



BUSINESS ADVISORY SERVICES

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



HLB Mauritius : Corporate, Secretariat, Advisory provides a wide range of business consultancy services to a wide spectrum of businesses coming from different sectors of the economy irrespective of their sizes and their activities.

BUSINESS CONSULTANCY

We assist enterprises at different levels, namely:



Project Implementation



Strategic Development



Operational Efficiency



Growth and Innovation



Macro-Economic Studies





Project Implementation

In this ever growing competitive environment, every business has to evolve and look for new ventures to beat competition or at the worst, to survive. We help firms by conducting:

Feasibility Study

To ensure that new ventures are viable and sustainable. It involves the preparation of financial projections of projects over the foreseeable economic duration of a project and estimate the level of profitability and cash flows at present day value.

Business Plans:

Such plans detail an organisation's vision, mission, goals, objectives, strategies and a blueprint which sets out the financial parameters for proper implementation of a project and against which performance can be measured. We also advise on marketing aspects, organisational structuring and corporate matters.

Share Valuations:

Valuing shares based on International Standards on Valuation while taking into consideration inherent factors associated with each valuation.



Strategic Development

At strategic level, we help organisations in developing, analysing and controlling strategies. Our services include:

- Strategy formulation and implementation
- Corporate Culture Evaluation
- Business Re-orientation Plan
- Mergers & Acquisitions
- Market research
- Business & Financial Restructuring



Operational Efficiency

At operational level, our aim is to assist organisations to improve their performance and become more efficient and effective through:

- Organisational & Operational Reviews
- Organisational Audit
- Flash Diagnosis to identify areas of weakness
- Business Review & Re-engineering
- Performance Management & benchmarking
- Fraud Prevention, Risk Assessment & Management
- Financial or Operational Due Diligence



Growth And Innovation

With the advent of new technologies, there is a great number of disruptions in business models. Enterprises are now obliged to innovate and adapt to new ways of doing business. Our services in this area include:

- Machine learning for outline tasks
- Research of available technological input, tools and software
- Development of growth strategies
- Benchmarking of best practices in each particular industry group.



Macro-Economic Studies

HLB Mauritius also reckons a track record of consultancy works at national level. Our macro-economic and sectoral studies include the following:

- Design and realisation of Economic and Market Surveys
- Conduct of Socio-economic Studies at macro level in diversified areas: Poverty assessment, Education, Skilling and Re-skilling.
- Research and Policy Analysis.
- Specific studies commissioned by International Funding Agencies..



CORPORATE FINANCE SERVICES

HLB Mauritius, along with its partners, is a specialist corporate finance house that delivers comprehensive and professional 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 •
- Joint Venture Structuring & Strategic Alliances •
- Strategic financial advice •



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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: -

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

- 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

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.





SME DESK

We operate a dedicated SME desk which assists SMEs with their Registrations at SME Mauritius Ltd and we provide them with a full range of Business Advisory Services. We also provide SMEs with the support and guidance required under one stop shop to help them build their roadmap to entrepreneurial success. We provide SMEs the following services:



SME Registration And Network Development

Our consultants strive to provide proper guidance and support required by SMEs by looking at their stage in the business cycle. Business diagnosis is conducted to identify problem areas and feasibility study is conducted to build a proper business model for SMEs to be successful and reach out the international ground. Our advisory services are classified under the three sections below:



SME Advisory Services

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Start Up Boost	Business Development including finance advisory, training and up-skilling	Growth Strategies
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In this globalization era where there is a growing complexity of the business environment and the growing number of business-related investigations, Forensic Accounting is gaining more and more impetus.

Over the years we have developed expertise to assist in the investigation of various financial and business-related issues including fraud.



FORENSIC ACCOUNTING SERVICES

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Insurance Claim Assessment

Insurance policies differ significantly as to their terms and conditions. Accordingly, these assignments involve a detailed review of the policy to investigate coverage issues and the appropriate method of calculating insurance loss. We also provide expert witness evidence in Court to support our findings.

We have adjusted a tremendous amount of insurance claims related to the following events:

- Burglary
- Damage by Cyclone
- Fire
- Riots
- Flood
- Robbery of cash in safe
- Loss of profits resulting from machinery breakdown, etc



Claim Preparation

We provide an unparalleled industry experience in claim handling, advocating on behalf of our clients and assist them in preparing and presenting challenging claims in such a way that quick and favorable recovery is achieved.



Fraud Preventions & Detection

Fraud has an important impact on organizations, and it can be financially devastating while it can easily damage the organization's reputation.

Our forensic experts look beyond the numbers, deal with the business reality of the situation and deliver independent opinion in clear terms.

Our expertise involves:

- Fraud prevention and investigation
- Reconstruction of fraud and fraudulent practices
- Interview of witnesses and alleged perpetrators
- Liaise with regulatory bodies as needed
- Prepare fraud reports for court purposes
- Create an antifraud policy and code of conduct



Risk Management

Our risk management services aim at helping clients to identify their risks within their operating framework. We then devise policies to diagnose, detect and respond to risks.

We assist clients by:

- Provide a 360-degree approach to risk management
- Develop a fraud response management plan
- Review investigation and remediation protocol in relation to best practices
- Assist in fraud awareness training
- Investigate due diligence
- Corporate intelligence
- Ethics and Anti fraud programs



Support in Civil Litigation

Keeping in mind the relevant procedural rules, we conduct our civil litigation support assignments with the goal of developing tangible and admissible evidence.

Our services consist of the following:

- Qualification of loss of earnings following personal injury and fatal accident claims
- Act as arbitrators and mediators in legal dispute
- Computation of consequential loss of profits following business interruptions
- Conduct of business and share valuations in case of dispute between parties
- Act as expert witness in forensic claims involving inter alias: -

Breach of
warranties

Disputes over
royalties

Professional
negligence

Property loss



REAL ESTATE CONSULTANCY SERVICES

Mauritius is actually going into a rapid and unprecedented growth in the Real Estate sector. This development has been graduated even further with the introduction of the Real Estate Development Scheme (RES) brought forward by the Government in pursuance of its economic diversification strategy.

Indeed with the Integrated Resort Scheme (IRS), the Real Estate Scheme (RES) and the Invest-Hotel Scheme (IHS), the Real Estate sector has been given a new dimension with access to ownership of both freehold and leasehold properties by foreign developers and businesses in general.

We provide a one-stop shop to Real Estate Promoters and our services include the following:



Project Planning & Structuring

With the support and expertise of other Strategic Business Units within Appavoo Group, we advise business promoters on the most appropriate legal structuring for their projects with the following objectives in mind:

- Efficient Tax planning
- Good governance
- Accountability and transparent management
- Achieve the triple bottom-line: maximum profitability, environment-friendly and socially responsible

We assist Promoters in the application for IRS/RES/IHS certificates and ensure follow-up with the relevant Authorities to facilitate project implementation.



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Feasibility Study Report & Business Plan

Feasibility Study is a key requirement in project implementation, and it serves to guide Promoters in assessing a project's viability. It also provides the basis for finance negotiation and provides an Action Plan for phasing-in the project. A Feasibility Study determines, inter alias:

- The investment cost
- Financing sources and how to structure them
- Cash flow & profitability profiles over the project's economic life
- Business economics: return on investment, financial risk factors and contingency plans
- The viability of the project with the triple bottom line objective
- Risk factors and how to deal with them



Finance Negotiations

We lead corporate finance negotiations on behalf of Promoters and assist them in obtaining finance at competitive interest rates.

In addition, we also negotiate with banks for 'Special Buyer's Scheme' for banking facilities to provide potential buyers access to finance.



Financial Management

We use internal expertise within [HLB MAURITIUS](#) to assist Promoters during the construction period, to manage their financial resources with the following deliverables:

- Deal with all accounting routines: procurement scheduling, handle suppliers' invoices, data capture
 - Preparation of accounts (daily, monthly, etc)
- Preparation of treasury management reports to identify funding requirement and avoid any shortage.

- Collection of debtors' and investors' monies.
- Provide comprehensive compliance services including preparation and filing of VAT Returns



Marketing

We have a specialist team for the marketing of real estate products with a local and international distribution network. Our services include:

- Marketing & Design Services (conception and design of logo, brochures, advertising spots and other supporting tools)
- Sale of real estate products





L.Clensy APPAVOO

clensy@hlb-mauritius.com

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

bilal@hlb-mauritius.com

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

alwyna@hlb-mauritius.com

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'.





HLB CORPORATE SERVICES (MAURITIUS) LTD
CORPORATE | SECRETARIAT | ADVISORY

Appavoo Business Centre, 29bis Mère Barthélemy Street,
11324 Port Louis, Mauritius

T: +(230) 203 3900 | **F:** +(230) 211 3152

E: corporate@hlb-mauritius.com | **W:** hlb-mauritius.com