

The background of the entire page is a photograph of two business professionals, a woman on the left and a man on the right, both wearing glasses and business attire. They are looking down at a tablet computer held by the man, with the woman pointing at the screen. The image has a blue color overlay. The text 'CORPORATE FINANCE & TRANSACTION ADVISORY SERVICES' is overlaid in large, white, bold, sans-serif font across the middle of the image.

# **CORPORATE FINANCE & TRANSACTION ADVISORY SERVICES**

HLB Mauritius is an independent member of HLB the global advisory and accounting network

## CORPORATE FINANCE & TRANSACTION ADVISORY SERVICES

**HLB Mauritius**, along with its partners, is a specialist corporate finance house that delivers comprehensive and professional transaction advisory services.

We provide corporate finance advisory and transaction support (including financial investigation and reporting) services for:

- Buy mandate, Acquisitions and Mergers
- Sell mandate/ Disposals
- Fund- raising
- Management buy-outs and buy-ins
- Private Equity Advisory / Debt Structuring / Floatation of shares on the Stock market
- Joint Venture Structuring & Strategic Alliances
- Strategic financial advice





## Buy Mandate, Acquisitions & Mergers

We provide advice at every stage of acquiring or merging with a company, from researching and identifying potential target companies to conducting a due diligence investigation and negotiating and structuring a deal through to completion.

We provide the support and advice needed to ensure that our clients know what they are acquiring – and that it is at the right price.

We assist our clients through the following steps:

- Target Identification
- Target assessment
- Valuation
- Preparation of Letter of Intent (LOI)
- Conduction of Due Diligence
- Sealing of the deal



## Sell Mandate & Disposals

On the other hand, if someone is looking to sell his business, we advise him on the best timing and likely value. We then find potential buyers and negotiate the sale on our client's behalf and manage the transaction through to completion.

Our primary objective is to deliver to the shareholders the best possible value from a competitive process whilst ensuring maximum confidentiality at all times.

We have in place a team of consultant which will assist client with their sale of business and properties. We engaged ourselves throughout the following steps:

- Preparation of sale documents
- Identification of potential target market
- Preparation of marketing collaterals
- Drafting of Information Memorandum and Non-Disclosure Agreement
- Participation in negotiation process with potential buyers
- Completion of the sale



## Fundraising

Our consultants are expert at identifying the best structure, source and cost of capital to allow your businesses totake off. We strive to ascertain the most economically attractive and flexible financing structures consistent with the current market conditions and management objectives.

We provide our clients with in-depth debt, venture capital and equity fund raising advice and secure the funding they need through our network. We think outside the box and advise clients on “alternative” sources of finance which go beyond the traditional realm of bank financing. HLB Mauritius assist and advise client :-

- On the optimum corporate financing structure, considering the client's historical and projected operating results, shareholder/management needs and investor requirements.
- In the preparation of requisite offering materials for institutional investors to make a solid commitment topurchase the offered securities.
- In negotiating conditions to obtain commitments on material terms, including pricing, prepayments, covenant structure, etc.
- In overseeing the subsequent phases of the process to assure a timely close

*Do you need capital for growth, re-structuring or shareholder exits?  
Do you have a project and are looking for finance?*

Traditional financing models that we advise clients are: -

- Long term loan
- Short term loan
- Leasing
- Factoring
- Overdraft facilities

Alternative sources of finance that we recommend to clients are: -

- Equity investment
- Angel investors
- Leasing
- Mezzanine financing
- Crowd funding
- Venture Capital
- Loan syndication



## Management Buy-Outs And Buy-Ins

Management buy-outs (MBOs) are complicated transactions, with many issues that need resolving simultaneously for the transaction to progress smoothly. As experienced advisers, we help structure the deal, agree the right price, conduct a thorough and commercial due diligence review, raise the finance, and guide you through the entire process.

Conversely, Management buy-in (MBIs) is similar to MBOs with the extra complexity of the buy-in team not having the detailed inside knowledge which an incumbent management team would benefit from. This is particularly the case in the early stages of a transaction where the MBI team can be banned from talking to incumbent management.

In these circumstances it is vital the MBI team has a credible and committed financial backer and advisers and develops excellent relations with the vendor and the vendor's advisers.

We can provide assistance to MBI teams to not only identify the right investor to work with, but also in situations where a business has not yet been identified, to find an appropriate target and then work together as a team to conclude the transaction.



## Private Equity Advisory

If you are a private equity investor, we can provide advice such as financial and strategic planning, modelling, due diligence, debt raising, project management and general buy-side advice. We also provide exit advice, including managed trade sales, secondary buy-outs, IPO preparation and guidance. And, from our network of clients and our proprietary deals, we can introduce you to a wide range of investment opportunities.



## Joint Venture Structuring & Strategic Alliances

The formation of a Joint Venture (JV) or Strategic Alliance (SA) is a complex process. After a compatible JV Partner (JVP) or SA Partner (SAP) is selected, the specific goals of the enterprise must be defined, the structure of the JV/SA must be negotiated, numerous legal issues must be recognized and resolved, and potential areas of conflict between the JVPs and SAPs must be identified and reconciled. Structuring any JV/SA may present a challenge. This is especially true where parties are from different jurisdictions and various cultural backgrounds are involved.





## L.Clensy APPAVOO

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Clensy is the Senior Partner and is a Fellow member of The Association of Chartered Certified Accountants (ACCA) and he holds an MBA from Oxford University with specialisation in Global Business Strategy. He also reckons further studies in marketing and information technology. After 10 years spent in the public service, having worked successively at the Supreme Court of Mauritius and the Income Tax Department,

Clensy joined the Mauritius Chamber of Agriculture as Chief Accountant. In 1989 he founded HLB HLB Mauritius, firm he helped to grow into one of the major firms of Accountants and Consultants in Mauritius. Over the years, Clensy has been the driving force of HLB Mauritius which has evolved as a dynamic service provider.



## Bilal KORIM

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He is the manager of the consultancy arm of HLB Mauritius. He specializes in the realization of macro-economic studies, strategic management assignments, financial studies, corporate finance works and international consultancies. He reckons some 17 years' experience in business consultancy. Bilal is a Fellow member of The Association of Chartered Certified Accountants (ACCA) and holds a BSc (Hons) Management with specialization in Marketing Management from the University of Mauritius.

## Alwyna JUTTUN

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Alwyna occupies the post of Assistant Manager - Advisory with HLB Mauritius. She holds an MSc in Financial Economics and a BSc (Hons) in Business Economics and Investment Analysis from the University of Mauritius. She forms part of the consulting team of experts and Alwyna has developed expertise in high-level research work and the implementation of 'Project Metrics'.





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