



# Our services to investors/ incubators of startups

VINOD KOTHARI CONSULTANTS P. LTD.

# Our Services

- ▶ Due Diligence
- ▶ Structuring of Transactions
- ▶ Drafting of Agreements
- ▶ Accounting, legal and taxation related advisory
- ▶ Business Valuation
- ▶ Business idea validation (for fintech startups)

# Due diligence of startups

- ▶ **Providing assistance for carrying out compliance check –**
  - ▶ **Companies Act, 2013 [Where the entity is a company]**
  - ▶ **Limited Liability Partnership Act, 2008 [Where the entity is an LLP]**
  - ▶ **Bye-laws of the entity**
  - ▶ **Other applicable laws sensing the segment of operation**
  - ▶ **Entities' organisational structure**
  - ▶ **For FinTech startups**
    - ▶ Reserve Bank of India Act, 1934
    - ▶ Directives issued by the RBI, where the company is an NBFC
    - ▶ Payment and Settlement Systems Act, 2007
    - ▶ State money lending laws
    - ▶ Acts pertaining to digital banking

# Due diligence of startups

- ▶ **Financial stability and future prospect**
  - ▶ Financial statements of the company
  - ▶ Credit reports of the entity
  - ▶ Strategic plans
  - ▶ Financial projections
- ▶ **Material contracts executed by the entity**
- ▶ **Pending litigation against the entity**

# Structuring of transactions

- ▶ **Structuring of funding arrangements**
  - ▶ **Advisory on the mode of financing based on the needs of the business**
    - ▶ Keeping legal, regulatory and taxation points in mind
  - ▶ **Holistic approach towards structuring of exit route**
    - ▶ Based on the regulations applicable as on the date of structuring

# Drafting of Agreements

- ▶ **Procuring assistance for drafting of funding documents –**
  - ▶ Shareholders' Agreement
  - ▶ Making changes in the articles of association based on the SHA
  - ▶ Drafting of MOU with startups
  - ▶ Drafting of term sheet
  - ▶ Drafting of terms and conditions for empaneling of startups
  - ▶ Drafting of agreement for acquisition of business

# Other services

- ▶ **Advisory on legal, regulatory, accounting and taxation matters**
- ▶ **Assistance in business valuation**
  - ▶ Market based valuation
  - ▶ Earnings based valuation
  - ▶ Designing of integrated DCF model spreadsheet
  - ▶ Project valuation
- ▶ **Business idea validation (for fintech startups)**

# Contact us:

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