# INDIA'S PREMIER WEBINAR

## Raise funds & multiply wealth through SME IPO

***In 5 vital Steps!***

**FRIDAY**

**MARCH 05**

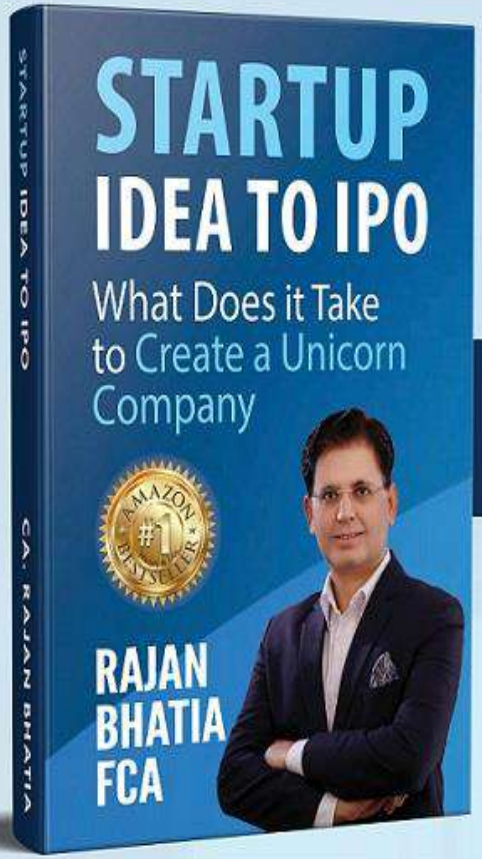
**3:30 PM TO 5:00 PM**

**RAJAN BHATIA**

*(Leading SME IPO Advisor)*

# India's Premier Webinar
# Want To Be Next Billion Dollar Company?

RAJAN BHATIA & COMPANY
CHARTERED ACCOUNTANTS
THE KNOWLEDGE PARTNERS




## BUSINESS GROWTH
## MASTERCLASS
### STARTUP IDEA TO IPO

# AGENDA OF THE WEBINAR

- Top 10 benefits of SME IPO for your company.
- Several Case Studies of Listed Companies by SME IPO.
- SME IPO Companies Status in Funding and Wealth Creation Till Today. Industry Analysis and Live Market.
- Government Funding of Rs. 50,000 crore for SME IPO.
- Preparations and Learnings Required for Raising Funds by SME IPO / Private Equity / VC / Angel Funding. SME IPO Power Series & Masterclasses & Advisory.
- Finally, How You and I can work together for your company's preparations for SME IPO / PE funding / VC Funding / Angel Funding/Wealth Creation/Value Creation. Q&A.

# TOP 10 OBJECTIVES OF WEBINAR

- Funds Raising & Cash Flow
- Wealth & Value Creation
- Image, Branding, & Trust
- Shares Becomes Currency/ Money
- Business Model Expansion
- Multiply Sales, Profits, Cash
- Lower Debt Burden
- ESOPs/ Autopilot
- Multiply Profits Growth
- Unicorn Company

# WHICH COMPANIES CREATE MOST WEALTH
# WHAT IS THE NO. I ACHIEVEMENT ?

RAJAN BHATIA & COMPANY
CHARTERED ACCOUNTANTS
THE KNOWLEDGE PARTNERS

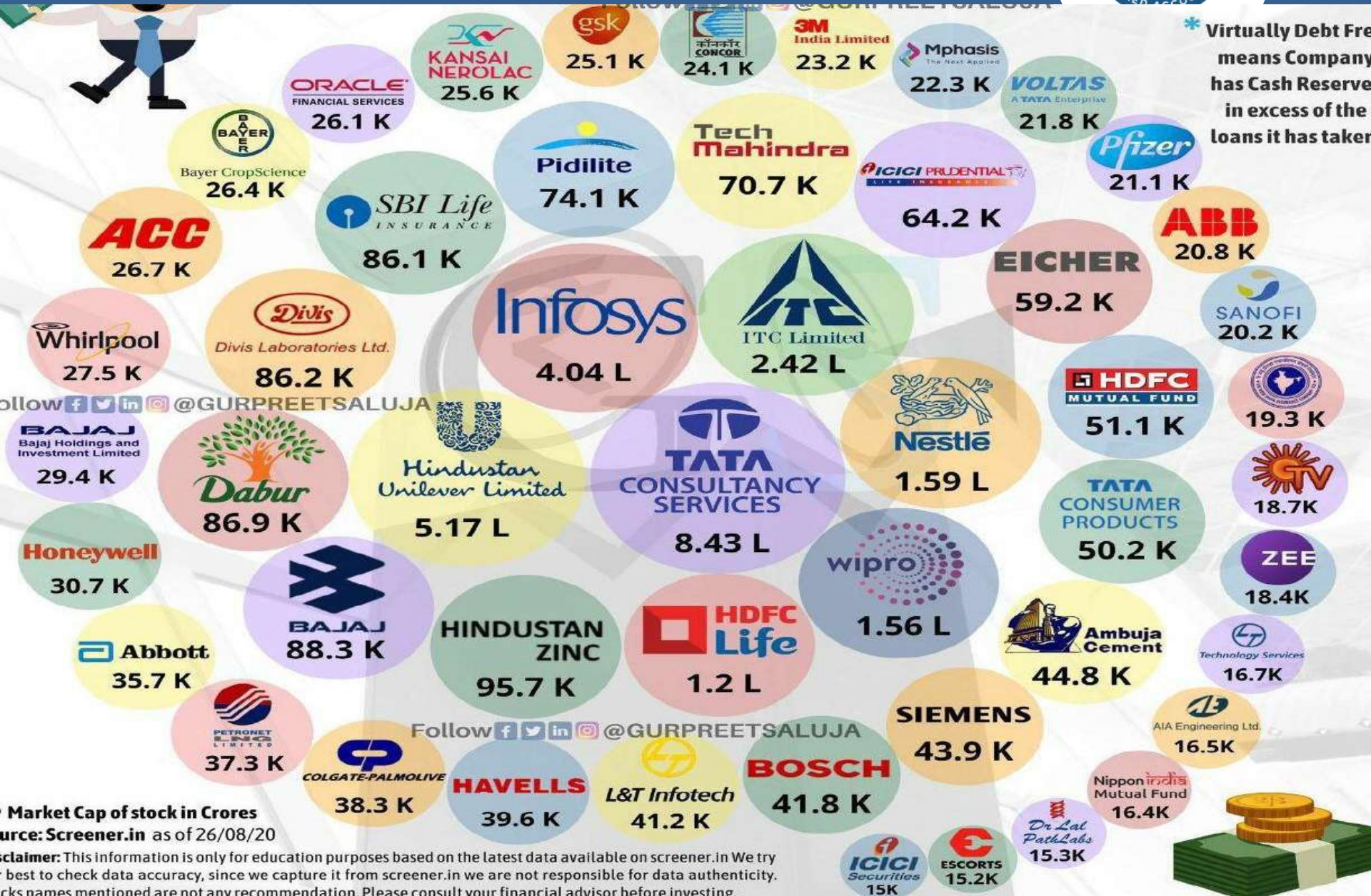
# WHICH COMPANIES CREATE MOST WEALTH ? NO. 1 ACHIEVEMENT ?

- India's most leading successful and wealthy companies are listed on the Stock Exchanges-NSE and BSE.

- Top 7000+ companies are listed out of Millions of Companies in India.

# WHICH COMPANIES CREATE MOST WEALTH

# WHICH COMPANIES CREATE MOST WEALTH ? DEBT FREE LISTED COS.




Market Cap of stock in Crores

Source: Screener.in as of 26/08/20

**Disclaimer:** This information is only for education purposes based on the latest data available on screener.in We try our best to check data accuracy, since we capture it from screener.in we are not responsible for data authenticity. Stocks names mentioned are not any recommendation. Please consult your financial advisor before investing

# WHOZ Next?

YEAR
2010
**Bhavish & Ankit**
Founded
OLA

YEAR
2010
**Vijay Shekhar Sharma**
Founded
Paytm

YEAR
2011
**Sandeep & Sanjay**
Founded
SHOPCLUES.COM

YEAR
2013

**Ritesh Agarwal**
Founded
OYO ROOMS

YEAR
2007

**Sachin & Binny**
Founded
flipkart.com

YEAR
2002
**Anupam Mittal**
Founded
shaadi.com
The World's Largest Matrimonial Service

YEAR
2010

**Ashutush Lawania**
Founded
MYNTRA.com

YEAR
1996
**Sabeer Bhatia**
Founded
Windows Live Hotmail

YEAR
2008
**Deepinder & Pankaj**
Founded
zomato

YEAR
1994

**Vikaas Gutgutia**
Founded
fernsnpetals

YEAR
2010

**Kunal & Rohit**
Founded
snapdeal.com

# SME IPO INDUSTRY- ( Approx.) AS ON JAN. 2021

| | |
|---|---|
| **No. of Companies Listed** | **550+** |
| **Mkt Cap of Cos. Listed (Rs. Cr.) ( Approx.)** | Rs. 55000+ Crore |
| **Total Money Raised ( Rs. Cr.) ( Approx.)** | Rs. 7500+ Crore |
| **Companies Migrated to Main Board** | 100+ |
| **Average Valuation Per company** | Rs. 100 + Crore. |
| **Average funds raised per company** | Rs. 15+ Crore |

# FEW SME IPO WEALTH CREATOR COMPANIES :

## *VALUATION AT LISTING AND AT PRESENT*

| COMPANY NAME | VALUATION AT SME IPO ( Rs. In Cr. ) | VALUATION BY 2020 ( Rs. In Cr.) |
|---|---|---|
| VALIANT ORGANICS LTD | Oct. 2016 at Rs. 100 Crore | Rs. 4500 Crore |
| MANORAMA INDUSTRIES LTD | Sept. 2018 at Rs. 250 Crore | Rs. 800 Crore |
| RAGHUVANSH AGROFARMS LTD | Jan. 2015 at Rs. 20 Crore | Rs. 325 Crore |
| BELLA CASA FASHION AND RETAIL LTD | Sept. 15 at Rs. 15 crore | Rs. 100 crore |
| INFOBEANS TECHNOLOGIES LTD | Apr, 17 AT Rs. 125 crore | Rs. 375 Crore |
| HI TECH PIPES LTD | Feb.16 AT 50 CRORE | Rs. 200 Crore |
| SHUBHAM POLYSPIN LTD. | Sept.18 at Rs. 25 Crore | Rs. 100 crore |
| MADHAY BHARAT AGRO PRODUCTS LTD | Sept. 16 at Rs. 50 crore | Rs. 150 Crore |

# IPO OF RS. 540 CRORE IN 2020 :

# MANY SUCCESS STORIES FROM ALL INDUSTRIES

List of Industry / Sector

1. 2/3 Wheelers
2. Advertising & Media
3. Aerospace
4. Agrochemicals
5. Airlines
6. Aluminium
7. Asset Management Cos.
8. Auto Parts & Equipment
9. Auto Tyres & Rubber Products
10. Banks
11. Biotechnology
12. BPO/KPO
13. Breweries & Distilleries
14. Broadcasting & Cable TV
15. Carbon Black
16. Cars & Utility Vehicles
17. Cement & Cement Products
18. Cigarettes-Tobacco Products
19. Coal
20. Comm.Printing/Stationery
21. Comm.Trading & Distribution
22. Commercial Vehicles
23. Commodity Chemicals
24. Computer Hardware
25. Construction & Engineering
26. Construction Materials
27. Consulting Services
28. Consumer Electronics
29. Containers & Packaging
30. Copper
31. Defence
32. Department Stores
33. Distributors
34. Diversified
35. Edible Oils
36. Education
37. Electric Utilities
38. Electronic Components
39. Exploration & Production
40. Fertilizers
41. Fibres & Plastics
42. Finance (including NBFCs)
43. Financial Institutions
44. Food & Drugs Retailing
45. Footwear
46. Forest Products
47. Furniture-Furnishing-Paints
48. General Insurance
49. Gift Articles-Toys & Cards
50. Healthcare Facilities
51. Healthcare Services
52. Healthcare Supplies
53. Heavy Electrical Equipment
54. Holding Companies
55. Hotels
56. Household Appliances
57. Household Products
58. Houseware
59. Housing Finance
60. Industrial Gases
61. Industrial Machinery
62. Integrated Oil & Gas
63. Internet & Catalogue Retail
64. Internet Software & Services
65. Investment Companies
66. Iron & Steel Products
67. Iron & Steel/Interm.Products
68. IT Consulting & Software
69. IT Networking Equipment
70. IT Software Products
71. IT Training Services
72. Jute & Jute Products

# MANY SUCCESS STORIES FROM ALL INDUSTRIES

46. Forest Products
47. Furniture-Furnishing-Paints
48. General Insurance
49. Gift Articles-Toys & Cards
50. Healthcare Facilities
51. Healthcare Services
52. Healthcare Supplies
53. Heavy Electrical Equipment
54. Holding Companies
55. Hotels
56. Household Appliances
57. Household Products
58. Houseware
59. Housing Finance
60. Industrial Gases
61. Industrial Machinery
62. Integrated Oil & Gas
63. Internet & Catalogue Retail
64. Internet Software & Services
65. Investment Companies
66. Iron & Steel Products
67. Iron & Steel/Interm.Products
68. IT Consulting & Software
69. IT Networking Equipment
70. IT Software Products
71. IT Training Services
72. Jute & Jute Products
73. Life Insurance
74. Marine Port & Services
75. Medical Equipment
76. Mining
77. Misc.Commercial Services
78. Movies & Entertainment
79. Non-alcoholic Beverages
80. Non-Durable Household Prod.
81. Oil Equipment & Services
82. Oil Marketing & Distribution
83. Other Agricultural Products
84. Other Apparels & Accessories
85. Other Elect.Equip./ Prod.
86. Other Financial Services
87. Other Food Products
88. Other Industrial Goods
89. Other Industrial Products
90. Other Leisure Facilities
91. Other Leisure Products
92. Other Non-Ferrous Metals
93. Other Telecom Services
94. Packaged Foods
95. Paper & Paper Products
96. Personal Products
97. Petrochemicals
98. Pharmaceuticals
99. Photographic Products
100. Plastic Products
101. Publishing
102. Real Estate Investment
103. Realty
104. Refineries/ Petro-Products
105. Restaurants
106. Roads & Highways
107. Shipping
108. Sp.Consumer Services
109. Specialty Chemicals
110. Specialty Retail
111. Storage Media & Peripherals
112. Sugar
113. Surface Transportation
114. Tea & Coffee
115. Telecom - Alternate Carriers
116. Telecom Cables
117. Telecom Equipment
118. Telecom Services
119. Textiles
120. Transport Related Services
121. Transportation - Logistics
122. Travel Support Services
123. Utilities:Non-Elec.
124. Zinc

About the #1 Best Seller Author
To know more, visit http://rajanbhatia.com/

POWERED BY ADHYYAN BOOKS
ABOUT THE BOOK

# STARTUP IDEA TO IPO

## What Does it Take to Create a Unicorn Company

AMAZON #1 Money & Jobs BESTSELLER

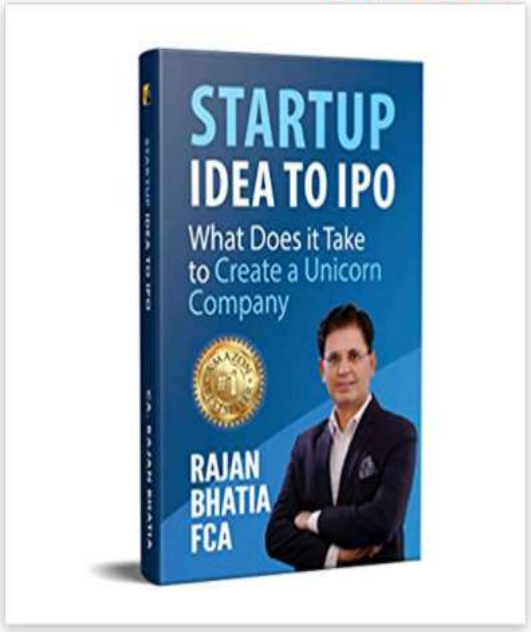
**RAJAN BHATIA FCA**

# About the #1 Best Selling Book.

**Startup Idea To IPO** and over 2 million other books are available for **Amazon Kindle** . Learn more



Look inside



See all 9 images

## Startup Idea To IPO : What does it take to create a Unicorn Company

Hardcover – 1 January 2019

by CA. Rajan Bhatia (Author)

★★★★☆ 35 ratings

› See all formats and editions

| Kindle Edition | Hardcover |
|---|---|
| ₹ 352.00 | ₹ 499.00 |
| Read with Our Free App | 1 New from ₹ 499.00 |

Delivery by: **Friday, Jan 22** Details

Fastest delivery: **Tomorrow**

Order within 7 hrs and 57 mins Details

**Save Extra** with 4 offers

**Bank Offer (2):** 10% Instant discount with AU Bank Debit Cards | See All

**Cashback (2):** Get 25% back up to ₹150 with Amazon Pay Later. Valid on 1st Pay Later

# THE AUTHOR

Mr. Rajan Bhatia, FCA is a renowned Chartered Accountant and B.Com(Hons.) from India's premier Shri Ram College of Commerce, Delhi University with over 20+ years of successful experience in the areas of finance, funds raising, wealth creation, CFO services, investment banking and IPO advisory.

Rajan has over 20+ years of experience in IPO management, funds raising, investment banking, merchant banking, business growth, business development, wealth creation and has worked in senior management and leadership roles of large corporates like The renowned The Oberoi Group of Hotels, Motorola India Limited, World Health Organization to name a few.

Mr. Rajan has managed and advised on the complete process of several IPOs and in getting several companies listed on India's premier stock exchanges which helped companies in multiplying wealth, valuation, growth, raise funds and become successful unicorn companies.

Rajan has conducted thousands of seminars and workshops on Startup Idea to IPO, funding, multiplying valuations, wealth, direct selling and on multiplying growth of companies at prestigious platforms like The National Stock Exchange of India, Indian Institute of Corporate Affairs, IIT-Kanpur, TEDx and thousands of enterprenuers have benefitted from his seminars.

Rajan is also an author of this renowned #1 national best seller book and his articles have been published in several business magazines.

Rajan is a renowned professional speaker and the recipient of several awards including the globally recognized Distinguished Toastmaster Award, which is the highest international certification & recognition in public speaking & leadership skills from The Toastmasters International.

Read Profile at Linkedin: https://www.linkedin.com/in/rajan-bhatia-fca-ipo-advisors-587b1a6/

# TESTIMONIALS

**"This book has wonderful messages about taking any company to next level through IPO. I highly recommend this Book to everyone looking to succeed as an entrepreneur."**

**Mr. Manjit Singh**

Chairman and Managing Director, Touchwood Entertainment Limited–A renowned public listed company in Events and Entertainment Management Industry listed at NSE.

---

**"Mr. Rajan Bhatia in his Book Startup Idea to IPO has written something which will transform your company and is absolutely amazing and practical. What makes this Book special is clarity on how even small or medium level companies as well as startups can do IPO and get enormous benefits of IPO and become extremely successful. A must read for every enterprenuer."**

**Mr. Pawan Kansal**

Chairman and Managing Director, Jagdamba Cutlery Limited.
National Award Winners in Highest Growth in Exports by Government of India, EEPC, EPCH.

---

**"Mr. Rajan Bhatia in this Book shares actionable strategies, practical insights on how to transform any small, medium or large company to IPO level. It is a must read for every enterprise."**

**Mr. Sushil Kumar Aggarwal**

Chairman & Managing Director, Avon Mold Plast Limited–A renowned public listed company in Plastic Furniture Manufacturing Industry listed at NSE.

---

**"I strongly recommend this Book to all entrepreneurs as well as aspiring entrepreneurs to use it as a daily manual. The book is written in such a lucid way that could be easily grasped by anyone. It is a recipe to become a successful entrepreneur and turn the company into a unicorn. I feel privileged to endorse this unique creation of Mr. Rajan Bhatia. He very wisely selected to author a book on most relevant topic usually ignored by entrepreneurs."**

**Dr. L.K. Pandey**

Chairman, Indian Industries Association, Delhi State Chapter.
Managing Director, Ananya Seeds Private Limited.

---

**"I firmly believe that this book would be immensely useful to startups, SMEs as well as large companies around the world and help them become Unicorn Companies. The Author has laid down steps to be followed by the management to list its company through IPO in a lucid manner."**

**CA. Vinay Jain**

Partner, J.P.Kapur & Uberai, New Delhi.
Past District Governor, District 41, Toastmasters International.

**"Excellent resource for startups and SMEs on how to create both value and wealth systematically. A must read for entrepreneurs."**

**Mr. Sushil Sarawgi-Managing Director**

Kor Energy Private Limited.-A renowned company in renewable energy.

---

**"Mr. Rajan Bhatia has written a perfect book that can transform companies and can take them from startup idea to IPO level. This book has practical step by step approach to transform your company into a great company. It is a must have book for every entrepreneur."**

**Mr. Deepak Alag**

Vice President-Business Development, Future Footwear.

---

**"Startups and SME Companies will benefit immensely from this great Book. Absolutely transformational and game changing insights for success of corporate world. Everyone must read this wonderful and valuable book"**

**Mr. Manish Chhabra**

Managing Director, Indian Education Network

---

**"Mr. Rajan Bhatia's Book "Startup Idea to IPO" is very well written. I have studied and found that how to create a unicorn company by financial planning. This book explains in very simple manner how small and medium businesses can avail great IPO opportunity."**

**Mr. Naresh Bhatia**

FCA. Chartered Accountant.

---

**"This is a great Book for every entrepreneur. All SME companies and startups looking to succeed must read it. This Book has very useful knowledge and practical insights for the growth of companies."**

**Mr. Shiv Kumar Sharma**

Chairman, The Art of Prosperity.
Producer, Ameer Hota Bharat (Renowned TV Show)

**"Startup Idea to IPO is a must read for every entrepreneur who has a vision to set up a new venture and take it to the ultimate dream of every business owner–an IPO. Mr. Rajan leverages his immense experience in the field to talk about some of the most important factors for successful growth of the business. Rajan has covered this topic comprehensively–not only he provides a view of high level business strategy but also a step by step practical guide to successful growth of business and a journey to IPO. Get hold of your copy today."**

**Dr. Rohit Bhatia**

Managing Director–OSB Life Sciences and OSB Agencies Private Limited.

---

**"It is a wonderful book written by Mr. Rajan Bhatia who has done enormous seminars and workshops and contributed knowledge across the country on how even a startup, small and medium size businesses can also grow like bigger corporates and become large public listed companies. This book is must read for young entrepreneurs, SMEs and growing companies and for all those who wish to grow their business."**

**Dr. Praveen Srivastava**

Renowned Management Consultant and Business Coach.

---

**"Every bright idea and startup is capable of becoming a mammoth organization provided it times its financial moves to perfection. Mr. Rajan Bhatia has put all this in an easy to understand and use ready reckoner. Great Work Rajan, All the Best."**

**Mr. Manish Singh**

Managing Director, Mancer Consulting Services Private Limited.

---

**"I absolutely loved this book. It is a completely new and refreshing knowledge about how every company can prosper and create wealth in an efficient and credible manner. Absolutely new & practical insights for all enterprenuers and aspiring enterprenuers looking to succeed."**

**Mr. Arun Aror**

Chartered Accountant

---

**"From Startup Idea to IPO journey explained with full clarity. This book is full of valuable and practical insights that works for the success of every company. A must read for all businesses."**

**Mr. Sandeep Nagi**

FCA. Chartered Accountant.

# APPRECIATION FOR SUCCESSFUL IPO OF AVON FURNITURE TO Mr. RAJAN BHATIA

# CERTIFICATE

## OF APPRECIATION

This Certificate is awarded to

## CA Rajan Bhatia, FCA

in recognition of the invaluable support during the IPO launch of **Avon Moldplast Ltd** on **NSE Emerge** in July, 2018

**Sahil Aggarwal**
Managing Director

**Sushil Aggarwal**
Chairman

# APPRECIATION FROM WORLD'S No. 1 FIRM to Mr. RAJAN BHATIA ON ACCOUNTING.

KPMG
cutting through complexity

CERTIFICATE OF COMPLETION

## Presented to

## RAJAN BHATIA

who has successfully completed
Revised Schedule VI Training
On 12 May 2012

www.kpmg.com/in

KPMG India Private Limited
Date: 12 May 2012

*This certificate does not require Signature

© 2012 KPMG India Private Limited, an Indian limited liability company and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity. All rights reserved.

The KPMG name, logo and "cutting through complexity" are registered trademarks or trademarks of KPMG International.

# Key Clients Served-
# Appreciation from Director of Income Tax Department

**DIRECT TAXES REGIONAL TRAINING INSTITUTE**
SCO No. 132-133, 3rd Floor, Sector 34-A, Chandigarh
Phone Nos:0172-2615283,2620134 FAX:0172-2622133
Email:rtichandigarh@gmail.com

F. No: DTRTI /Chd / 2009-10/ _____ Dated: 15.09.09

**Punam K Sidhu, IRS**
**Director of Income Tax**

Dear Sh. Rajan Bhatia

**Sub:- Specialized Course on Making Quality Assessment Orders from 15.09.09 to 18.09.09- Request to Visit as a Guest Faculty at DTRTI, Regarding.**

1. It was a matter of great privilege and honor for the Team Direct Taxes Regional Training Institute. Chandigarh that you so kindly consented to grace the occasion as a Guest Faculty and share your experiences and thoughts with the Course Participants on the subject assigned to you.

2. We look forward to your continued association with the Institute and feedback on how the training Course can be made more relevant and assist the participants in upgrading their skills.

3. The RTI Chandigarh Training calendar is available on the website www.nadt.gov.in. Do let us know if would be interested in coming in as Speaker/Faculty on any courses planned for Fiscal 2009-10 at rtichandigarh@gmail.com or at 0172-2620134. 2615283, Fax 0172-5079790.

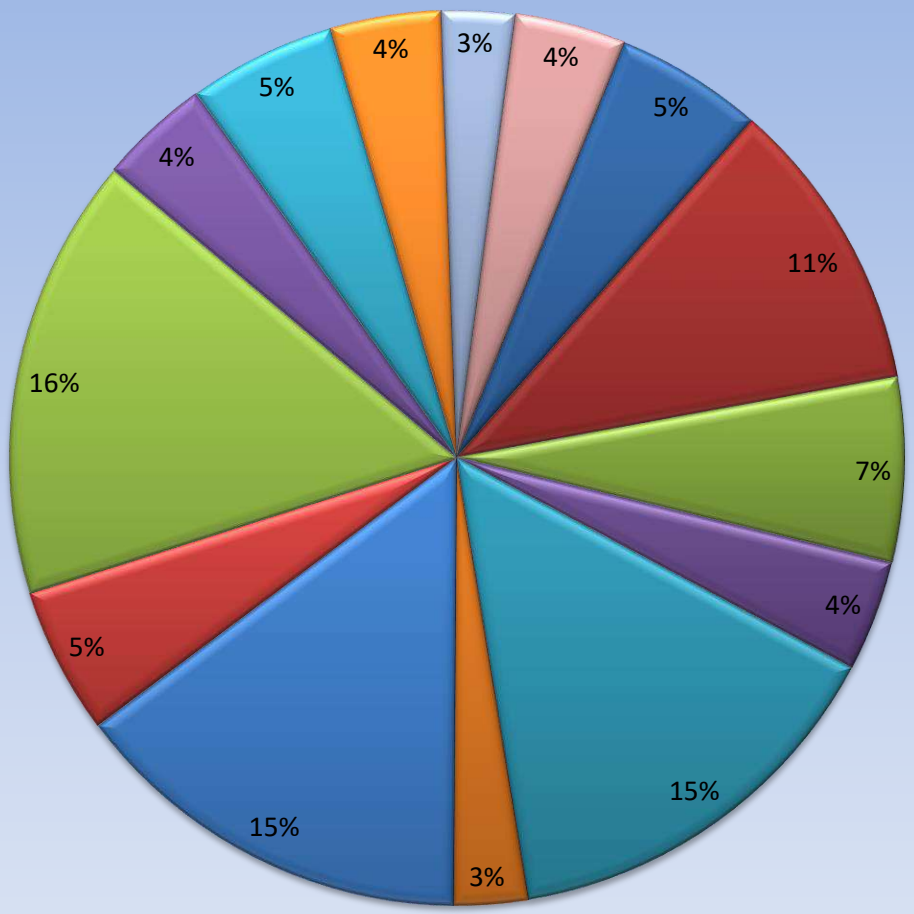
With Regards and Grateful Thanks on behalf of Team RTI, for having spared your valuable time.

Yours Sincerely

(Punam K Sidhu)
Director of Income Tax
DTRTI, Chandigarh

Sh. Rajan Bhatia, FCA

# GROWTH FOR EVERY INDUSTRY !




- Food Processing and Agricultural Products
- Financial Services
- Textiles
- Apparels & Accessories
- Construction and Engineering
- Healthcare
- Distribution & Trading
- Real-Estate
- Others
- Advisory Services
- IT and Technology
- Movies and Entertainment
- Transportation & Logistics
- Plastic Products

# PROBLEMS / PAINS OF SME COMPANIES

- Limited Growth
- Limited Finance
- Small Brand
- No Valuation & Wealth
- Business Model
- Debt Burden
- Systems Controls Process
- Talent & Clients ESOP
- Scale Profits Cash Flow
- IPO Remains A Dream

# FEW SME IPO WEALTH CREATORS

Top 10 SME IPO in India 2017 (By Performance)

| Company Name | Listing Date | Issue Price (Rs) | Current Price at BSE (Rs) | Current Price at NSE (Rs) | Gain / Loss (%) |
|---|---|---|---|---|---|
| Chemcrux Enterprises Ltd | Mar 28, 2017 | 18 | 270 | | 1400 |
| Shrenik Limited | Jul 18, 2017 | 40 | | 46.35 | 479.38 |
| Dhruv Wellness Ltd | Sep 12, 2017 | 20 | 82.85 | | 314.25 |
| Maximus International Ltd | Mar 30, 2017 | 25 | 102.5 | | 310 |
| Shree Ganesh Remedies Ltd | Oct 13, 2017 | 36 | 142.5 | | 295.83 |
| Vanta Bioscience Ltd | Oct 06, 2017 | 50 | 189.9 | | 279.8 |
| GG Engineering Ltd | Jul 17, 2017 | 20 | 71.2 | | 256 |
| D P Abhushan Ltd | Oct 23, 2017 | 28 | | 89.3 | 218.93 |
| Sanginita Chemicals Limited | Mar 10, 2017 | 22 | | 68.95 | 213.41 |
| Dev Information Technology Ltd | Apr 17, 2017 | 42 | | 128.2 | 205.24 |

# FEW SME IPO WEALTH CREATORS

Top 10 SME IPO in India 2018 (By Performance)

| Company Name | Listing Date | Issue Price (Rs) | Current Price at BSE (Rs) | Current Price at NSE (Rs) | Gain / Loss (%) |
|---|---|---|---|---|---|
| Manorama Industries Limited | Oct 04, 2018 | 188 | 738.3 | | 292.71 |
| Mahickra Chemicals Limited | Apr 26, 2018 | 25 | | 80 | 220 |
| Mac Hotels Limited | Oct 04, 2018 | 24 | 64.95 | | 170.63 |
| Shubham Polyspin Limited | Oct 12, 2018 | 40 | 106.05 | | 165.13 |
| Suumaya Lifestyle Limited | Jun 04, 2018 | 18 | | 46.75 | 159.72 |
| Marine Electricals (India) Limited | Oct 11, 2018 | 66 | | 167.95 | 154.47 |
| Garv Industries Limited | Apr 25, 2018 | 10 | 22.3 | | 123 |
| Roni Households Limited | Dec 03, 2018 | 20 | 40 | | 100 |
| Inflame Appliances Ltd | Mar 16, 2018 | 54 | 99 | | 83.33 |
| Shree Vasu Logistics Limited | Jun 04, 2018 | 45 | | 81.5 | 81.11 |

# FEW SME IPO WEALTH CREATORS

Top 10 SME IPO in India 2019 (By Performance)

| Company Name | Listing Date | Issue Price (Rs) | Current Price at BSE (Rs) | Current Price at NSE (Rs) | Gain / Loss (%) |
|---|---|---|---|---|---|
| Jonjua Overseas Limited | Feb 25, 2019 | 10 | 41.8 | | 318 |
| Evans Electric Limited | May 13, 2019 | 52 | 200 | | 284.62 |
| Parshva Enterprises Limited | Jul 01, 2019 | 45 | 98.8 | | 119.56 |
| Misquita Engineering Ltd | Oct 04, 2019 | 27 | 54.2 | | 100.74 |
| Earum Pharmaceuticals Limited | Jul 04, 2019 | 36 | 71.7 | | 99.17 |
| SBC Exports Limited | Jul 04, 2019 | 22 | 40.95 | | 86.14 |
| Ascom Leasing & Investments Ltd | Dec 06, 2019 | 30 | | 39 | 30 |
| Anand Rayons Limited | Jul 02, 2019 | 27 | 32 | | 18.52 |
| Artemis Electricals Limited | May 14, 2019 | 60 | 69 | | 15 |
| Salasar Exteriors and Contour Ltd | Sep 12, 2019 | 36 | | 40.95 | 13.75 |

# FEW SME IPO WEALTH CREATORS

Top 10 SME IPO in India 2020 (By Performance)

| Company Name | Listing Date | Issue Price (Rs) | Current Price at BSE (Rs) | Current Price at NSE (Rs) | Gain / Loss (%) |
|---|---|---|---|---|---|
| Janus Corporation Ltd | Feb 06, 2020 | 50 | 115.5 | | 131 |
| Ksolves India Ltd | Jul 06, 2020 | 100 | | 226 | 126 |
| DJ Mediaprint & Logistics Ltd | Apr 13, 2020 | 20 | 41.25 | | 106.25 |
| Nirmitee Robotics India Ltd | Apr 21, 2020 | 185 | 326 | | 76.22 |
| Suratwwala Business Group Ltd | Aug 13, 2020 | 15 | 18.5 | | 23.33 |
| ICL Organic Dairy Products Ltd | Feb 17, 2020 | 20 | 23.95 | | 19.75 |
| Cospower Engineering Ltd | Mar 30, 2020 | 51 | 58 | | 13.73 |
| Gian Life Care Limited | Jan 13, 2020 | 22 | 24.4 | | 10.91 |
| HindPrakash Industries Ltd | Jan 27, 2020 | 40 | | 44.1 | 10.25 |
| Laxmi Goldorna House Ltd | Apr 16, 2020 | 15 | | 15.4 | 2.67 |

# Govt approves Rs 50K crore equity infusion for MSMEs

***Union Minister Prakash Javadekar said the decision on equity infusion will also enable micro, small and medium enterprises (MSMEs) to get listed on stock exchanges.***

PTI • June 01, 2020, 22:25 IST

New Delhi: The Union Cabinet on Monday approved Rs 50,000

# Rs. 50,000 Crore equity infusion for SME IPO and SME equity funding.

- MSME Face severe shortage of equity.
- Fund of Funds with corpus of Rs. 50,000 crore set up.
- Will provide equity funding for SME with growth potential & viability.
- Will help to expand MSME Size and Capacity.
- Fund will encourage SMEs who get listed on Stock Exchanges on ASAP basis.

# Main board IPO & Listing vs. SME IPO & Listing:

## *Comparison and Relaxations for SME IPO*

| Particulars | SME IPO & STARTUP IPO | IPO |
|---|---|---|
| IPO Application Size | Minimum Rs. 1 lakh | Rs. 10,000 -15,000 (minimum) |
| Approval on DRHP | By Stock Exchange | By SEBI |
| Post Issue Paid up Capital (Face Value) | Not more than Rs. 25 crores | Minimum Rs. 10 crores |
| Minimum Pre – Tax Operating Profit | Positive for any 1 year out of last 2 years | Avg. PBT Rs. 15 crores for last 3 Financial Years |
| IPO Underwriting | 100% underwritten | Underwriting Not Mandatory |
| Minimum no. of allottes in the IPO | Atleast 50 Applications | Atleast 1000+ |
| Reporting Requirement | Half Yearly (Abridged) | Quarterly (Comprehensive) |

# NSE SIGNS PACT WITH GOVT. FOR GROWTH OF SMEs-NSE MUMBAI.

# 330+ SME IPO ON BSE

# 330+ SME IPO ON BSE

BSE SME
EXPERIENCE THE NEW

## VEER GLOBAL INFRACONSTRUCTION LIMITED

## BECOMES THE 330th COMPANY

## TO GET LISTED ON BSE SME, INDIA'S LARGEST SME PLATFORM

- Market cap of companies listed till date = **Rs. 21,287.90 Cr**
- Total amount of money raised on BSE SME = **Rs. 3379.8 Cr**
- Number of companies migrated to main board = **86**

# 250+ SME IPO ON NSE

NSE | Emerge

Vikram Limaye
*MD & CEO, NSE*

*Cordially invites you for*

## CELEBRATING THE MILESTONE OF 200 LISTINGS

NSE | Emerge

Chief Guest

**Shri Nitin Gadkari**

*Honorable Minister of Road Transport & Highways & Micro, Small & Medium Enterprises*

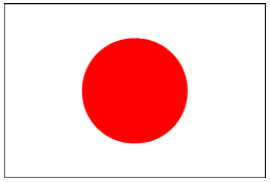
Date : 22nd August, 2019 | Time : 09:30 am onwards

- Venue -
NSE, Exchange Plaza, Mumbai.

**RSVP** : Jayesh Taori | jtaori@nse.co.in | 9322542458

# Global SME Exchange Landscape

NASDAQ - USA



MOTHERS - Japan

TSX Venture - Canada

**BSE-SME & NSE Emerge**

Catalyst - Singapore

GEM – Hong Kong

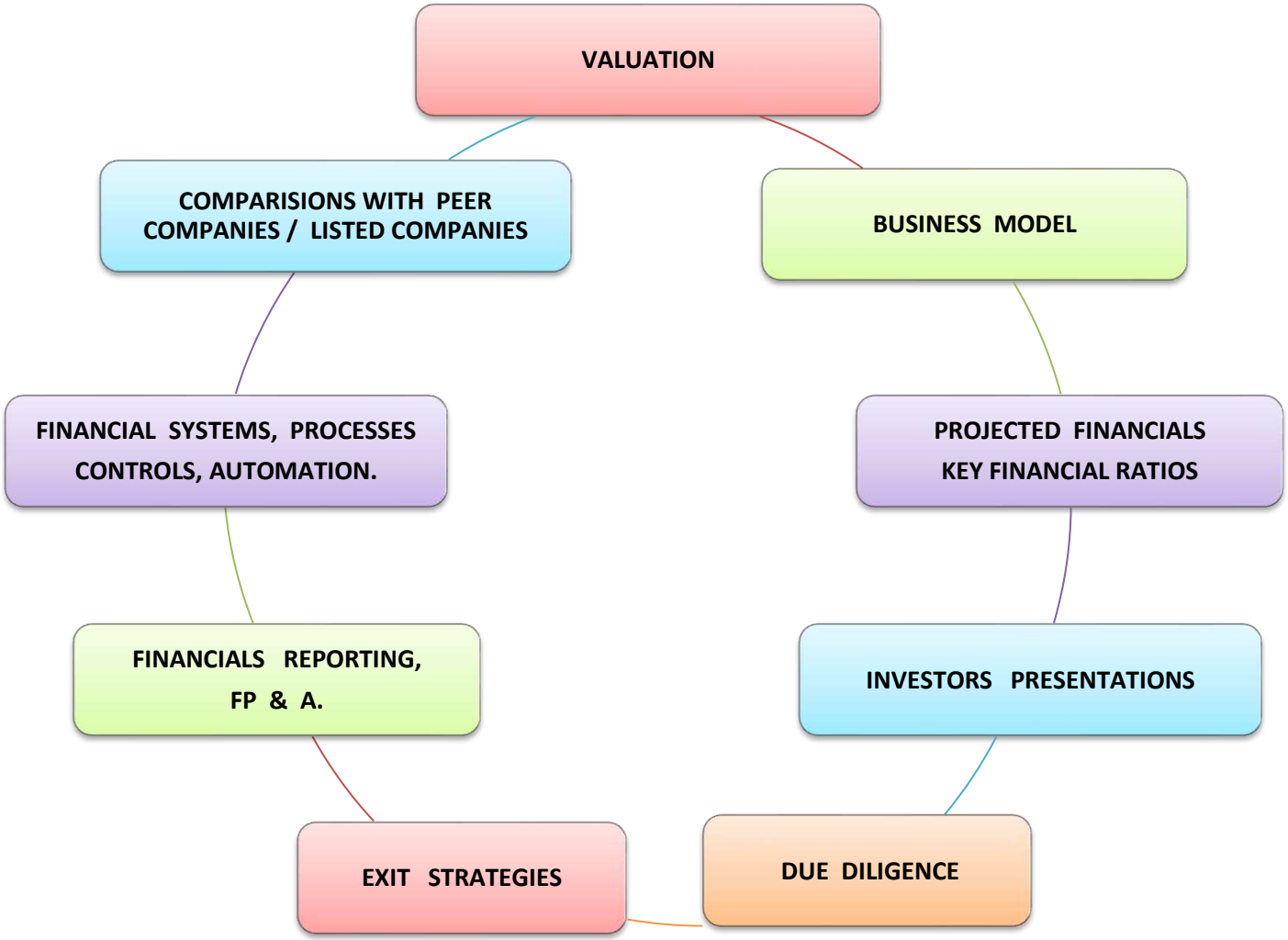
Chinext - China

AIM - UK

# Want Vitamin M ? Money – Work on 5 Ms.

| M | DESCRIPTION |
|---|---|
| M -1 | • Management Team.<br>• Qualified Passionate Professionals and Experts. |
| M-2 | • Market Size. Is market size big enough to grow by 10X, 100X, 1000X and so on. |
| M-3 | • MVP-Minimum Viable Product / Services<br>• MVP is ready. Traction and Track Record. |
| M-4 | • Money-Funding, Financials, Valuation, Ratios, Comparisons, Case Studies, Presentation. |
| M-5 | • Momentum-Traction and Scalability. |
| M- 6 | • Get Vitamin M--Money and Funding. |

# PREPARATIONS REQUIRED FOR SME IPO / PE /VC / ANGEL / FUNDING



# Key Considerations For Multiplying Company Valuation and Wealth Creation.

| Parameters | Description |
|---|---|
| Absolute Financial Metrics | • Topline Growth<br>• Bottom Line Growth |
| Qualitative Considerations | • Visibility of earnings<br>• Quality of business assets from which growth is expected in the next 2 – 3 years |
| Business Model & Scalability | • Strategic positioning<br>• Scalability of business model<br>• Company management |
| Corporate Governance Framework | • Compliance with regulations<br>• Management quality |
| Relative Financial Metrics | • Return ratio vs. peers and industry leaders<br>• Alternate income sources vs peers and industry leaders |
| Market Tone and Perception | • Profile of key shareholders<br>• General investor sentiment<br>• Perception of Industry dynamics, regulatory environment for the sector and economy |

# TOP 10 PREPARATION REQUIRED FOR FUNDS RAISING

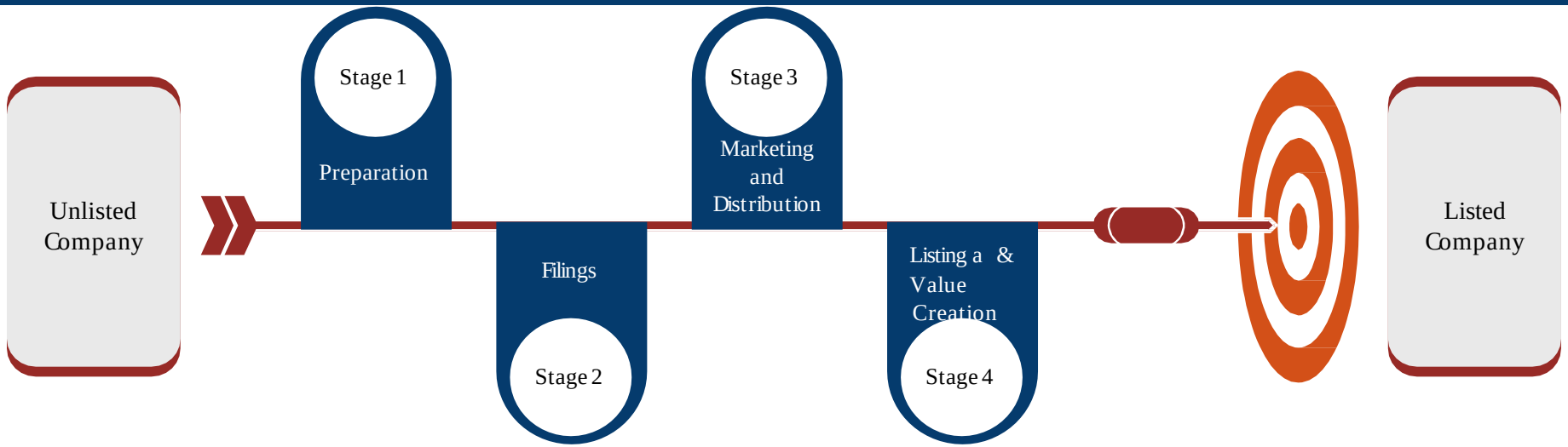
- Preparation
- Projected Financials
- Ratio Analysis
- Comparatives/ Peers/PE
- Business Valuation
- Due Diligence
- Investors Presentation
- Term Sheet
- Legal Work
- Funding Approval

# India's Top Most Private Equity and VC funds and SEBI Registered Funds

- India's Top 150 PEVC Funds..pdf
- List_of_SEBI_Registered_Funds.pdf
- list_of_incubators.pdf

# Key Regulatory Considerations & Financial Deliverables for IPO

# Road Map for an SME IPO / IPO




## Stage 1

- A Feasibility Report on IPO, IPO Size, Valuation.
- Appointment of IPO Advisors.
- Due Diligence
- Compilation of Information and review of Offer Document
- Preparation of restated financial statements including auditors report, capital structure and other certificates

## Stage 2

- Appointing Bankers and Intermediaries
- Filing of Draft Offer Document with STOCK EXCHANGES & SEBI
- Respond to SEBI Comments
- Review of Offer Document
- Filing of Offer document with Registrar of Companies in India

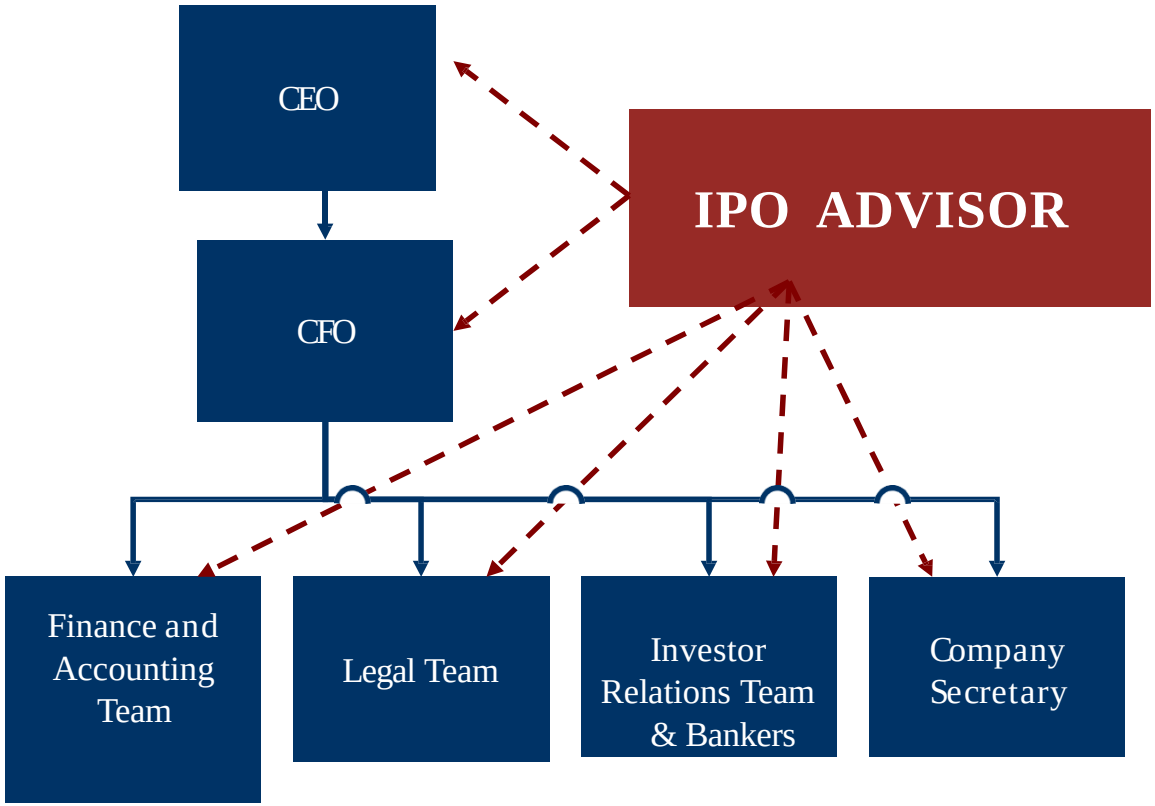
## Stage 3

- Information for Road Shows
- Getting Anchor Investors
- Launch of IPO
- Receiving bids / applications
- Closure of IPO

## Stage 4

- Allocation and Allotment
- Obtain Listing Approvals
- Listing on stock Exchanges

# Company's IPO Dream-The First Step is the IPO Feasibility Study Report.




- As one of the first steps towards preparation for an IPO, the company needs to get a feasibility study report, roadmap to IPO, IPO Size, Valuation, Eligibility, Case Studies from an expert IPO Advisor.

# GLOBAL UNICORN CLUB: 393 PRIVATE COMPANIES VALUED AT $1B+

as of 8/27/2019

## Cybersecurity

Auth0, Cloudflare, Illumio, Kaseya, Lookout, netskope, TANIUM

## Auto & transportation

Aurora, Bolt, cabify, 滴滴, FLIXBUS, Grab, Lime, 理想, nuro, OLA, OLA ELECTRIC, 小鹏汽车, YOUXIA

## Hardware

BITFURY, BITMAIN, Carbon, formLabs, INFINIDAT, MEIZU, ROVOLE, UBTECH

## Mobile & telecommunications

APPLOVIN, APUS, branch, CELLO, hike, ironSource, kik, 快手, LinkSure, MIANTIC, OfferUp, Smart News, STARRY, Tango, yello mobile

## Supply chain, logistics, & delivery

big basket, CONVOY, 达达, DELHIVERY, DOORDASH, ezcater, FLASHEX, FLEXPORT, GO-JEK, infor, instacart, KATERRA, LALAMOVE, Loggi, 满帮集团, POSTMATES, Rappi, RIVIGO, SWIGGY, Udaan, zipline

## Travel

airbnb, KLOOK, Mafengwo, omio, OYO, SONDER, traveloka, TripActions, 小猪, yanolja

## Edtech

BYJU'S, coursera, 猿辅导, TutorGroup, KNOWBOX, VIPKID, 新东方

## Data management & analytics

actifio, celonis, COHESITY, collibra, confluent, druva, MarkLogic, MEDALLIA, Paxata, rubrik, snowflake, sumo logic, trax, tresata

## Consumer & retail

Calm, easyhome, Glossier, IMPOSSIBLE, 完美日记, JUUL, KENDRA SCOTT, L&P Cosmetic, MINISO, PAT McGRATH LABS, PAX, Supreme, sweetgreen, TRENDY INTERNATIONAL GROUP, 喜茶

## Artificial intelligence

affirm, AVANT, babylon, BenevolentAI, Butterfly, ByteDance, Cambrican, DARKTRACE, Dataminr, Globality, icertis, indigo, intelliFusion, Lightricks, meero, ORCAM, Outreach, Preferred Networks, scale, SoundHound Inc., UiPath, UPTAKE, 依图, YITU, ZipRecruiter

## Other

艾佳生活, 贝壳, EPIC, ESR, IMPROBABLE, judo bank, KNOTEL, LifeMiles, Si Ai, RUBICON, SILA, STX, unity, VISTA GLOBAL, wework

## Health

10X, Clover, Devoted Health, Doctolib, GoodRx, GRAIL, HeartFlow, hims, Intrinsic, LinkDoc, Medlinker, mindmaze, one medical, oscar, ottobock., NANOPORE, proteus, ROIVANT, samumed, smile, TEMPUS, Zocdoc

## E-commerce & direct-to-consumer

ABOUT YOU, 爱回收, allbirds, AppDirect, Casper, COMPASS, coupang, 拼多多, Fanatics, 识货, ibotta, Jollychic, 口袋购物, 小红书, 闪送, Opendoor, SHOPCLUES, snapdeal, stockX, THG, Thumbtack, tokopedia, TURO, VANCL 凡客诚品, WARBY PARKER, WEMAKEPRICE, wish, 小红书, 找钢.com, zilingo

## Fintech

Affirm, Airwallex, avaloq, avidxchange, Bill.com, BillDesk, BREX, C2FO, carta, checkout.com, chime, coinbase, credit karma, CIRCLE, GUSTO, hippo, ivalua, Kabbage, Klarna., Lemonade, Liquid, MARQETA, monzo, N26, Numbrs, PLAID, policybazaar, Revolut, robinhood, ROOT, SoFi, stripe, Toast, Toss, TRADESHIFT, TransferWise, 微众银行, ZENEFITS

## Internet software & services

58同城, Airtable, asana, AUTOMATTIC, 贝壳, BuzzFeed, DISCORD, docker, freshworks, Gympass, HashiCorp, INTERCOM, invision, legalzoom, monday.com, Nextdoor, Nuro, OneTrust, PROCORE, Quora, reddit, ROBLOX, SEISMIC, ServiceTitan, SMS ASSIST, sprinklr, SQUARESPACE, SYMPHONY, talkdesk, Vlocity, VOX MEDIA, VTS, walkme, zeta, 知乎, zomato

# SALES IS VANITY, PROFIT IS SANITY & CASH IS REALITY.

ARE YOU READY TO BE A WEALTHY COMPANY ?
WANT TO MULTIPLY YOUR WEALTH & INCOME ?
HOW YOU AND I CAN WORK TOGETHER

msmex
Xcelerating Growth

*Take a step closer to your dream success!*

# ROADMAP TO IPO!

*Finely curated by leading IPO advisor, for your business!*

**RAJAN BHATIA**
*(Leading SME IPO Advisor)*

# WE ARE WORKING ACROSS EVERY INDUSTRY !

RAJAN BHATIA & COMPANY CHARTERED ACCOUNTANTS
THE KNOWLEDGE PARTNERS

Motion Pictures

Music Instruments

NGO CSR

Food and Beverages

Water Processing

Textile and Apparels

Beauty and Cosmetics

Kitchenware Appliances

Digital Marketing

IT & IOT

Toys and Games

Accounting

Fitness and Spirituality

Publishing

Event Management

Real Estate

Wines and Spirits

Law Firms

Logistics

Tourism

Outsourcing

Telecom

Oil

Components

Printing

Education

US IT Staffing

Meats

Aviation & MRO

Fragrances

Hospitals

Hotels

Jewellery

Solar

Talent Firms

BFSI

Equipment

Translation

Dairy

Sports

# THANK YOU !

## CONTACT US

**Name: Rajan Bhatia**

**Phone India:** +91-95820 26836

**Email:** bhatiarajan4@gmail.com

**Website:** www.rajanbhatia.com

## ADDRESS

**INDIA:** Unicorn Equicorp Private Limited, IPO Advisors.

B -1 /628 Janak Puri, New Delhi-110058, India