

PRE QUATÉ

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Advisory**

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**Strategic Finance
Office**

octahedron



**Investment Banking
Advisory**

icosahedron



**Mergers & Acquisitions
Advisory**



Our Story

In 2010, at the dusk of the financial crisis, 3 consultants embarked on a journey to transform consulting to a more impact driven model - as **resultants** rather than consultants.

Enter **Prequate**



Our Vision

Transform 1,000 businesses by 2023-24 by being their partners in growth.



In Mar 2022, we were **53%** on our journey.



Our Method

The **Prequate** approach works on the foundation that transformation is possible from the interplay between management and supercharged finance.

management ^ finance

**STRATEGIC
FINANCE
OFFICE**

**INVESTMENT
BANKING
ADVISORY**

**BUSINESS
ROADMAP
ADVISORY**

**MERGERS &
ACQUISITIONS
ADVISORY**

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What is the
right way to look at this market?

What is the
best approach to take in a sector?

Should I seriously explore that
new product opportunity?

What is the
real value of this strategy decision?



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Business Roadmap Advisory

Client speak

“stood out in the ability to
absorb and refactor
concepts”

“adapted to the business
& nuances extremely
quickly”



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Business Roadmap Advisory

**Imagine having a cross-functional team in
your organization who can independently
& flexibly deliver answers-as-a-service.**

Now imagine that team was versatile to fit right into your organizational stage and respond quick enough to your needs when they are relevant, whether you are a startup or a listed organization across the world.

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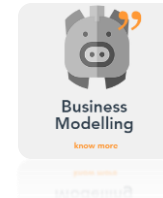


**Investment Banking
Advisory**

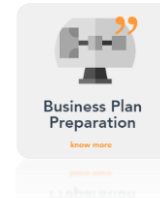
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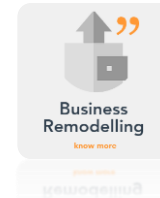
**Mergers & Acquisitions
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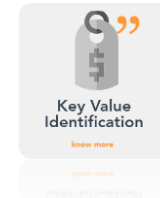
**Business
Modelling**
[know more](#)



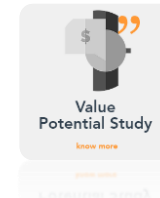
**Business Plan
Preparation**
[know more](#)



**Business
Remodelling**
[know more](#)



**Key Value
Identification**
[know more](#)

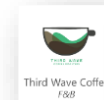


**Value
Potential Study**
[know more](#)

Business Roadmap Advisory

Skills added: Market strategy, Customer profiling, P&L Management, Pricing, Sales strategy, Risks & Mitigation Planning, Value Analysis

for organizations like



Case study: How we helped remodel a 4+YO tech company to do 10x their revenue generation potential with 40% less in investments



Case study: How we helped remodel a 3+YO tech company to drastically increase their ARR potential and make them more investible



*click to connect
with us instantly*



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Are we being
efficient across the organization?

How are we performing
vis-à-vis our competition?

Is there hidden
profitability I can unlock?

Am I looking at
the right metrics or the right way?

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Strategic Finance Offices

Client speak

|
“quality and depth of
analysis was fantastic and
for a data lover like me, it
was a joy to work with
”

|
“showed great proficiency
to work with all levels”



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Strategic Finance Offices

Imagine having a highly initiative-focused independent team with the right sectoral knowledge helping supercharge FP&A.

Now imagine that team came with experience across 100s of organizations like yours, was flexible enough to respond to your needs, was dedicated to giving you wins across the board while your organization continued to look at immediate priorities.

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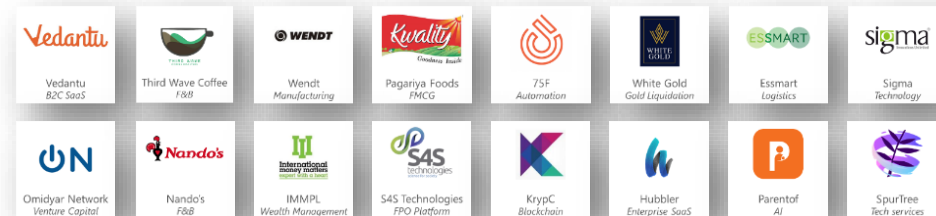
Mergers & Acquisitions
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Strategic Finance Offices

Skills added: Financial modelling, Financial Analysis, Management Accounting, Reporting, P&L Management, Accounting, Costing, Taxation

for organizations like



Case study: 10+YO tech company recovers ~10% of their bottom-line by deep-dives in to the LOB profitability & scenario analysis.

Case study: 20+YO manufacturing company adds 6% to PAT by designing a dynamic approach to their costing & pricing practices

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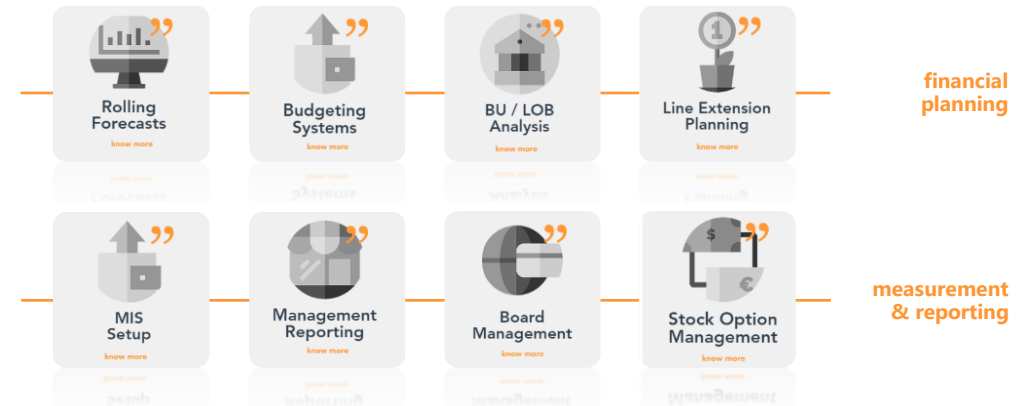
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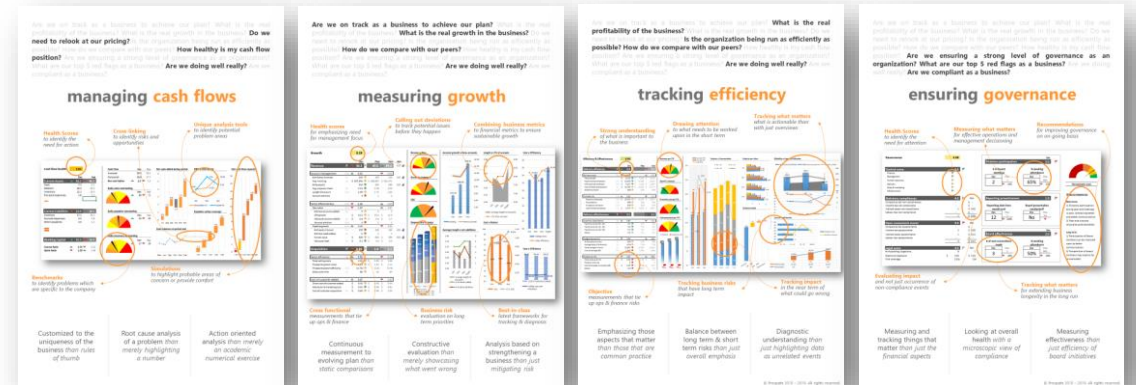


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Strategic Finance Offices / Products

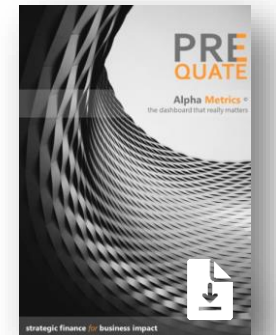
α
metrics

Alpha Metrics

only dashboard you will ever need

MIS, Dashboards, Management Report, Board
Presentation

We bring in high-quality OKR/ KPI/ MBE-based reporting & dashboarding into an organization to help leaders focus on metrics that matter for identifying what is working and perform a root-cause analysis on what is not.



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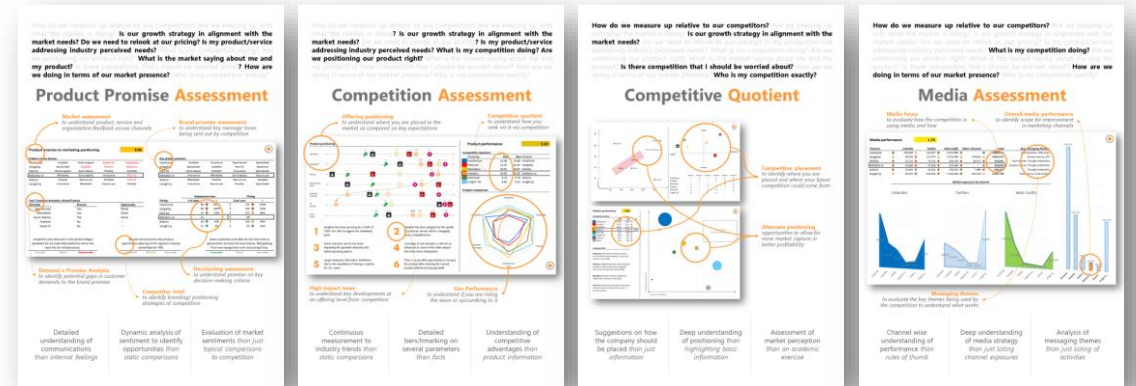


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Strategic Finance Offices / Products



report

Orbital Report
sense the world around you
Competitor intelligence, Market scan,
Management Report, Board Presentations

We help organizations by continuously scanning the environment and look for competitive changes. We work to identify if we need to be proactive or reactive – be it on the offerings or on the terms of the offering.



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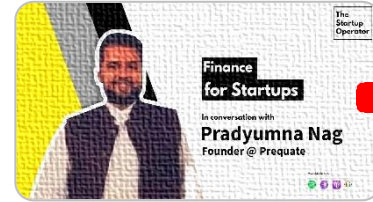


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Changing nature of the finance
function in start-ups



Opportunities for professionals &
how they can transform



Supply chains in the post-Covid
19 world and how to adapt



Indonesia Economic Forum on
role of tech & capital efficiency



Changing state of Ed-tech in India
and funding scenario



Role of venture capital and how it
can be leveraged and when



Making a transition to manage
finance at a tech company



Launching the Indian Education
Report



Rebooting the business in the
post Covid-19 world



Chairing the Private Equity panel
at India's largest PE conference



News mentions, publications, features & ranks from the Prequate team
across the world



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How do I make myself
highly presentable to investors?

What is the
right amount to raise for my plans?

What is the
right way to approach valuation?

Who is the
right investor for me?

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Investment Banking Advisory/ Asset-side

Client speak

|
“quality and depth of
analysis was fantastic and
for a data lover like me, it
was a joy to work with”

|
“showed great proficiency
to work with all levels”



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Investment Banking Advisory

**Imagine having the speed and experience
of a team that has worked with 100s of
organizations on helping manage capital.**

Now imagine that team brought a high level of knowledge on the things that matter from an investor perspective, engaged on all the facets of the organization and was able to highlight the latent potential while being committed to your objectives.

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Investment Banking Advisory / Asset-side

Skills added: Business roadmap advisory, Financial modelling, GTM strategy, Due Diligence, Marketing & communication, Deal structuring, Negotiations



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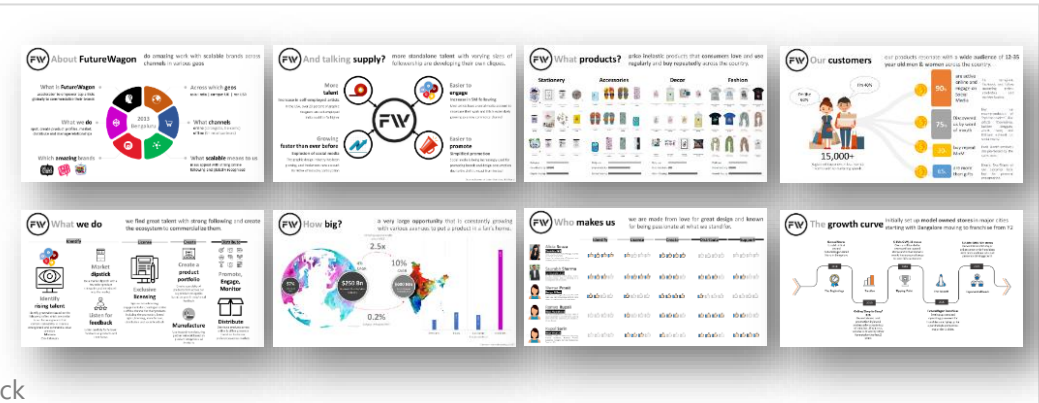
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Advisory

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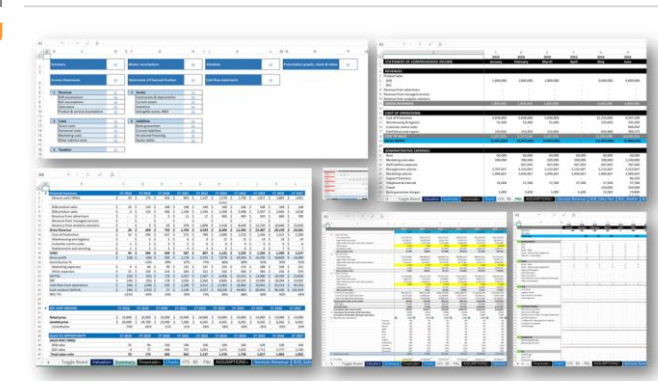


Mergers & Acquisitions
Advisory

pitch-deck
building



financial
modelling



PE/ VC grade based on
300+ engagements

Deals ranging from
\$200k to \$75Mn

Stage varying from
Seed to IPO

Investment Banking Advisory / Asset-side

Skills added: Business roadmap advisory, Financial modelling, GTM strategy,
Due Diligence, Marketing & communication, Deal structuring, Negotiations



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Investment Banking
Advisory



How do I ensure
that they are the right fit?

What is the
right price for an asset?

How to I ensure the
business operations are healthy?

How do I
ensure that they are on-track?

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Investment Banking
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Investment Banking Advisory/ Buy-side

Client speak

|
“completely changed how
we looked at things
internally”

|
“high accountability in the
leadership”



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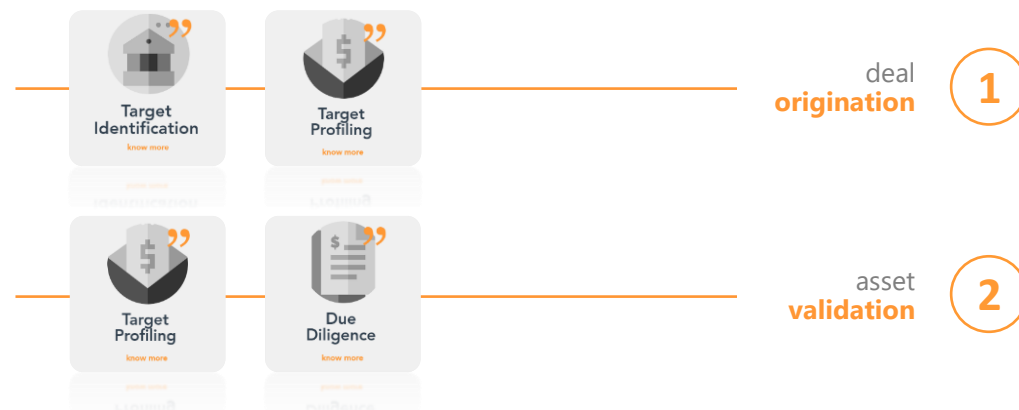


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Advisory

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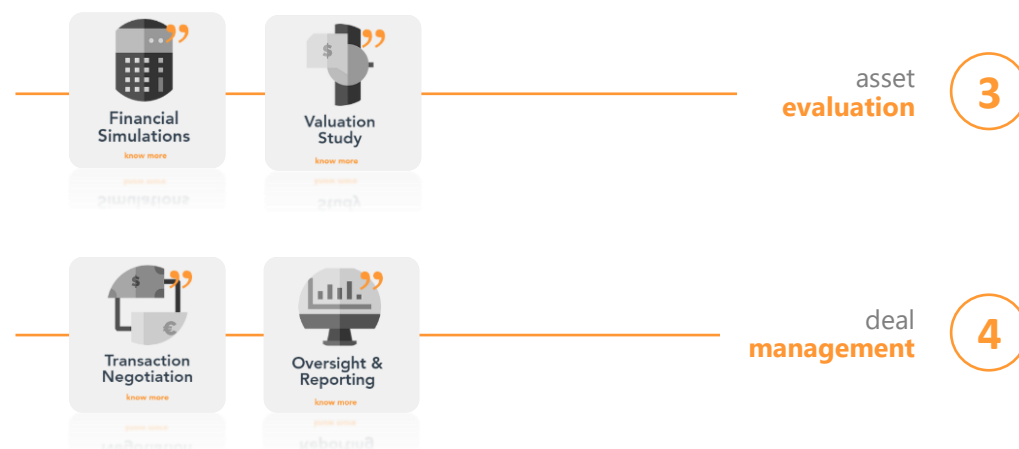


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Advisory



Investment Banking Advisory / Buy-side

Skills added: Business roadmap advisory, Financial modelling, GTM strategy, Due Diligence, Marketing & communication, Deal structuring, Negotiations



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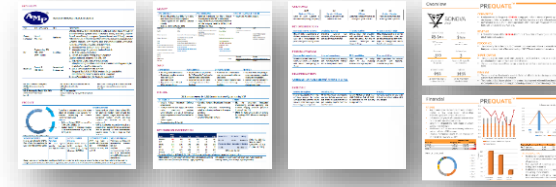
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target
profiling



deal
origination

1

due
diligences



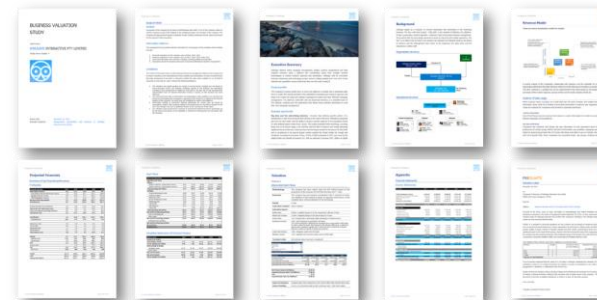
asset
validation

2

Investment Banking Advisory / Buy-side

Skills added: Business roadmap advisory, Financial modelling, GTM strategy,
Due Diligence, Marketing & communication, Deal structuring, Negotiations

target
valuation



asset
evaluation

3

performance
monitoring



deal
management

4



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Are they
the right fit for my organization?

How do I keep everyone on the
right price & with the right motivation?

How can I ensure that the
process runs smoothly & quickly?

How do I ensure that
we achieve the outcomes quickly?

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M&A Advisory

Client speak

|
“adapted to the business
& nuances extremely
quickly”

|
“was super responsive
and really picked up on our
inputs”



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M&A Advisory

**Imagine having the capabilities to flexibly
double-down on your bets and work to
fast-track success on any deal.**

Now imagine that team was able to manage a transaction end-to-end and be custodians of your interests while helping arrive at the best fit solution from a body of work while also being able to manage all the stakeholders involved efficiently.

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M&A Advisory

Skills added: Due Diligence, Financial restructuring, Valuations, Management, P&L Management, Advanced FP&A, Simulations, Scenario Analysis, Taxation



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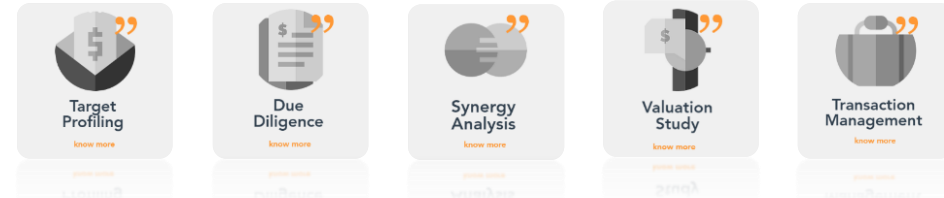


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Mergers & Acquisitions
Advisory



M&A Advisory

Skills added: Due Diligence, Financial restructuring, Valuations, Management, P&L Management, Advanced FP&A, Simulations, Scenario Analysis, Taxation

Whitepaper:
M&A strategy, jargon-free & simplified.



Case study: How we managed the end-to-end process of acquiring 2 tech companies with full integration in under 100 days



Publication: Valuing a running business for stake sale, Valuation Standards Board – Guidance for Indian Practitioners from Prequate



Lecture: Drafting M&A strategy & ensuring due diligence quality in M&A, ICAI



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Now imagine you had
|
this team working for you
|
on your organizations goals
|
today

These organizations did too
&
here is what they had to say:

WHAT OUR CLIENTS SAY ABOUT US

**completely
changed how
we looked at
things.**

PRESIDENT, US FINTECH COMPANY

PRE
QUATE Corporate
Credentials

WHAT OUR CLIENTS SAY ABOUT US

**powerful to
have a partner
who knows
technology**

CEO, US SAAS STARTUP

WHAT OUR CLIENTS SAY ABOUT US

**carry a depth of
understanding
which is very
advanced.**

CEO, US SAAS STARTUP

WHAT OUR CLIENTS SAY ABOUT US

**these guys
really are the
best. a work
of art.**

CEO, US LISTED COMPANY

WHAT OUR CLIENTS SAY ABOUT US

**our go-to guys
for all business
decisions**

PRESIDENT, INDIAN TECH SERVICES COMPANY

WHAT OUR CLIENTS SAY ABOUT US

**always
delivered
when it most
mattered**

MD, ASIAN ETECH COMPANY

WHAT OUR CLIENTS SAY ABOUT US

**bridged that
gap between
management &
finance for good**

PRESIDENT, US BASE SAAS COMPANY

WHAT OUR CLIENTS SAY ABOUT US

**high
accountability
in their
leadership**

CEO, GLOBAL TECH PRODUCTS COMPANY

WHAT OUR CLIENTS SAY ABOUT US

**extremely
intuitive about
business value**

CEO, ASIAN TECH PRODUCTS COMPANY



when we are the **only choice** of the best of the best



----- that includes the portfolio of the best of the best in the world -----



----- and organizations that are built by the best. -----



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it also makes us **always be at our best**



referability

to other founders/ leaders

8_{/10}

deliverables

during the engagement

8_{/10}

learning curve

of the team during the engagement



overall experience

in working with Prequate



sufficiently qualified

for handling the engagements

100%

**Did you perceive a feeling of
ownership by the team to your
organization's outcomes?**



ease of starting

and engagement with the team

9_{/10}

availability

of the team during the engagement

8_{/10}

responsiveness

of the team during the engagement



10+

years

500+

engagements

300+

brands

20+

countries

25+

industries



25 Most Valuable
Consulting Brands
The CEO Magazine



Authors: Indian
Education Report
TEGS



Feat: Breakthrough
Approach to Consulting
Afternoon Dispatch



50 Fastest Growing
Consulting Companies
Silicon India



Feat: Pragmatic
Approach to advisory
SME World



Schneider Electric
Power Management



LendFoundry
Fintech



Pagariya Foods
FMCG



Trustwell
Healthcare



Transpara
Enterprise Tech



Coconut
Kitchenware



User Facet
Design



Career Cafe
Career Fairs



HumbleBean
Coffee



MaxImpact
Impact Network



Bloom Energy
Power



ACT Fibernet
ISP



Interface
AI



Basket Options
Insurtech



Metal Street
MaaS



iii
EdTech



ShipThis
Enterprise SaaS



PiSquare
Analytics Products



Fidzeal
Enterprise SaaS



Great Innovus
Technology



Kemwell
BioPharma



KrypC
Blockchain



Third Wave Coffee
F&B



S4S Technologies
FPO Platform



OncoStem
Diagnostics



Hubbler
Enterprise SaaS



TiaTech
MedTech



PetCart
Pet Commerce



Hullikal
EV



LeagueX
Fantasy Leagues



ABB
Diversified



Creditex
Fintech



Parentof
AI



75F
Automation



BugWorks
Drug Research



Kogo
Social Media



EOL
Stock Liquidation



Ethnus
Skill advancement



Praxis
Architecture



Frux
Logistics



Wendt
Manufacturing



Vedantu
B2C SaaS



IMMPL
Wealth Management



Benesse
Edutech



Giga Cars
Auto Retail



Vehito
Auto SaaS



Upswing
LearnTech



K2
Tutorials



Encee
Aromatics



ipassio
Skills Platform



Boku
Mobile Payments



Sigma
Technology



5BARZ
Telecom Infra



White Gold
Gold Liquidation



Omidyar Network
Venture Capital



Coo Rides
Last-mile



Bloom Value
Enterprise AI



MintBook
LearnTech



Agile Labs
Technology



TCF
Ticketing



MroTek
EMS



Alicia Souza
Design



Morphing
Semiconductors



Sweet Chariot
F&B



inGO Electric
EV



SpurTree
Tech services



TSI Power
Power Management



Dyota
Fintech



ChintaMoney
FinTech



Agilets
Technology



Essmart
Logistics



Ypaycash
Mobile payments



PowerSquare
Wireless Charging



Presto
Technology



Nando's
F&B



Spiral Desk
SaaS



SmartStorey
Logistics Tech



BionicYantra
MedTech



iolite
ERP



AKR Freezepak
Logistics



Get a call back

I know of something that I need help on.

or

Know Prequate better

I want to know Prequate a little better.

website >

chatbot >

email >

Prequate is a **management ^ finance** advisory that acts and manages as a Business Finance, Strategic Finance & Management Assist group. Since 2010, Prequate has worked with 500+ businesses in 20+ industries across 25+ countries and has been covered by various publications for its breakthrough approach to advisory. © Prequate 2010 - 2022 | **Strategic finance for business impact**

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