



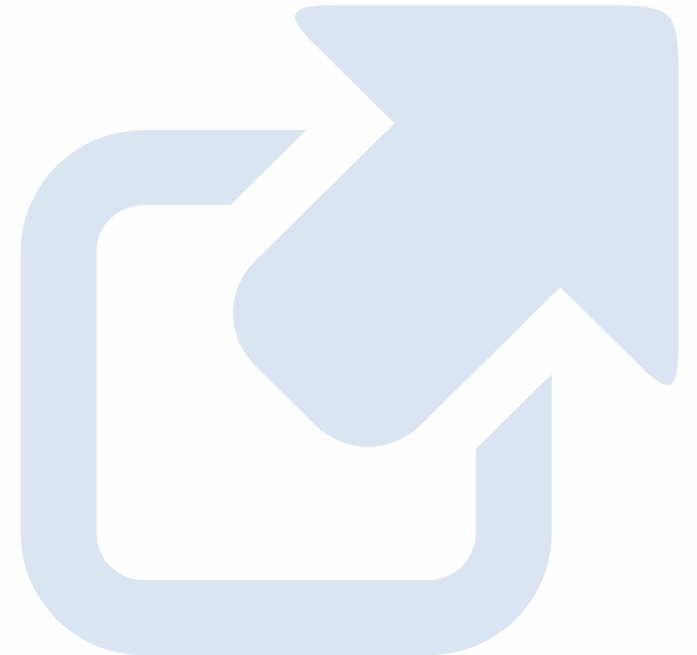
SDR Management Consultants

Dubai, UAE

COMPANY PROFILE

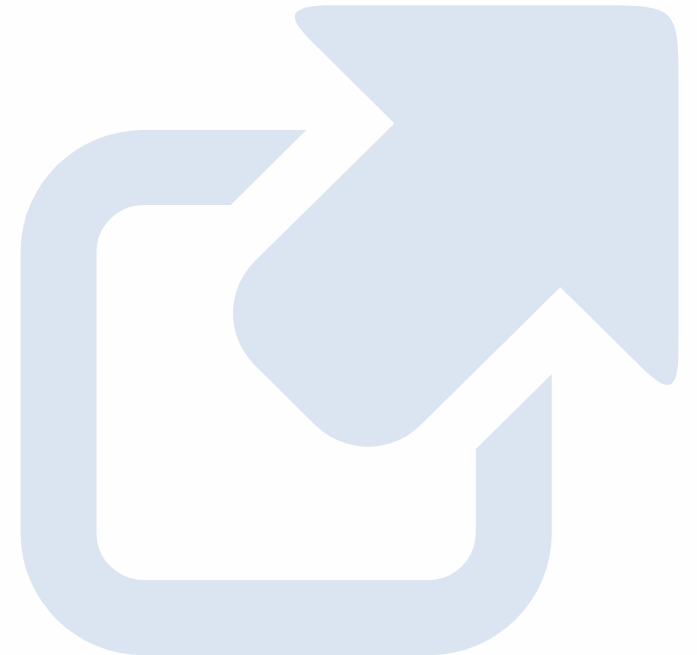
Restructuring and Turnaround Specialists since 2015

- SDR Management Consultants is established under Department of Economic Development (DED), Dubai, UAE
- Our objective is to offer quality financial consulting services to our clients and protecting and nurturing our client interests, with the aim of being recognized as a preferred consultant by the banking, lending and investing community
- SDR Management Consultants has been in business since 2015 and in the last 4 years has created a reputation for itself as Restructuring & Turnaround specialists



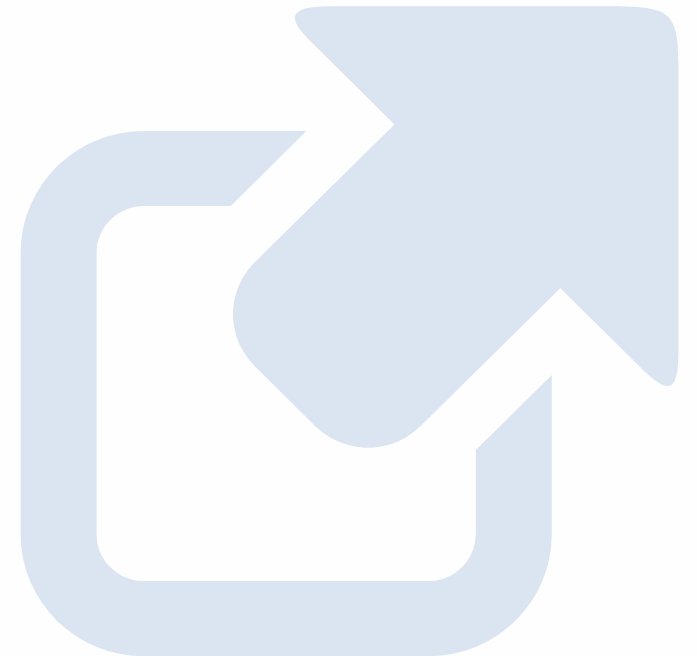
Rapidly expanding suite of services

- We offer a broad range of consulting services, namely:
 - Strategic Financial advisory services
 - Debt Restructurings and Settlements
 - Corporate Finance advice & Debt raising including Structured Trade Finance Solutions
 - Equity raise through Private Equity
 - Transaction & Business advisory services
 - M&A and JV advisory
 - Business process reengineering and Fund / Family Office Wealth Management advisory.
- We are a strong team of professionals in each segment and focused to add value to our client's business.



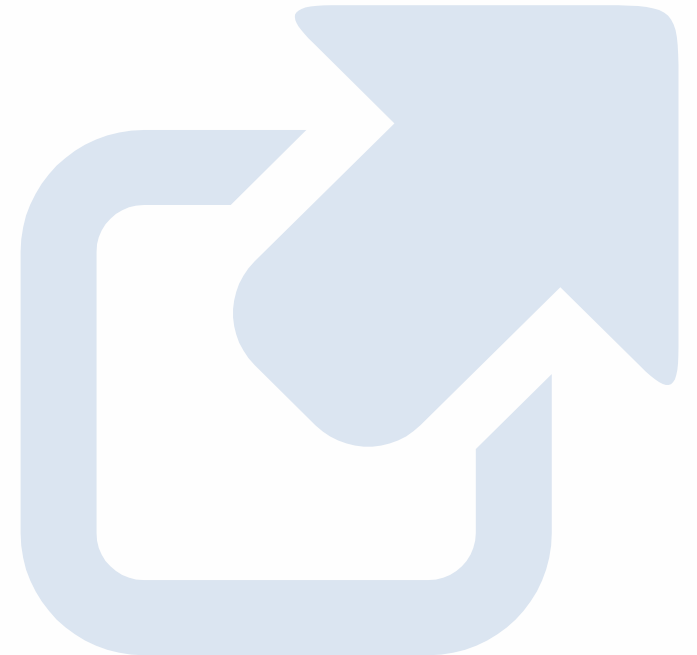
Debt Restructuring & Settlements

- ◉ Assist the clients to review their financials and prepare for Debt Restructuring, including providing & / or allocating Working Capital fund availability for a period of 3 – 6 months.
- ◉ Prepare the company for Auditor reviews after such exercise.
- ◉ Facilitate preparation of complete Financial Projections, before proposing Debt Restructuring to lenders.
- ◉ Organize and manage Joint Lender's meetings. Channelize JLM proceedings towards desired direction.
- ◉ Negotiate and secure restructuring / one time settlements. Convince the lenders to offer some additional Working Capital limits to allow continuity of business.
- ◉ Advise clients in UAE, who decide to go for Bankruptcy Filing as per Federal Law 9 of 2016



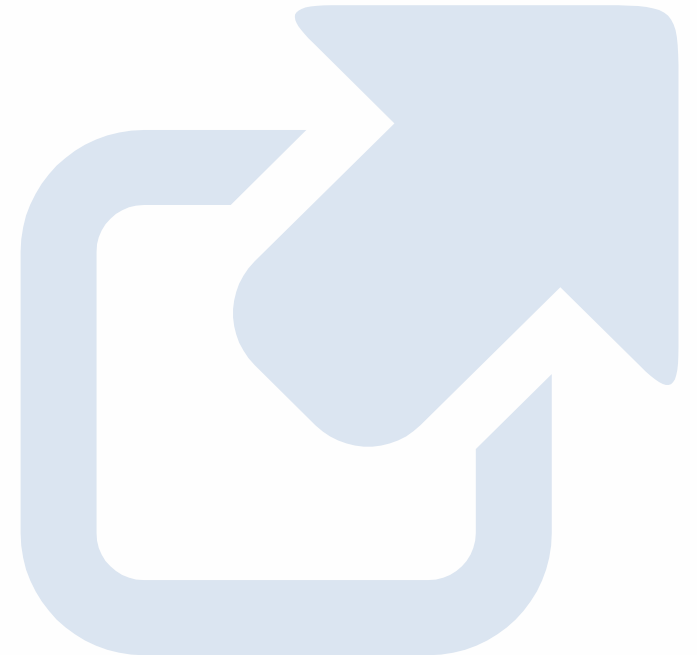
Strategic Financial Advisory Services

- ⦿ Direct and oversee all aspects of the Finance & Accounting functions of the organization.
- ⦿ Provide leadership in continuous evaluation of short and long-term strategic financial objectives.
- ⦿ Ensure credibility of the finance function of the group by assisting them in timely and accurate analysis of budgets, financial trends and forecasts.
- ⦿ Provide executive management with advice on financial implications of business activities.
- ⦿ Manage processes for financial forecasting, budgets and consolidation and reporting to Company Management.



Corporate Finance and Bank Debt Raise

- Arrange Bank Debt from GCC and International banks.
- Offer Structured Trade Finance Solutions, backed by insurance arrangements wherever required.
- Offering Factoring, Reverse Factoring and Leasing solutions.
- Manage relationships with lenders and represent the client company whenever required.
- Advise and oversight on preparation of documents, which are required to be submitted to Banks.



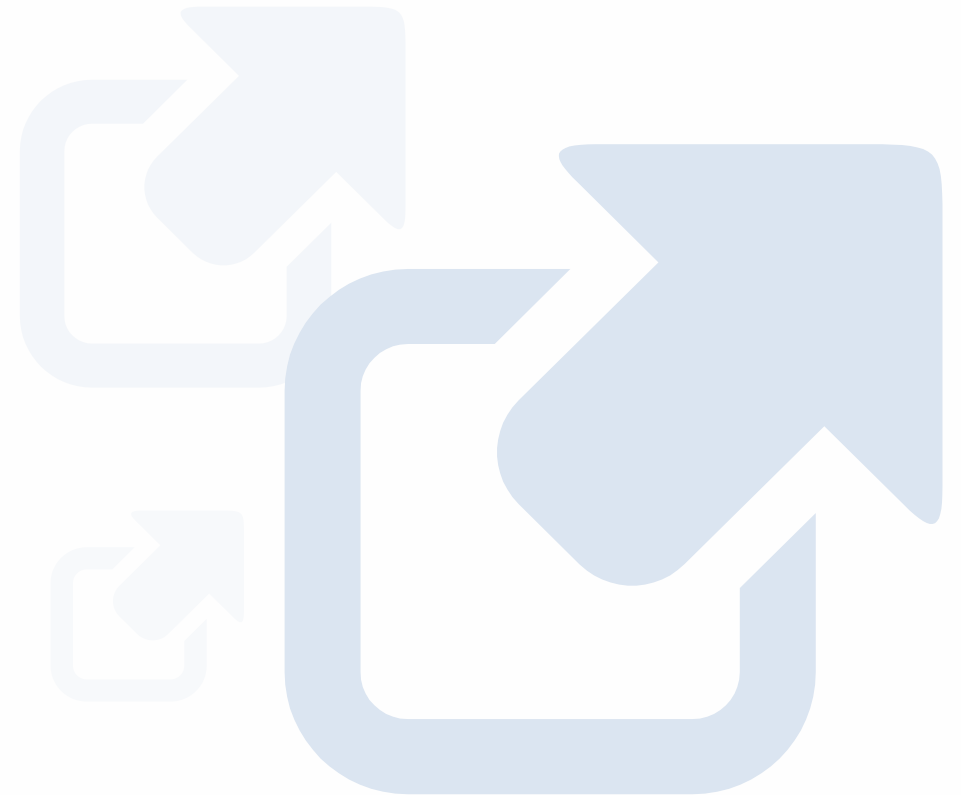
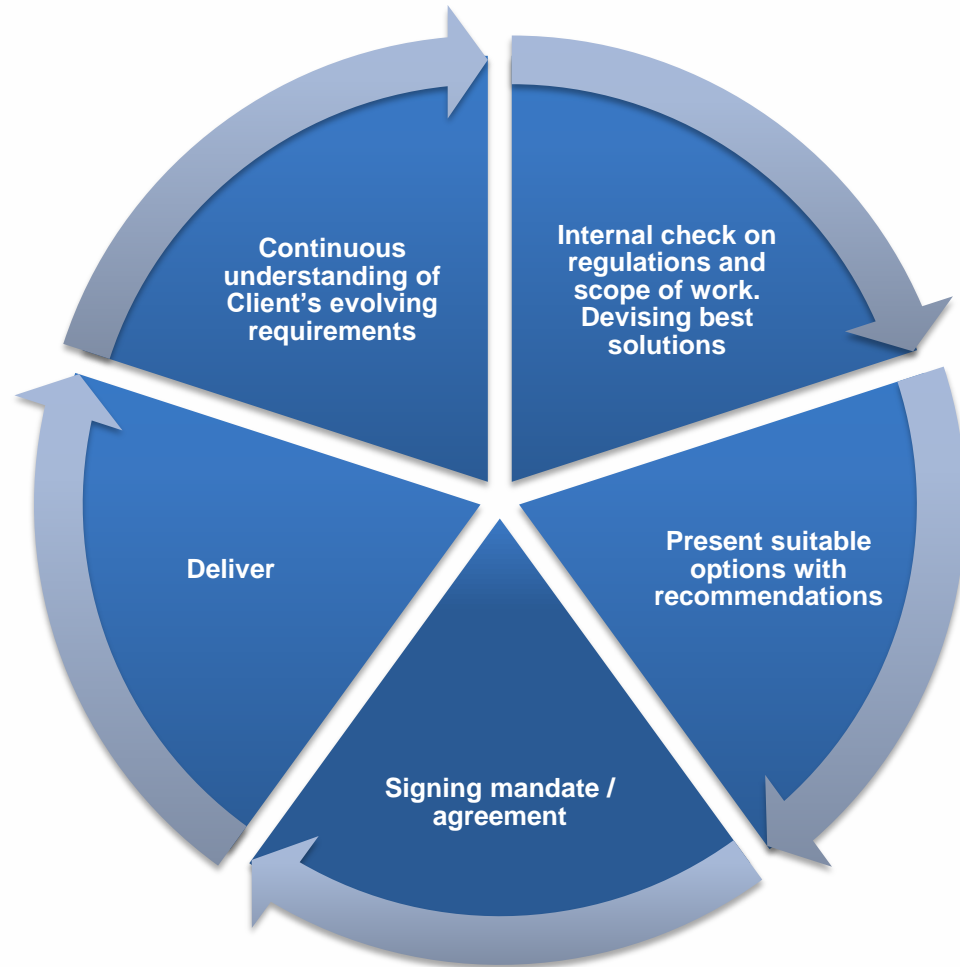
Other Services

- M&A advisory services, with buy and sell side representations, as the case maybe
- Review and structure Joint Venture arrangements
- Facilitate clients in Fund Management / Family Office Wealth Management.
- Arrange Private Debt (secured and unsecured) and Private Equity (including Mezzanine and Bridge Financing).
- Business Process Reengineering



OUR APPROACH

Solutions in partnership with clients



OUR TEAM

Deeptan Chakraborty, MBA (Managing Partner)

- Career banker with more than 15 years of experience across marquee names such as Credit Suisse, Standard Chartered, HDFC, ABN and ANZ Grindlays.
- Post being a banker, has done stints in India and UAE as Corporate Financial Strategist – looking after JVs and M & As, Investor Relations, Treasury and Family Office Wealth Management. Delivered ~ 50 Debt Restructuring and Settlement cases in UAE.
- Delivered on several mandates in the Indian Healthcare sector, a vertical of expertise
- MBA Finance from Symbiosis.
- Guest lecturer at the Xavier Institute of Management, Indian Institute of Foreign Trade, and Institute of Management Technology, India.
- Indian National, covering UAE and India.



OUR TEAM

Advisory Member

Joseph Wazzan, ACA



- Distinguished career spanning 2 and ½ decades in UK, having been associated with 2 of the big 4 – Ernst & Young, and KPMG.
- Turnaround and Restructuring expert - during the credit crisis of 2008 and 2009, worked very closely with Royal Bank of Scotland and Barclays Bank.
- Member of the Institute of Chartered Accountants, England & Wales.
- Resident of UAE since 2009, and has since established himself in the space of Restructurings, having received appreciation from several banks in the UAE that he has worked with closely.
- Fully conversant in Arabic. British National of Jordanian origin

OUR TEAM

Team Members

Somnath Pal, MBA – Lead Consultant
(Wealth Management, Eastern India)



- 23 years of professional experience with large MNC (SCB, ABN Amro) and Indian Banks (YES Bank), premier global Hospitality brands and Mumbai Real Estate in senior leadership roles. His professional activity spanned across Kolkata and Mumbai.
- Key leadership roles in business development in Delhi NCR, Bangalore, Hyderabad, Pune, Dubai, London, Hong Kong and many other locations in India and abroad for multiple organizations.
- Specialist in Financial Planning & Wealth Management, Funding & Distribution.
- Doctorate in Business Studies, MBA Finance, Bachelor of Arts and Graduate in Hotel Management.
- Indian citizen, based out of Kolkata.

Praveen Jain, Lead Consultant (Wealth
Management, Gujarat – India)



- Done a specialized 2 year course on Global Wealth Management from the prestigious Indian Institute of Management, Bangalore
- More than a decade and a half's experience working with top notch names such as HSBC, Kotak Mahindra, Credit Suisse and Axis Bank.
- Based out of Ahmedabad and has extensive connections across the wealthy and entrepreneurially minded state of Gujarat in India.
- Expertise in Private Wealth Management, Real Estate & Mortgages, Financial Planning, and Equity Capital Markets.
- Indian citizen

SERVICE DELIVERY PARTNERS

DERIVALUE INC. Ontario, Canada – Corporate and Transaction Advisory

Shashank Jain, Director

- Experienced in Corporate Finance and Advisory services. Shashank has delivered numerous assignments in Business Strategy, Financial Analysis, Valuations, and Investment Banking Transaction Advisory Services, in the course of his career in various industries.
- Based in Dubai; actively engages in transactions in the UK and Canada.
- MBA and Post Graduation in Management – University of Hull and Greenwich School of Management, UK
- Decade and a half of professional experience in the UAE, UK and Hong Kong with renowned employers, such as CLSA, CSFB, NTL, PwC and BDO.
- British citizen.



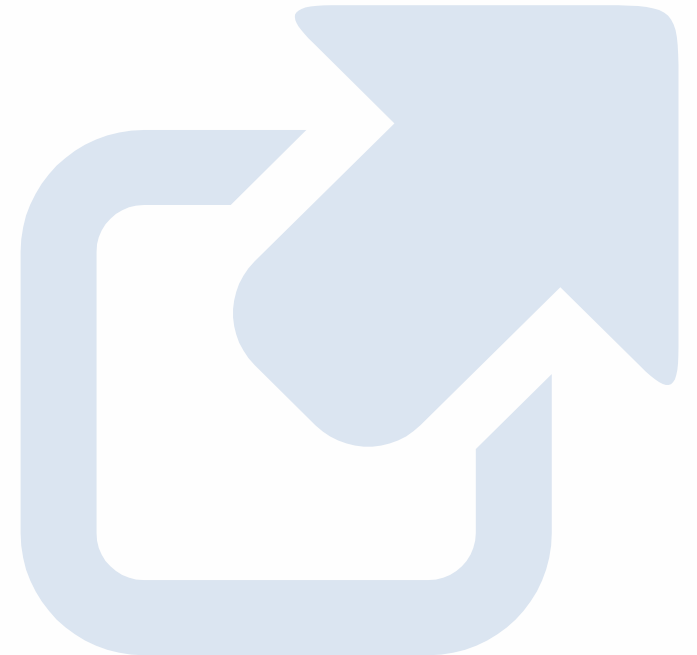
WHY US FOR DEBT RESTRUCTURING?

- More than 30 Debt restructuring mandates delivered, since 2015.
- More than 20 One Time Settlements secured for clients, since 2015.
- Considered by the Risk, Remedial and Restructuring Teams of several banks in the UAE, as trustworthy and reliable Advisors.
- Highly accomplished team, ensuring high standards of ethics and integrity, following a self imposed sense of fiduciary responsibility.



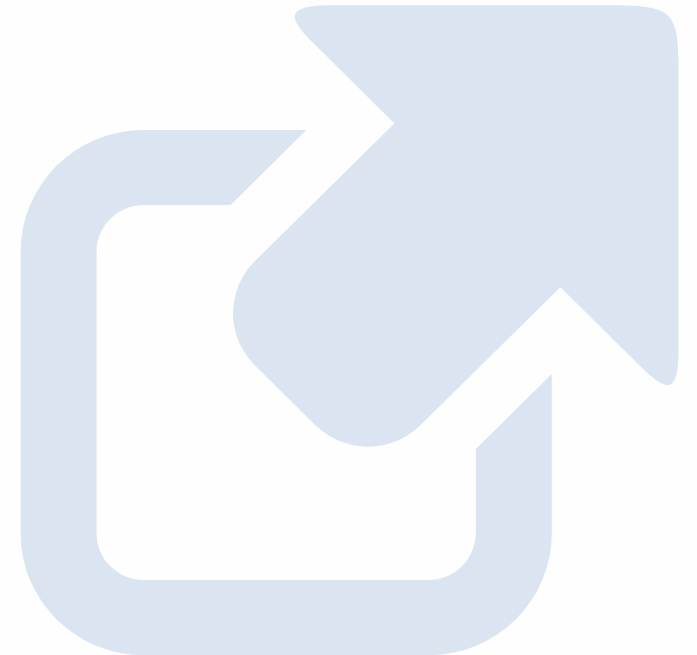
WHY US FOR I.BANKING ASSIGNMENTS ?

- More than 10 mandates delivered, since 2015.
- Diverse verticals of strength among the team members and service partners, including but not limited to Healthcare, Pharmaceuticals, Hospitality, Metals, Telecoms, F&B, Textiles & Garments and Engineering Services.
- Significant geographical coverage in identifying counterparties and potential investors, in the UAE, India, UK, Americas.



WHY US FOR HEALTHCARE ASSIGNMENTS

- Deep understanding of and experience with the Healthcare sectors in India and UAE.
- Successfully delivered in excess of 5 Healthcare transactions, since 2014 (3 in India and 2 in UAE)
- Worked closely with some of the top Doctors and Hospital Brands in India and UAE
- Well connected to healthcare focused funds and investors



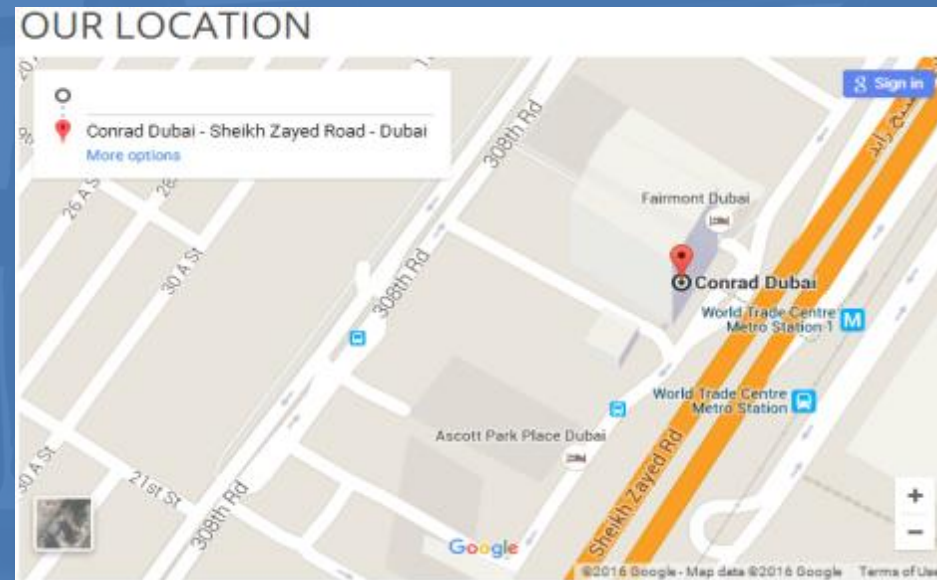
CONTACT US

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