

DPNC Advisors Indo – UAE Business Desk

Transaction Advisory & MFO Services

Our Multi Family Office Services



Pre Investment Stage Services



Transaction Advisory Services

1. Deal Identification
2. Deal Evaluation
3. Business Analysis
4. Valuation/Price Discovery
5. Investor Communication – Detailed Analysis

Transaction Support Services

1. Negotiations
2. Deal Documentation
3. Deal Closure
4. Vendor/Financial Due Diligence
5. Legal Due Diligence

Post Investment Stage Services

1. Business Plan Review
2. Subsequent Round Fund Raising
3. Due Diligence
4. Exit Advisory

1. MIS Design & Development
2. Regulatory Compliance
3. MIS Reviews
4. Investor Rights Governance

Our Investment Banking Services For Capital Raise/Divestment

Preparation & Documentation of Pitch Deck

1. Market Analysis
2. Team
3. Product
4. Sales & Distribution
5. Benchmarking
6. SWOT/PEST
7. USPS
8. Historical Performance
9. Financial Projection
10. Deal Opportunity
11. Valuation

Buyer Identification & Reach-out

1. Appropriate buyer identification – strategic/financial investor
2. Introduction to Marquee Domestic & International Investors
3. Roadshow with the potential Investor(s)

Transaction Structuring & Deal Closure

1. Appropriate Financial Instrument
2. Tranched Investment Schedule
3. Milestones Linked Investment Schedule
4. Commercial Negotiations
5. Term Sheet, Share Subscription Agreements, Share Holders Agreement
6. Closing

Index

DPNC Global

Key Services

- Transaction Advisory & MFO Services

5-13

A close-up photograph of a person's hands in a white shirt. One hand holds a crumpled, light-colored paper receipt, while the other hand uses a silver calculator on a desk. The background is softly blurred, showing an office environment. An orange semi-transparent banner is overlaid on the left side of the image, containing white text.

Transaction Advisory & MFO

Inbound UAE→ India

Pre-Investment Stage Services: Strategic market entry and opportunity analysis

- ✓ **Investment Platform Structuring:** Trusts, co-investment vehicles, Indian SPVs
- ✓ **Curated Deal Sourcing:** Startups, private equity, real estate, SMEs
- ✓ **Opportunity & Market Analysis:** Sector trends, competitor benchmarking, promoter profiling
- ✓ **Valuation & Pricing Support:** India-specific valuation approaches
- ✓ **Investor-Focused Reporting:** Custom dashboards, risk-return snapshots, briefing memos



We provide tailored Solutions for **Transaction Support Services (UAE → India)**

Transaction Support Services: Execution support through diligence, compliance & closure

- ✓ **Financial & Tax Due Diligence:** Review of financial health and compliance red flags
- ✓ **Legal & Regulatory Review:** FEMA/FDI checks, corporate law, title documents
- ✓ **Negotiation Support:** Representing family office in key commercial terms
- ✓ **Deal Documentation Review:** SPA, SHA, JV & regulatory agreements
- ✓ **Closure & Filing Assistance:** ROC, RBI filings, entity onboarding & final handovers

Post-Investment Stage Services: Ongoing monitoring, compliance, governance & exits

- ✓ **Business Plan Monitoring:** Milestone tracking and strategic realignment
- ✓ **Follow-on Fundraising Support:** Prep for next round capital or co-investments
- ✓ **Periodic Due Diligence Reviews:** Health checks for portfolio companies
- ✓ **Exit Strategy Planning:** Buyouts, secondaries, IPO-readiness
- ✓ **MIS Implementation & Review:** Dashboard-led financial and KPI tracking
- ✓ **Regulatory Filings & Compliance:** Ongoing FEMA, RBI, Companies Act support
- ✓ **Investor Governance Frameworks:** Ensuring board oversight, veto rights, and control protections



We provide End-To-End Solutions for MFO TAS Services (UAE → India)

- ✓ **Tax optimization advisory** for structuring investments to minimize tax liabilities in India and UAE, leveraging DTAA and efficient repatriation strategies.
- ✓ **Market Expansion Advisory:** Advisory on expanding operations in India, including growth opportunities, market entry strategies, and local partnership structuring.
- ✓ **Operational Efficiency & Risk Management:** Strategies to optimize costs and enhance efficiency in India-based subsidiaries, including supply chain and resource management.

Preparation & Documentation of Pitch Deck: Buyer Identification & Reach-out:

- ✓ India opportunity analysis & market mapping
- ✓ Team, product & scalability presentation
- ✓ Investor-grade financial models & projections
- ✓ SWOT / benchmarking / sector comparables
- ✓ Clear investment proposal & valuation insights
- ✓ Investor profiling: strategic vs financial
- ✓ Access to Indian & global investor networks
- ✓ Curated roadshows & investor meetings



We provide End-To-End Solutions for cross border deals (UAE → India)

Transaction Structuring & Deal Closure:

- ✓ **Appropriate Financial Instrument:** Equity, convertible debt, or hybrid structures.
- ✓ **Tranched Investment Schedule:** Phased capital inflow linked to performance or milestones.
- ✓ **Commercial Negotiations:** Aligning terms between investor and investee.
- ✓ **Term Sheet, Share Subscription Agreements:** Drafting and review of core legal documents.
- ✓ **Shareholders Agreement:** Governance, rights, and exit terms laid down contractually.
- ✓ **Closing:** Coordinated execution and regulatory filings.

A close-up photograph of a person's hands in a white shirt. One hand holds a crumpled, yellowish paper receipt, while the other hand uses a silver calculator on a desk. The background is blurred, showing a desk and some papers. An orange semi-transparent box is overlaid on the left side of the image, containing white text.

Transaction Advisory & MFO

Outbound India → UAE

Pre-Investment Strategies

- ✓ **Multi-Family Office Structuring:** End-to-end support on governance, asset-holding structures (SPVs, trusts), and cross-border coordination
- ✓ **Deal Sourcing:** Identification of relevant UAE-based business acquisitions, startup investments, or real estate assets aligned with the family's portfolio strategy
- ✓ **Strategic Deal Evaluation:** Assessment of opportunity fit — including financial upside, local market positioning, and risk-return analysis
- ✓ **Commercial Feasibility & Business Analysis:** In-depth sectoral and operational review of the target's viability in UAE (e.g., local regulations, consumer behaviour, competition)



We provide tailored Solutions for ongoing Compliance & Reporting Support Services

- ✓ **Valuation & Price Discovery:** Use of regional benchmarks and **IFRS-aligned methodologies** to derive realistic pricing, particularly for DIFC/ADGM-based assets
- ✓ **Investor Reporting:** Preparation of UAE-specific investment memoranda, board notes, and briefing documents for internal family governance or external advisors

Transaction Support Services (India → UAE):

- ✓ **Vendor / Financial Due Diligence:** Evaluating UAE target companies' financial health.
- ✓ **Legal Due Diligence:** Review of UAE legal compliance, corporate structure, and regulatory risks.
- ✓ **Negotiations:** Term sheet finalization, structuring, and shareholder rights negotiation.
- ✓ **Deal Documentation:** Drafting/reviewing agreements under UAE corporate law with legal partners.
- ✓ **Deal Closure:** Coordination with DIFC/ADGM authorities, banks, and advisors.



We provide End-To-End Solutions for **Post Investment Strategies** (India → UAE)

- ✓ **Business Plan Review:** Strategic alignment of UAE investee operations with long-term goals.
- ✓ **Subsequent Round Fund Raising:** Support in raising capital from Gulf or global investors.
- ✓ **Due Diligence:** For follow-on investments or restructuring in the UAE.
- ✓ **Exit Advisory:** Planning and executing exits via secondary sales, M&A, or restructuring.
- ✓ **MIS Design & Development:** Custom dashboards for Gulf operations reporting.
- ✓ **Regulatory Compliance:** Ongoing compliance under UAE tax, corporate, and licensing laws.

Preparation & Documentation of Pitch Deck | Buyer Identification & Reach-out | Transaction Structuring & Deal Closure

- ✓ **GCC-specific market entry strategy** development, including competitive positioning and compliance nuances (e.g., DIFC/ADGM licensing)
- ✓ Assistance with **shaping the value proposition** for Gulf investors, including team credibility and product-market fit
- ✓ Preparation of **UAE-aligned financial models** factoring local taxation, cost structures, and customer acquisition trends
- ✓ **SWOT and benchmarking analysis** against regional players to justify differentiation
- ✓ **Clear and concise investment narrative**, including how funds will be deployed, valuation support, and potential investor returns



We provide End-To-End Solutions for **TAS** Services (India → UAE)

- ✓ **Preparation of UAE-Aligned Financial Models:** Designing financial models that account for UAE taxation, operational costs, revenue assumptions, and growth projections to ensure profitability and ROI.
- ✓ **Shaping the Value Proposition for Gulf Investors:** Tailoring the pitch to Gulf investors (family offices, VCs, sovereign funds) by highlighting high-growth sectors, the leadership team's credibility, and alignment with local consumer behavior and market demand.

Preparation & Documentation of Pitch Deck | Buyer Identification & Reach-out | Transaction Structuring & Deal Closure

Buyer / Investor Identification & Outreach

- ✓ Mapping and reaching out to **UAE-based VCs, family offices, sovereign funds (e.g., Mubadala, ADQ)** aligned with Indian sectoral strengths
- ✓ **Curated investor targeting** based on business maturity—early-stage tech vs. established consumer brands
- ✓ Organizing **investor meetings and roadshows** in Dubai, Abu Dhabi, and Saudi extension markets when applicable
- ✓ Support in **building trust and navigating investor expectations**, such as equity shareholding norms or board involvement

Transaction Structuring & Deal Closure

- ✓ Structuring investment through **Equity, CCDs, SAFEs**, or hybrid options, ensuring FEMA/RBI norms are followed.
- ✓ Designing **performance-linked investment tranches**, exit waterfalls, or ROFR/drag-along rights to match investor expectations.
- ✓ Assistance in **negotiating cross-border terms**, including valuation caps, liquidation preferences, and UAE jurisdictional clauses
- ✓ Preparation of **term sheets, shareholder agreements, and regulatory documents** in coordination with Indian and UAE legal advisors
- ✓ Full-cycle support to **close deals with India-UAE compliance**, including fund flow advisory and RBI filings

Contact Us

Corporate office:

Windsor Grand, 15th Floor, Plot No.1C,
Sector – 126, Noida - 201303, U.P., India
Contact : +91-0120-6456990
E-mail : information@dpncglobal.com

Branch Office:

Gurugram Branch
120, Vipul Business Park, Sector 48, Sohna Road,
Gurugram, Haryana 122018

www.dpncglobal.com