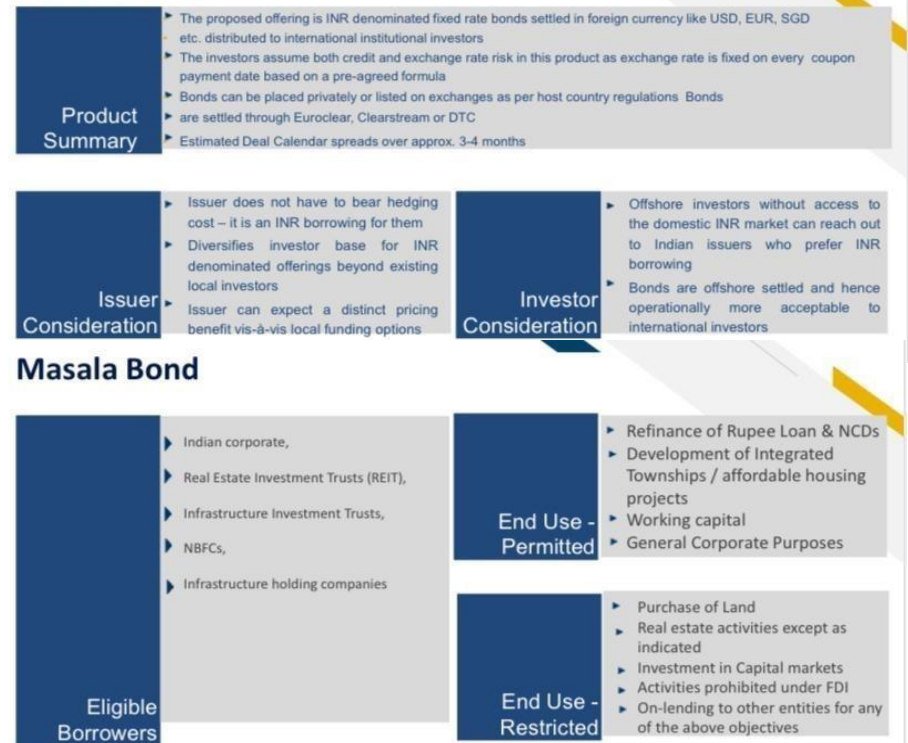
- Issuer Ratings
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Fund Raising For Government Undertakings

Fund Raising Avenues for Government Boards/Bodies

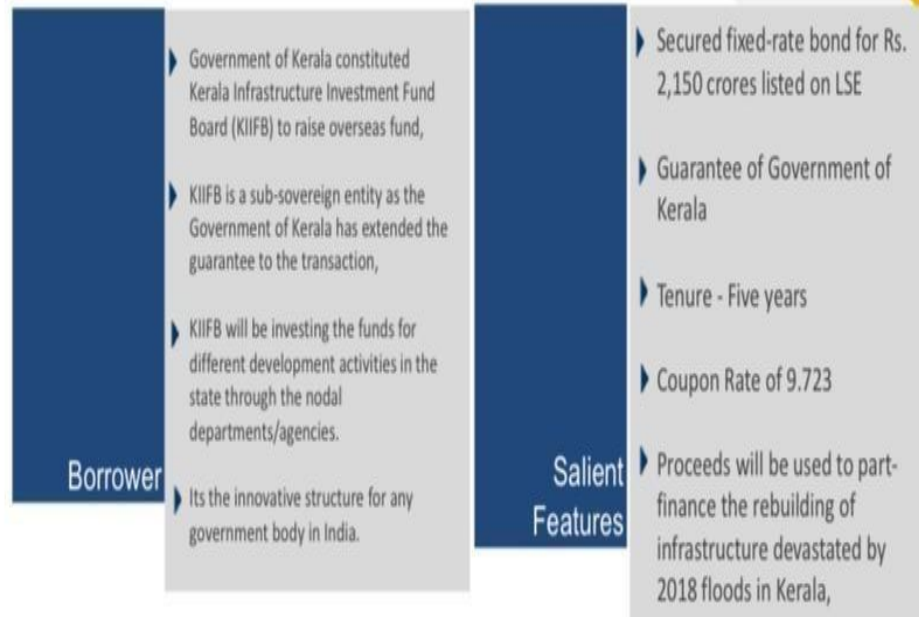


Masala Bond



Fund Raising For Government Undertakings

Masala Bond – Government of Kerala



HDFC Limited

(HDFC is first ever Indian corporate to list Masala bond)

Debt Issuance Story

- Represents the world's first Masala bond issued by an Indian corporate.
- The issue was 4.3 times oversubscribed reflecting strong investor sentiment and paves the way for the opening of the Masala bond market globally to support Indian company and infrastructure financing.
- The final order book was INR 86.73 billion from 48 accounts with final allocations being well-diversified.
- Joint Leads: Axis Bank Ltd, Credit Suisse and Nomura.

Transaction Details	
Issue Date	21 July 2016
Issue Size	INR 30 Billion
Yield at Issue	8.33%
Coupon	7.875%
Maturity	37 Months

Distribution by Investor	
Asset Managers	81%
Private Banks	18%
Banks	1%

Fund Raising For Government Undertakings

NTPC Limited

(World's first green Masala bond by an Indian issuer on London Stock Exchange)

Debt Issuance Story

- The proceeds of the bond will be invested to support wind and solar projects.
- The deal was oversubscribed, with books in excess of INR 29 bn from more than 60 accounts.
- The green certification gave NTPC a global boost and, as a result, better pricing.
- Joint Leads: Axis Bank Ltd, Hong Kong & Shanghai Banking Corporation, Standard Chartered Hong Kong, Mitsubishi UFJ Financial

Transaction Details	
Issue Date	10 August 2016
Issue Size	INR 20 Billion
Yield at Issue	7.48%
Coupon	7.375%
Maturity	5 Years

Distribution by Investor	
Fund managers/ Issuers/ Sovereign wealth funds	80%
Banks	15%
Private Banks	5%

Recent Masala Bond Issues

- According to one of the world's leading stock exchanges, currently, as many as 30 offshore Indian rupee bonds have listed in total on the LSE, raising an approximate amount \$3.5 billion.
- The major Masala Bond issues till date are:
 - Rs 10 billion (\$150 million) issue in November 2014 by IFC to fund infrastructure projects in India
 - Rs 3.15 billion (\$47.25 million) issue in August 2015 by IFC to be used for private sector investments that address climate change in India.
 - Rs 30 billion (\$450 million) issue in July 2016 by HDFC — the first Indian company to issue Masala Bonds.
 - Rs 20 billion (\$300 million) issue in August 2016 by NTPC — the first corporate Green Masala Bonds.

Our Services- Trade Finance

A. Issuance of SBLC

- ★ Fresh cut instrument from a our Preferred Banking Partner (A Prime Bank)
- ★ Country of Issuance : Any of these four countries–UK, Switzerland, Hong Kong, Singapore

B. Monetization of SBLC

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Through the existing client of Middas in Dubai/HongKong/Singapore–
Both recourse and Non–recourse

–Through Preferred Banking Partner

–Monetization of SBLC for Trading Platform

C. Pre-Shipment Financing facility against APG/BG/SBLC

Our Services- Trade Finance (Contd.)

D. Match Making for Trade/Buyer/Seller

Middas acts as a trading consultant for buyer and seller by leveraging its vast network of clientele across the globe those specialise in trading of agro commodities and bullion. So its forte is in doing a demandandsupplymatching for either side.

Along with the deal matching, we can give below services to the client:

- We can negotiate Price and margin required.
- We can contribute on logistics management.
- We can bring funding for executing the trade contract.

E. Trade Financing With association of Trade Finance Partner (TFP)

The Trade Finance Partner (TFP) will join hand with client (Trader) to execute the export order and TFP will issue LC from his book to the seller of the goods.

F. Import Financing

The objective of this model is to reduce the trading cycle thereby empowering the Importer maximising its turnover.

G. LC opening

Middas will get the LC open from its Trade finance partner with a margin money of 23%

Our Services- M&A Service

Over the years, Middas has developed an excellent track record with a very competent team on M&A Advisory Services.

Some of them include:

- ★ **Setting up M& A Fund:** If an anchor investor is ready to come up with \$25-50 million dollar then as an anchor investor then Middas can bring in co-investment in the tune of 5-10x of anchor investor. We can help them get investor board in place and completing the entire fund set up work.
- ★ **Match Making:** If someone is having a sell side mandate then we can bring company who can acquire company from across the globe. And similarly if someone is having Buy side mandate then we can find out Target Company for them for acquisition which will give them best business synergies.
- ★ **Acquisition Funding:** If the client company has already finalised the target company and needs fund for acquisition then the acquirer company only needs to bring in 25- 30% as equity and rest fund Middas can bring in equity or LBO model.

Our Services- Fund Setup

1. Middas can help clients in setting up funds and getting it registered in places/tax heavens which are required for that specific fund
2. Post formation of fund, Middas can assist client by synergising an asset management company that has the necessary experience and expertise. These AMC's will have the required investment management licenses in place. Further they have a diversified sponsor Funds portfolio and already manage some funds in excess of billion dollars spread across decades of rich experience.
3. Middas also brings experienced and professional fund management team to run the AMC
4. If required by fund, Middas can explore investment opportunities for the fund by leveraging its vast investment banking network across globe.
5. We can also bring co-investment to set up fund if an anchor investor is ready to come with 20-25% of corpus.

Our Services- Advisory Services

A. Offshore Company Formation:

We assist company formation in the following offshore location by leveraging our global experience, expertise, knowledge and network.

Country: India, Hong Kong , USA, UK, Anguilla, Bahamas, British Virgin Island(BVI), Delaware, Samoa, Singapore , Seychelles, Middle East etc.

B. FEMA- For Foreign Companies interested in doing business in India

- ★ Advise on appropriate structure in India – Wholly owned subsidiary , Liaison office or Branch office.
- ★ Obtain RBI permission for forming company /liaison office.
- ★ Advise on funding the Indian company
- ★ Advise and create off shore structures for entering India market.
- ★ Advise and create structures for repatriating profit earned in India in most tax efficient manner.
- ★ Offer nominee directors/ shareholders for your Indian company /Joint venture.
- ★ Offer Client account facility for effecting payments in India on SOS basis

Our Services- Advisory Services (Contd.)

c. Corporate Financial Service

★ Project Finance

We have a commendable track record of having successfully arranged low cost funds viz. long term/ working capital loans in India and External Commercial borrowings for start ups/expansion projects from financial institutions, banks and venture capitalists. We assist in the entire process of raising finance including:

- Preparation of detailed project reports.
- Liaison with financial institutions/banks.

★ Financial restructuring

Our services in this field include:

- Developing a restructuring plan based on a detailed assessment of operational, legal and financial aspects.
- Facilitation of negotiation with lenders, creditors.
- Monitoring the implementation of the plan.

★ Business valuation

We play a key role in valuing sell-outs, buy-outs and existing businesses by employing appropriate valuation basis / methodologies on an assessment of legal, operational and financial aspects.

Our Services- Advisory Services (Contd.)

D. Financial Turnaround Advisory:

- Realigning debt/interest outflow with future cash flows. Also correcting long-term/short-term mismatches to ensure business continuity and support financial turnaround.
- Recapitalization/Debt Refinancing: Funding debt settlement, capital expenditure and other activities which facilitate turnaround.
- Buy-side and sell-side advisory in distressed assets with business viability roadmap to create value.
- Transaction advisory business strategy formulation and business plan development, target identification, financial commercial and operational due diligence and financial modeling . Act as lead advisors, provide bid support, deal structuring advice and post deal monitoring services

E. Private Placement Programs (PPP)

Our Preferred Banking Partner (PBP) will facilitate to invest the Provider's share in the Trading Program approved by them. It may be weekly program or Bullet Programme which ever would be running at that point in time. The return is as per the program run by the platform.

Our Services- Advisory Services (Contd.)

E. Private Banking

We can facilitate and help UHNI Investors, Corporate & Institutions to set-up private banking account in best private bank across the globe & help them meeting their compliance.

G. Wealth Management

H. Portfolio Advisory Service

Our Services- Equity Fund Raising

The global investors, brought by us, not only bring financial closure for the Investee Company but also based on the business model could provide the following advantages:

- Make the Investee company debt free by doing a debt swap so that the high cost debt does not hamper the future liquidity & growth of the business. Also where complete debt swapping doesn't provide any strategic advantage they can restructure the debt and can use the capital for growth of business which in itself can service the debt and scale up the business.
- For strategic investments & to boost inorganic growth, funding for M&A is also been supported by investors.
- In case the existing promoters want to consolidate their share holding, the investors can also provide financial support for the same.
- The future business investment requirements spread over a period of next 6-10 years as the case may be is completely backed by the investors group.
- The investors, based on the feasibility, viability of the business & the expertise of the existing promoters group, try to identify business synergies & opportunities across the globe in order to have a global presence for the business group.

Our Services- Equity Fund Raising (Contd.)

- To manage the exit from the Investee Company by listing at any of the international equity exchange, active role is played by the investors group for successful issue management so that the group as a whole can get the best valuation from the market.
- To add value to the Investee Company internationally accepted best processes, system & board comprising of globally experienced professionals brings the Investee Company in par with any of the world's best professionally managed group.

All these are some features which the association of investor & Investee when mutually agreed upon brings to the Investee Company to generate the best valuation for the business and can hardly be matched by another conventional equity investors & placement.

The fund raising exercise is based on certain basic parameters:

- Company should have a track record and history, should have a business plan in place which would be authenticated through DD from top auditing firms, both at group level and project level.

-The funding is not confined to India based promoters or Indian projects but is also available for any corporate across the globe. It's not a private funding it's a structured funding through global financial institutions.

Partnering with us

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Contact Us

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Sardar Inder Preet Singh

Founder

Global Middas Group

+91 9717659522/9650948729

info@gmf.org.in

globalmiddasgroup@gmail.com

inder.middas@gmail.com

*** Singapore * Hongkong * Middle East * UK * USA * India**

website : www.gmf.org.in, www.gmnri.org.in

Email : info@gmf.org.in, inder.middas@gmail.com, globalmiddasgroup@gmail.com

Address : 978 Aggarwal Millennium Tower2, Netaji Subhash Place Pitampura, New Delhi 110034

Phone : 011-47038513 , 9717659522