



CORPORATE PROFILE

2024

**DEFINE
DELIVER
DELIGHT**

OUR MISSION

Three words that convey a powerful meaning
about what we truly stand for

by defining specific targets and
action plans

DEFINE



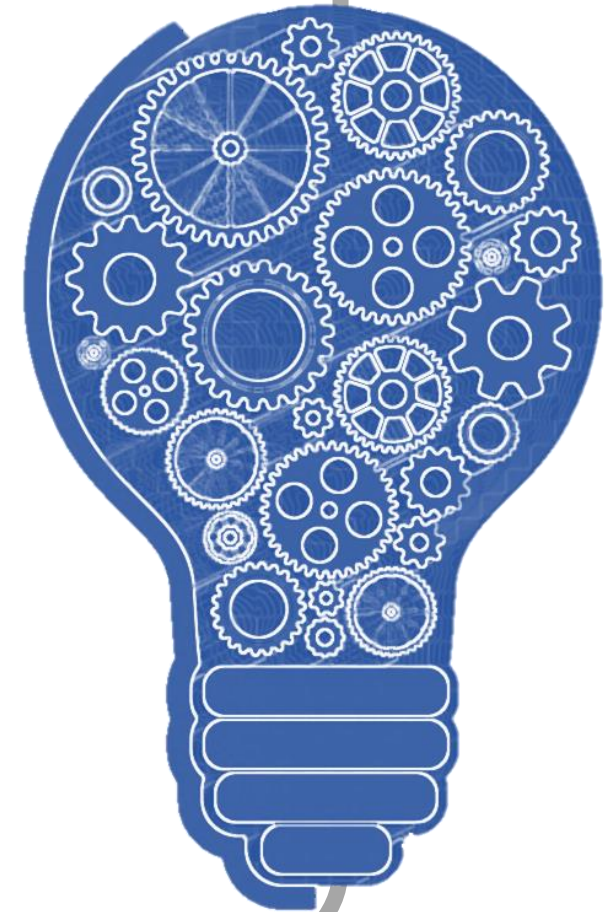
we convert these new ideas
into a fruitful reality

DELIVER



as an organization we strive for
customer delight

DELIGHT



INTRODUCTION



Mindspring, founded in **September 2004**, is a mid-market firm comprising professionals with rich experience and core focus in the field of Corporate Finance & Management Consultancy.



Besides India, Mindspring forayed into international markets, first in the Middle East and later to clients originating from Europe and North America for inbound and outbound transactions and consulting.

OUR SERVICES

TRANSACTION ADVISORY



- M&A (Domestic, Inbound and Outbound)
- Private Equity/VC funding
- Valuation Analysis
- Due Diligence Reviews
- Corporate Restructuring
- Debt Syndication
- Debt Restructuring

BUSINESS CONSULTING



- Shared CFO services
- Business Planning
- Feasibility Studies
- Corporate Restructuring
- SOP & MIS Development
- India Entry Strategies

INDUSTRIAL CONSULTING



- Total Productivity Management
- Quality Management
- Operations Efficiency Enhancement
- Organization Structuring
- Workflow Improvements

END TO END BUSINESS SOLUTIONS

- ✓ We believe that our clients expect the financial advisor to assist them in appointing and coordinating with other advisors (e.g. legal, tax) in the course of an engagement.
- ✓ Through our close association with reputed law firms and experienced tax professionals, we offer such end-to-end solutions, whenever need arises.

INTERNATIONAL REACH



We have a network of International Partners for seamless advisory services between India and other geographies. Within India too, we work with local associates in various cities on a need basis in order to increase work efficiencies on projects.

PARTNER FIRMS



Our Langcliffe India practice, in collaboration with **Langcliffe International, UK**, offers a unique proposition to our acquisitive Indian clients in their quest to achieve a global footprint spanning Europe and North America.

Langcliffe International is Europe's largest deal origination platform, and together with Mindspring's full-service capabilities, helps in the inorganic global expansions of companies in India.



Mindspring is a Founder Member of **i-DealNet.com**, a network of international M&A firms with 10+ years of history of cooperation and success in delivering value to our clients.

KEY VALUE DIFFERENTIATORS



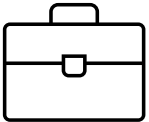
SENIOR RESOURCE INVOLVEMENT

Involvement of senior level resources throughout the engagement leads to an effective and efficient path towards deal closure.



PERSONALISED TOUCH, LONG TERM RELATIONSHIP

We are not plain “Deal Makers” but consider ourselves an extension of shareholders’ strategy team and an integral part of the company’s management team.



WHOLE GAMUT OF SERVICES

Besides the deal advisory process, we act as the single focal point for all constituents of the deal
If necessary, we can help appoint suitable advisors for tax and legal support on the project.

TEAM PROFILE: CORE TEAM



RISHIKESH SHINTRE

Founder & Director

Rishikesh has 23 years of experience in the field of Management Consulting and Investment Banking across sectors like Auto & Engineering, Food and FMCG, BFSI & BFSI Tech, Healthcare Tech, Building Materials, Pharma & Lifesciences, etc. [Know more](#)

Business Analysts



AKASH CHAURASIYA

Associate



AISHWARYA BADHE

Analyst



ANUSHKA SABADRA

Analyst



NEEL SHINTRE

Analyst



ATHARVA KULKARNI

Analyst

TEAM PROFILE

SUBJECT MATTER EXPERTS



ANUP LAIWALA

Anup has 2+ decades of global experience working with MNC companies, Private Equity groups and has been a Start-Up co-founder. He is a Chartered Accountant from India and MBA-Finance from University of Illinois, USA. [Know more](#)



NITEEN GADGIL

Niteen has 3+ decades of corporate & consulting experience in the Lifesciences industry and cutting across multiple roles from strategic/management leadership to transactions and business/financial advisory projects. [Know more](#)



AMOL GOKHALE

Amol has about 3+ decades of experience in Strategy, General Management and Business Development roles across sectors like Auto & Auto Ancillaries, Industrial & Engineering Products & Services and Agri Businesses. [Know more](#)



PARAG DATAR

Parag has about 2+ decades of experience in most of business processes viz. Sales & marketing, Business Development, Strategic Sourcing & Supply Chain Management, Vendor Development and Production Planning & Control. [Know more](#)

CORPORATE LEGAL



RIDDHI PATEL

Riddhi specializes in corporate restructuring, legal due diligence and corporate law advisory for listed and unlisted companies, foreign subsidiaries. [Know more](#)



SANCHIT RANADE

Sanchit handles various secretarial and compliance assignments including Registration of Companies and LLPs, and their Conversions, RBI and FEMA related matters. [Know more](#)

REPRESENTATIVE TRANSACTIONS (INDIA & CROSS BORDER)

M&A, JOINT VENTURE AND OTHER TRANSACTIONS



MASS-TECH CONTROLS

Slump Sale of EV
Chargers Business to
Siemens

2023



CAPTRONICS SYSTEMS

Sale of 100% stake
to Safran, France

2022



VACS Technology Pvt. Ltd.

VACS CONSULTING

Advisor to Majority
Shareholders on
Acqui-hire transaction
with Deloitte

2022



MERU MOBILITY

Sale of Founder's
Equity to Mahindra
Group

2021



Screen Print India

SCREEN PRINT INDIA

Sale of the Exhibition
Business to Messe
Frankfurt, Germany

2020/2017



RELIABLE
Autotech Pvt Ltd

RELIABLE AUTOTECH

Buyout of PE Stake
by Promoters

2019



AQUACENTRIC
THERAPY
Redefining Physiotherapy

AQUACENTRIC

JV with Mr. Harsh
Mariwala in aquatic
physiotherapy

2018



Uni-Automation (I) Pvt. Ltd.
Energy, Sensor, Systems
Solutions

UNI-AUTOMATION

Acquisition of
Resenso AG,
Switzerland

2016

REPRESENTATIVE TRANSACTIONS (INDIA & CROSS BORDER)

M&A, JOINT VENTURE AND OTHER TRANSACTIONS

MK DIES

MK DIES

Sale to an HNI

2015

 **italasia**

AISA, ITALY

Joint Venture with
Nishna Buildtech

2014

 **SEPPIC**

SEPPIC, FRANCE

Evaluation of an
Excipient Company
in India

2013

 **NATUREX**

**VALENTINE AGRO
NATUREX, FRANCE**

Sale of Valentine &
Acquisition Evaluation of
other targets

2012

 **ihc**

IHC, UK/INDIA

Acquisition of
Adelie Foods, UK
for \$350 mn as an
LBO

2012

**FINOTEX
FIBRECAST**

FINOTEX FIBRECAST

Sale of 50% stake
to Court Holdings,
Canada & CCD
Valuation

2011

REPRESENTATIVE TRANSACTIONS (INDIA & CROSS BORDER)

M&A, JOINT VENTURE AND OTHER TRANSACTIONS



SKY GOURMET

Divestment of
100% stake by IHC
to Gate Gourmet,
UK

2010



H-FARM

H-FARM, ITALY

Joint Venture with
Times Group for a
startup

2009

AUTOSCREEN

AUTOSCREEN

Sale of business to
Saati, Italy

2008



FAMI, ITALY

Strategic partnership
with Godrej Group

2007



HOERBIGER, AUSTRIA

Identification &
Evaluation of
acquisition targets
in India

2006

**DATAR
SWITCHGEAR**

DATAR SWITCHGEAR

Merger with L&T
and debt
restructuring

2006

REPRESENTATIVE TRANSACTIONS

FUND RAISING



MASS-TECH CONTROLS

Fund Raise from
SIDBI Venture

2022



RELIABLE AUTOTECH

Acquisition
Financing

2019



INDITECH

Assistance in HNI
Funding for a
healthcare
education business

2018

FAROMA

FAROMA

Angel Funding in a
food-tech Venture

2017-18

WbM

WbM

Assistance in funding
from a family office in a
media-tech company

2017

DATAR
CANCER GENETICS

DATAR GENETICS

Brand Capital
investment by Times
of India/Investment
by Apollo Group

2014-16



VANITY CASE GROUP

PE Funding of ~\$1 mn

2009-12

MERU

MERU MOBILITY

PE Funding of ~\$30+
mn

2007-10

REPRESENTATIVE TRANSACTIONS

DEBT SYNDICATION & RESTRUCTURING



RELIABLE AUTOTECH

Debt Syndication

2022



WAULITE

Debt Syndication

2021

AFFORDABLE ROBOTICS

AFFORDABLE ROBOTICS

Debt Syndication

2018-19



POWERDEAL ENERGY

Restructuring of
\$27 mn long term
and shortterm debt

2015

MK DIES

MK DIES

Debt Syndication

2015



KONSTELEC ENGINEERS

Debt Syndication



AVALON COSMETICS

Debt Syndication
totaling to \$9 mn



VALENTINE GROUP

Debt Refinancing-
Interest Cost
Reduction by 3%



V-LINK GROUP

Debt Financing
totaling to \$20 mn

REPRESENTATIVE TRANSACTIONS

BUSINESS & SECURITIES VALUATIONS



DATAR
CANCER GENETICS

DATAR GENECTICS

Healthcare

Business Valuation

2021



GIST ADVISORY

Sustainability

Business Valuation

2020



GATIMAN

Auto Ancillaries

Business Valuation

2019



SAI ESTATE

**Real Estate
Services**

Business Valuation

2019



**MASS-TECH
CONTROLS**

**Industrial & EV
Chargers**

Business Valuation

2018



KOOH

Sports Company

Share Valuation

2016



EXOTECH ZANINI

Auto Ancillaries

Business Valuation

2014



**DEUTSCHE
SECURITIES**

BFSI

Share Valuation

2014



TENOVA MULTIFORM

Engineering

Share Valuation

2012

REPRESENTATIVE CONSULTING PROJECTS

BRAND & INTANGIBLE VALUATIONS



GRG ATM

IP Valuation in Rural
Fintech

2020



ENCHANTED VALLEY CARNIVAL

Event Management
& IP

2015



WAH RESTAURANTS

Bakery, Hotel,
Restaurants &
Corporate Catering

2010-13



BRAND PROMOTIONS

Event Management
& IP

2012



SKYGOURMET CATERING

Flight catering
business

2010-12



SHAWMAN SOFTWARE

POS Software for
F&B Industry

2008



MELSTAR

IT Software

2007



CYBER SCHOOL TECHNOLOGY SOLUTIONS

E-learning solutions

2007

REPRESENTATIVE TRANSACTIONS (INDIA & CROSS BORDER) DUE DILIGENCE



XPERTTECH INC.

Due Diligence

2016

**TRAVEL
PORTAL (AHS)**

**TRAVEL PORTAL
(AHS)**

Due Diligence

2015



APEX ENGINEERING

Due Diligence

2013



MEHTA GROUP

Due Diligence

2012



KERAKOLL

Management Audit

2012



TRANZLEASE

Due Diligence

2011

REPRESENTATIVE CONSULTING PROJECTS

CFO SERVICES, FINANCIAL MANAGEMENT & BUSINESS SERVICES

**YAAI
TECHNOLOGIES**

YAAI TECHNOLOGIES

SOP Development
& Implementation

2022

RELIABLE
Autotech Pvt Ltd

RELIABLE AUTOTECH

Capital & Debt
Management;
Stakeholder
Financial Planning

2018-19

INDITECH
Technology Services

INDITECH

CFO Services,
Accounting &
Compliances &
Investor Relations

2017-19

Seshaasai

SESHAASAI

Strategic Business
Planning, SOP
Implementation,
Operational
Improvements

2013-17

KERAKOLL
The GreenBuilding Company

KERAKOLL

CFO Services &
Independent
Directorship

2007-10

MERU

MERU MOBILITY

Financial Control,
Budgeting, Member
of Core
Management

2007-09

AVALON
COSMETICS

AVALON COSMETICS

Corporate
Reorganization,
Financial
Management

2004-08

REPRESENTATIVE CONSULTING PROJECTS

MARKET ANALYSIS, ENTRY & EXPANSION



AISA, ITALY

Joint Venture Advisory
& Comprehensive
Company Formation

2014



MARCHETTI, ITALY

Market Analysis &
Distributor Identification
& Evaluation

2014



DURALOCK, UK

Market Analysis
Customer Profiling

2013



NATUREX, FRANCE

Detailed Market
Scan to identify &
evaluate
Acquisition Targets

2012-13



CASAGRANDE, ITALY

Corporate Structuring &
Comprehensive
Company Formation

2010



KERAKOLL, ITALY

Plant location study
Independent
Directorship

2010

REPRESENTATIVE CONSULTING PROJECTS

MARKET ANALYSIS, ENTRY & EXPANSION

MOBI-DRINK

MOBI-DRINK

Comprehensive
Business & Financial
Management

2016-17

FRESHKINS

FRESHKINS

Business Model
Implementation,
Financial Monitoring &
Control

2014

AMA

AMA, ITALY

Development &
implementation of factory
SOPs, inventory
management & MIS
system

2012



IHC (SKY GOURMET & MARS RESTAURANTS)

Development &
implementation of
accounting &
MIS systems

2011



ATRIA CONVERGENCE TECHNOLOGIES

Formulation of
organisational structure,
MIS, responsibility matrix
& operations SOPs

2009



V-LINK FLEET

SOP development &
implementation for
operational, fuel
management & MIS

2008

REPRESENTATIVE CONSULTING PROJECTS

BUSINESS PLANNING



ARAPL

Financial Modelling
& Investor Deck

2021



MASTERJI.AI

Business planning &
financial modelling

2021



NEO MILK

Business planning &
financial modelling

2013



KELVIN COLD CHAIN

Business planning &
financial modelling

2013



SESHAASAI

Development of future
business strategy &
reorganization of
accounting system

2013



SKY GOURMET

Budget planning &
MIS development

2010-13



CYBERSCHOOL

Business planning
and strategy
formulation

2011

REPRESENTATIVE CONSULTING PROJECTS

BUSINESS DEVELOPMENT & BUSINESS CONSULTING

MONALISA

MONALISA

Staffing solutions
business for
engineering services

2016

META

META

Driver training business
and its business
development

2015



INSIGHTGURU

Online tests, psychometric
evaluation & its
commercial business
development

2015



KOLDPLAY

A branded ice-
cream company &
its franchise
development

2015



MARCHETTI

An Italian luxury furniture
company & its commercial
business development

2014

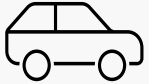


SCHNELL

An Italian building
material company & its
commercial business
development

2012

INDUSTRIES SERVED



**AUTO &
INDUSTRIALS**



**TECH &
INNOVATION**



**RETAIL &
CONSUMER**



**LIFESCIENCES
& HEALTHCARE**



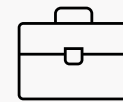
**CAPITAL
GOODS**



**BFSI
SERVICES**



**PLASTICS &
METALS**



**BUSINESS
SERVICES**

ILLUSTRATIVE CLIENTS SERVED

AUTO & INDUSTRIALS



INDIA

Elcom International
Finotex Fibercast
Meher Capacitors
Attero
Polo Queen
Rotocast
Gatiman
Teknoflow

INTERNATIONAL

Sigma Engineered Solutions, US
Modelleria Brambilla, Italy
Casagrande, Italy
Hoerbiger, Austria
Fami, Italy
Horizon Energy, UAE
Court Holdings, Canada
Hashi Impex, Kenya

TECH & INNOVATION



H-Farm
Way Beyond Media
GovEVA
Cubot
Flytxt/RoboX

H-Farm, Italy
Cyberschool Technologies, UAE

RETAIL & CONSUMER



Vanity Case Group
Samrat Plywood
Monica Alcobev
Valentine Agro
Tastel Foods
Euro Fruits

Testi, Italy
Kerakoll, Italy
J&E Sozio, France
Naturex, France

LIFESCIENCES & HEALTHCARE



Datar Cancer Genetics
Aquacentric
Inditech Technology

ILLUSTRATIVE CLIENTS SERVED

CAPITAL GOODS



INDIA

Affordable Robotics
Pratham Technologies
Captronic Systems
Mass-Tech Controls
GSE Renewables

INTERNATIONAL

AMA, Italy
Aisa, Italy
Sacmi, Italy

BFSI SERVICES



GRG ATM
Pentation Analytics
Happyness Factory
Morgan Stanley

Gulf Cap, UAE
Bank Muscat, Oman
Noor Capital, UAE

PLASTICS & METALS



Rajiv Plastics
Nav Bharat Group

Duralock, UK
Metal Work, Italy
FBM Thermoplastic, Italy

BUSINESS SERVICES



Autoscreen
Mehta Group
Seshaasai
Prowess
Spatial Access

GIST Impact, Switzerland
Edis, Italy
Gruppo Argol Villanova, Italy
Al Riyami Group, Oman
Al Ikhtiar Group, Oman
CMC Group, UAE/Qatar/Bahrain

THANK YOU!

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