



Spark-Capital Partners Ltd.

Corporate Finance & Advisory Services

USA – UK – India

[<http://www.spark-capital.com>]

Corporate Overview

Independent Corporate
Finance advisors

Regulatory compliance in
UK and USA

Focus on small and
medium sized companies

Emphasis on long-term
relationships

Innovative solutions for
clients' particular needs

Who we are

- Spark-Capital Partners Ltd. is an independent Corporate Finance Advisory company with operations in the USA, UK and India.
- The principals of Spark-Capital have extensive experience and significant accomplishments including tenures in some of the most prestigious Wall Street and UK firms and banks, with decades of experience in the USA, Europe and Asia.

What we do

- We provide a full range of advisory services in Corporate Finance and assistance in raising capital.
- We assist companies to develop and execute growth strategies through divestitures, consolidations and acquisitions.
- We assist companies to advance the principal mission of maximizing shareholder value by integrating their operating objectives with appropriate financial structures.

Our differentiators

- Our emphasis is on building and maintaining long term relationships with our clients and providing them with innovative solutions to meet their specific needs
- Our clients receive a superior level of attention from us compared to that which might be obtained from the large investment banks.
- Our alliances and partnerships with various specialist investment houses allow us to provide the best and most comprehensive service to our clients



Our Services - Advisory

Maximizing access to the marketplace

Minimizing capital needs through appropriate capital structures

Draw investors to the value of the strategic opportunity

Appropriate validation of the business opportunity

Investment banking means doing the things necessary to make your business successful. And being successful demands that things be done right, from product development to sales.

Our service offerings are targeted to provide maximum value in the following areas:

Business and Strategic Advisory

- Business plan preparation and analysis
- Financial modelling
- Business valuations
- Advice on strategic alliances and joint ventures

Acquisitions, Divestitures and Restructurings

- Analysis and valuation of the business
- Preparation of comprehensive information memorandum on the business
- Identifying potential buyers or targets
- Coordinating management presentations and due diligence reviews



Our Services - Financing

Feasibility analysis and
strategic planning to raise
global capital

Structured process and
professional project
management

We will advise on the feasibility of financing in the international capital markets and assist in raising capital in the equity, equity-linked and debt markets.

We will manage and coordinate the entire fund raising process in conjunction with the company's legal advisers and auditors. Our range of services includes the following:

- Prepare a confidential and comprehensive information memorandum
- Advise on the structuring and pricing
- In the case of private equity, advise on the valuation of the company
- Identify and introduce potential investors
- Coordinate investor meetings with management and due diligence reviews
- Assist in the transaction through to closing

Our Market & Expertise

Small and medium sized
companies

- “Private” financing
- Strategic Advisory
 - M&A

Our focus is on small and mid sized companies particularly in the fast growing, emerging markets.

- We work with companies across sectors, with a primary focus on industries where our Principals and Partners have significant prior experience
- Our clients are typically post-revenue companies with revenues under \$100 million, and break-even or positive earnings.

Investors & Alliances

Access to investors and
lenders in global markets

Extended and extensive
expertise through alliances
and partnerships

Spark-Capital Partners focuses on introducing “private” financing for small and mid sized companies, both listed and unlisted. Many investors with an appetite for emerging markets have been looking closely at opportunities in Asia in recent months.

We have access to a wide range of investors

- Funding provided by specialist investors (hedge funds, private equity firms, property funds, etc.) in the private placement market

And Institutional Alliances to extend the range of opportunities and options

- Financing can be equity, convertible debt or other hybrid structures including warrants, preferred shares, pre-IPO bonds and mezzanine debt.

Anish Mathai : CEO

Corporate Experience

President, AM Associates
Inc. New York, NY

Vice Chairman/co-
founder, Kinexus Corp.,
New York, NY

Managing Director,
Bankers Trust Corp,
New York, NY

Vice Pres./Group Mgr,
EAB, New York, NY

Education

MBA, Harvard Business
School, Boston, MA

MA, Delhi University, Keio
University, Tokyo, Japan

BA (Hons), St. Stephen's
College, Delhi

Sherwood College,
Naini Tal, UP

PROFESSIONAL EXPERIENCE *some significant achievements*

Anish Mathai has over 30 years management experience with a demonstrated success in addressing business problems in a global environment. He has extensive experience in Private Banking, Capital Markets and Trading operations and technology (equity, funds, fixed income and FX).

Corporate Finance & Investment Banking

- Assessed “net worth” of companies and conducted due diligence efforts to assess corporate and divisional market value of companies.
- Capitalized technology assets of a large national chain and sold the asset in a multi-million dollar sale (over \$250m).
- Raised over \$65 million in multiple funding rounds to finance product development, sales and marketing initiatives, and cover operating costs.

Consulting

- Developed architecture and implementation strategy for managing the investment of over \$250 billion in strategic equity and derivatives portfolios.
- CIO (for hire) for primary market maker in various fixed income derivatives products with international operations

Wealth Management & Private Client Services

- Co-founded a unique Wealth Information Management Services company. Grew company to over 160 employees and \$20+ million and executed a successful exit.

Pravin G Patel : Managing Director

Corporate Experience

Partner, Cavendish
Capital Partners LLP,
London, UK

MD/co-founder,
Accuvision Ltd,
London, UK

MD, Igel International Ltd.
London, UK

Founder, Optiplex Ltd.,
London, UK

Education

ME, King's College,
London Univ., London, UK

Sherwood College,
Naini Tal, UP

PROFESSIONAL EXPERIENCE *some significant achievements*

Pravin G Patel has 30 years of experience as an entrepreneur engaged in starting and building up successful businesses in the manufacturing and pharmaceutical sectors. He has extensive experience in equity-linked financing and strategic consulting.

Corporate Finance & Investment Banking

- Led transactions involving bank and capital markets funding in a variety of industries including energy and utilities, manufacturing, construction, transportation and telecommunication.
- Managed and executed specialised Financings for clients.

Entrepreneurial Activity

- Founded and ran several polymer based and pharma-related companies that he successfully managed through exit strategies.
- Through his business interests, Pravin has built up a strong network of contacts, globally, in that industry as well as in the pharmaceuticals sector.

Consulting

- Advised businesses in the polymer and pharma-related sectors. Pravin was responsible for establishing in London one of the top and most successful Laser Refractive Clinics in the world.

Contact details

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