



C O R P O R A T E P R O F I L E

XCONSULT

C O R P O R A T E A D V I S O R Y



"Built to scale. Funded to win. Structured to last."

S T R A T E G Y • C A P I T A L • S T R U C T U R I N G • P P P

Serving Mid-Market Enterprises Across the Indian Ecosystem

01

THE STRATEGIC FOUNDATION

Bridging the Mid-Market Growth Gap

The mid-market is the primary economic engine of emerging commerce, yet enterprises operating within this space routinely face unique, complex structural bottlenecks. Having outgrown localized practices, they demand sophisticated transaction capability and growth strategy that standard consulting firms rarely offer in a combined format.

Xconsult Corporate Advisory was established to bridge this critical gap. We bring the institutional-grade financial discipline, analytical depth, and transaction excellence of global investment banking directly to family-run and promoter-led businesses.

Market Alignment

By integrating corporate structuring directly with capital syndication, we ensure that a business is not just funded, but structured in a manner that protects the promoter's long-term enterprise value and operational freedom.

OUR VISION

"To build the structural and strategic foundation for the next generation of market leaders, ensuring mid-market enterprises are built to scale, funded to win, and structured to last."

OUR MISSION

To demystify complex corporate transitions. We deliver clear-headed strategy, institutional-grade structuring, and seamless capital syndication to help family-run and promoter-led businesses achieve their true scale.

Our Non-Negotiable Values

Structural Integrity First

Optimizing corporate architectures to ensure deep regulatory resilience and investability.

Radical Candor & Clarity

Telling clients what the transaction environment demands, avoiding boilerplate corporate platitudes.

Outcome-Driven Partnership

Standing shoulder-to-shoulder with founders by aligning our success fees directly with successful closures.

02

THE MID-MARKET SERVICE MATRIX

Our four service pillars operate synergistically. We prepare internal structures to absorb capital, model optimized business units, and then directly syndicate the necessary equity, debt, or structured funding.

PILLAR 01

Capital Advisory

- **PE/VC Growth Syndication:** Formulating capital strategies and syndicating private equity and venture growth series funding.
- **Structured Leverage:** Advising on mezzanine debt, structured working capital, and promoter finance.
- **Pre-IPO SME Advisory:** Aligning corporate governance for listings on SME platforms (NSE Emerge / BSE SME).

PILLAR 02

Structuring & M&A

- **Group Restructuring:** Streamlining chaotic holding patterns and partner entities into clear parent-subsidiary structures.
- **Mid-Market M&A (Sell-Side):** Guiding strategic exits, cross-border joint ventures, and promoter monetization.
- **Family & Corporate Governance:** Establishing formal family charters, transition matrices, and board systems.

PILLAR 03

Growth & Scaling Strategy

- **Unit Economics Modeling:** Re-evaluating CAC/LTV structures, optimization plans, and pricing strategies.
- **Geographic Expansion:** Formulating multi-state or cross-border GTM playbooks to de-risk greenfield initiatives.
- **Operational Performance:** Improving operational workflows to capture an extra 2% to 5% EBITDA margin.

PILLAR 04

Deal Enablement & Valuations

- **Vendor Due Diligence:** Investigating operational and compliance structures to clear transaction hurdles early.
- **Independent Valuations:** Furnishing formal, robust financial valuations for equity distribution or regulatory filing.
- **Transaction Assets:** Structuring institutional operating financial models, pitch presentations, and detailed IMs.

03

PUBLIC-PRIVATE PARTNERSHIPS

Infrastructure development requires seamless alignment between public-sector concession architectures and long-term private capital. Xconsult acts as an expert transaction advisory bridge, advising private concessionaires and Project Sponsoring Authorities (PSAs) on critical bankability, risk-allocation, and structural execution.

Our Concession Model Capabilities

We analyze Model Concession Agreements (MCAs), formulate viable tariff frameworks, structure debt portfolios, and advise on optimal Viability Gap Funding (VGF) allocations to make major public assets viable.

"De-risking regulatory models to attract institutional capital into complex infrastructure concessions."

BOT (BUILD-OPERATE-TRANSFER)

Structuring full capital concessions, toll modeling, and guiding transfers to government agencies.

HAM (HYBRID ANNUITY MODEL)

Structuring construction funding, optimizing debt levels, and managing government grant phases.

DBFOT & TOT SCHEMES

Assisting private funds and developers in monetizing operating public assets and structuring long leases.

Xconsult Corporate Advisory Ltd.

STRATEGY • CAPITAL • STRUCTURING • PPP

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