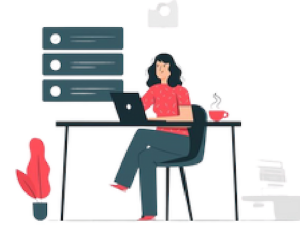
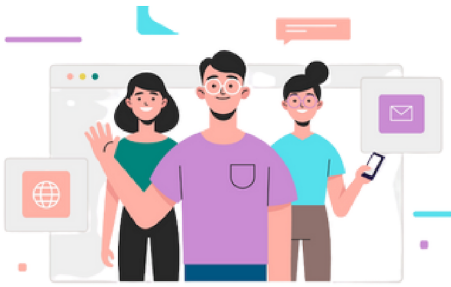


# INVESTMENT OPPORTUNITY IN PUNE-BASED IT HIRING SERVICES



## 1. BUSINESS OVERVIEW

We have a mandate for an IT hiring company to look for a Strategic Partner, to buy stake, control the finances of the company, and invest partly in the companies working capital needs. The company, established 8 years ago in Pune, specializes in hiring services and talent acquisition for the IT sector. It has successfully matched top-tier talent with leading IT firms, ensuring both candidates and companies achieve their goals. Their expertise lies in understanding the unique needs of the IT industry and delivering customized hiring solutions.

## 2. CURRENT BUSINESS STATUS

The company is currently performing at its best, boasting a prestigious customer base that includes Capgemini, Virtusa, Nielsen, and Collins Aerospace. This year, the company is projected to book a revenue of ₹. 4.00 to ₹. 5.00 Crores under ongoing conditions. With a workforce of 53 dedicated employees, working from a leased property, all company operations are being handled efficiently.

## 3. ABOUT THE PROMOTER

The promoter holds 100% stake in the company, is a highly passionate and experienced individual with a remarkable 25-year career in the IT hiring industry. Starting from entry-level positions, he has climbed the ladder to become a recognized expert in the field. His extensive experience is complemented by an impressive network of contacts within the IT sector, allowing him to leverage these relationships to benefit his clients and candidates alike.

#### 4. GROWTH OPPORTUNITY

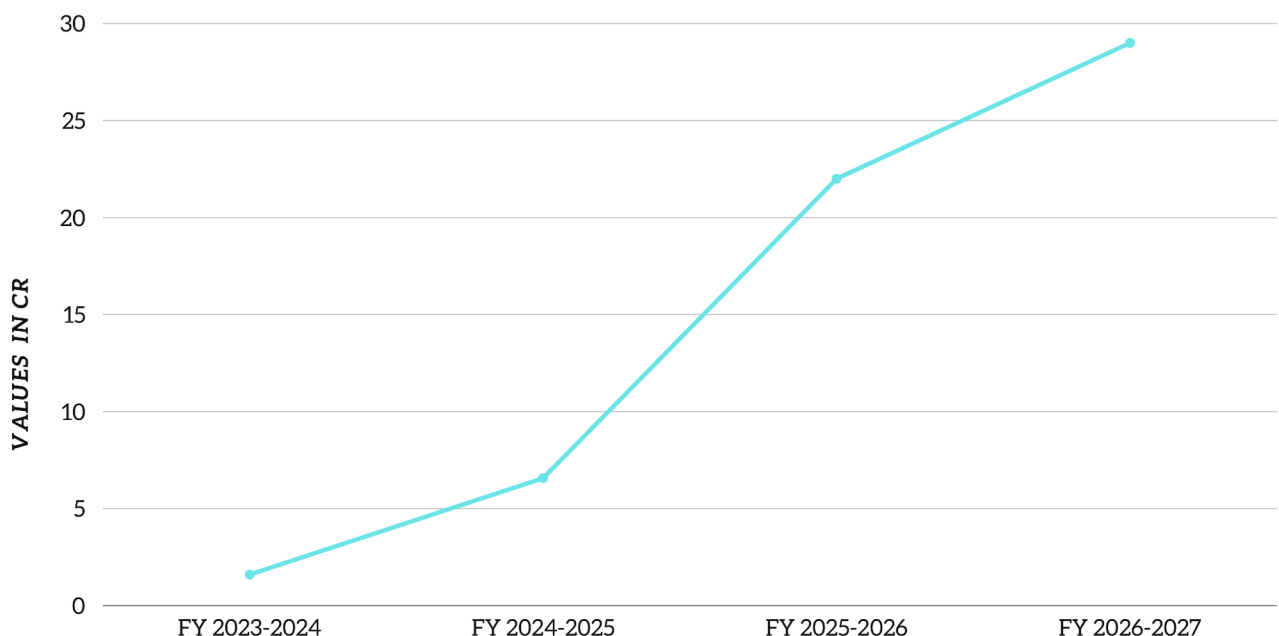
The promoter is considering to grow the business exponentially, by starting a new vertical of Contract Hiring, which needs working capital. He has also drawn a roadmap for a new vertical of rendering HR supply to mid-size USA software companies to work for them off shore, there by savings for the USA companies. This is still on the drawing board, and will be given the final shape soon.

#### 5. WHY INVEST?

- **Proven Track Record:** 8 years of successful operations, and has created a recognized brand in the IT hiring industry.
- **Experienced Leadership:** Led by a promoter with 25 years of industry wisdom and extensive contacts.
- **High-Growth Potential:** With two new verticals, plus huge growth in the current vertical, the company is ready for exponential growth.
- **Financial Control :** Investor will have total control on the company's finance.

#### PROJECTED REVENUE OF THREE YEARS

(Post Working Capital Infusion)



## INVESTMENT DETAILS :

- 1) **STAKE BUY** : The promoter intends to dilute 50% of his equity, valued at **INR 2.50 CR** at current company valuation of **INR 5.00 CR**.
- 2) **WORKING CAPITAL**: Both the new shareholder and the promoter will each invest **INR 1.50 CR** as working capital. This brings the total working capital to **INR 3.00 CR**.

Therefore, the total investment required from the new investor is:

- **Stake Buy**: **INR 2.50 CR**
- **Working Capital Contribution**: **INR 1.50 CR**

**Total Investment Needed : INR 4.00 CR**

## RETURN ON WORKING CAPITAL INVESTMENT :

**RETURN IN MULTIPLES IN 36 MONTHS : 1.49X**

**GROSS RETURN IN PERCENTAGE: 149.22%**

**IRR: 35.58%**

## RETURN ON STAKE PURCHASED :

**RETURN IN MULTIPLES IN 36 MONTHS : FIVE X**



### **360 COMPANY BECHO PVT. LTD.**

*Sole Mandate Holder for the Deal*

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