

Proposal for Strategic Takeover of Full-Service Advisory firm in Pune

Firm Overview (1/2)

- Established in late 1980s in Nigdi, Pradhikaran with uninterrupted professional practice
- Founder-led, multi-partner professional services firm
- Majority ownership held by the founding partner, supported by a team of experienced partners
- Over 300+ active corporate and institutional clients
- Strong regional reputation in audit, tax, advisory, and compliance services
- Office premises in a key industrial and IT corridor

Client Profile

- Mid-sized and large corporates
- Listed and unlisted companies
- Financial institutions and banks
- Industry Coverage:
 - Manufacturing
 - BFSI
 - IT
 - Infrastructure and EPC
 - Hospitality
 - Healthcare
 - Professional services sectors
- Long-standing client relationships with repeat engagements



Firm Overview (2/2)

Team and Organization

- Founder with over three decades of professional experience and deep client relationships
- Experienced partner group with long-standing association with the firm
- Qualified chartered accountants and domain specialists across audit, tax, advisory, and ESG
- Total team size~40

Infrastructure & Systems

- Strategically located near major industrial clusters such as MIDC Chakan and Bhosari
- Robust IT and office infrastructure
- Secure data management and backup systems
- Power backup and operational redundancy



Service Portfolio

Audit & Assurance - Statutory audits - Internal and concurrent audits - Risk-based internal audits - Bank and regulatory audits - Systems and process audits

Taxation Services - Direct and indirect tax advisory - Tax compliance and filings - International taxation and transfer pricing - HNI and promoter-level tax planning - Trusts and foundation taxation

Advisory & Consulting - Business and financial advisory - Project finance and structured finance - Mergers & acquisitions support - Due diligence assignments - Business valuation services - ERP and systems implementation advisory

ESG & Sustainability - ESG reporting and disclosures - Sustainability and non-financial reporting - ESG assurance and compliance - ESG risk management and advisory

Accounts & Compliance Outsourcing - Accounting and bookkeeping services - Payroll administration - Group reporting and MIS - Preparation of financial statements and audit support



Business Model and Revenue Characteristics

Business Model

- Fee-based professional services model
- Mix of recurring and assignment-based revenues
- High proportion of repeat clients,
- Low working capital intensity
- Limited capital expenditure requirements

Financial Snapshot

- Revenue ~Rs 2.5cr through professional fees
- Stable and predictable cash flows
- Consistent revenue generation over multiple years
- Healthy operating margins after partner normalization

Sector-wise breakup of Client and Fees

Particulars	Professional Fees (Rs Cr)	No of Clients	Sector Breakup of Clients						Total
			Manufacturing	Service Sector	Trading Sector	Software Sector	Real Estate Sector	Power Generation	
More Than 100 Crores	0.72	8	7	-	1	-	-	-	8
50 Crores to 100 Crores	0.09	2	1	-	1	-	-	-	2
10 Crore to 50 Crore	0.6	15	9	5	-	-	1	-	15
Less Than 10 Crores	0.64	56	28	18	4	3	2	1	56
Micro	0.27	262							
One Time	0.07	4							
Grand Total	2.4	347	45	23	6	3	3	1	81

Notes:

1. Service Sector includes: Hospitals, Large NPOs, Consultants, Transport Agencies & Doctors.
2. Manufacturing Sector consist of mainly Engineering Companies in the PCMC Industrial Belt
3. The professional fees mentioned are estimated fees for FY26

Transaction Details

Investment Highlights

- Long operating history with strong founder-led brand equity
- Experienced professional team with committed partner continuity post-transaction
- Founder-supported transition to ensure client retention and business continuity
- Low working capital intensity and predictable cash flows

Transaction Rationale

- Planned founder transition driven by age-related succession considerations
- Opportunity for strategic or financial buyer to acquire an established professional platform and legacy client base in a significant industrial location like Pune
- Orderly handover of client relationships and leadership responsibilities

Transaction Structure (Indicative)

- Sale of professional practice on a going-concern basis
- Flexible structuring including upfront consideration plus a step-wise payout over 2 years possible
- Retention and transition support from existing partners
- Existing partners to continue with the firm for a period of up to 3 years post-transaction to ensure smooth client and operational transition
- Office premises currently owned by the major partner in individual capacity; long-term lease arrangement can be entered into with the acquirer
- Furniture, fixtures and office equipment with an approximate replacement value of ~₹2.0 Cr located at the office premises

Please reach out to us for details on the proposal:

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