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Providing Deal Support for Acquisition through Financial Modeling and Investment Collateral

● OBJECTIVE AND SCOPE

The client, an investment advisory firm, sought Benori's support in financial modeling, business research, and design support to facilitate a deal execution. This engagement aimed to generate actionable intelligence to aid decision-making. The scope of work included:

- Development of financial models to assess the financial health and operational metrics of the target company

- Supporting the creation of investor presentations, marketing collaterals, and tracking outreach efforts

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APPROACH

The structured methodology included building dynamic three-statement financial models with income statements, balance sheets, and cash flow with projections. We conducted scenario-based analysis to assess risks and returns, and integrated macroeconomic and industry-specific variables to enhance model accuracy. The support included organizing a data room to manage the workflow effectively. We developed presentation decks and marketing materials to support the client's market outreach.

METHODOLOGY

Secondary Research	Primary Research	Financial Modeling

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The engagement helped the client in:

- Gaining an understanding of the target company's potential through financial models and a data-driven approach, facilitating informed decision-making

- Improving investor engagement through designed presentations and streamlining outreach efforts through targeted collaterals

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● SAMPLE OUTPUT

Financial Modelling

Figures in $	2023 Actual FY	2024 Actual FY	2025 Forecast FY	2026 Forecast FY	2027 Forecast FY	2028 Forecast FY	2029 Forecast FY
New Loan origination - existing client (repeat clients)	-	-	xx	xx	xx	xx	xx
New Loan origination - new client - Partnerships	-	-	xx	xx	xx	xx	xx
New Loan origination - new client - Inhouse Marketing	-	-	xx	xx	xx	xx	xx
New loan origination from CC	-	-	xx	xx	xx	xx	xx
New loan Originations	-	-	-	-	-	-	-
YoY Growth %		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Income statement

	2023	2024	2025	2026	2027	2028	2029
Loan Fees India	xx	xx	xx	xx	xx	xx	xx
Loan Fees US - Existing Loans (Legacy loan book)	-	-	xx	xx	xx	xx	xx
Loan Fees US - New Loans - Existing clients (Repeat clients)	-	-	xx	xx	xx	xx	xx
Loan Fees US - New Loans - Partnerships	-	-	xx	xx	xx	xx	xx
Loan Fees US - New Loans - New clients - Inhouse Marketing	-	-	xx	xx	xx	xx	xx
Loan Fees US - New loans CC	-	-	xx	xx	xx	xx	xx
Non-Recurring Fees - US	-	xx	-	-	-	-	-
Total Revenue	-	-	-	-	-	-	-
YoY Growth %		0.0%	0.0% FALSE	0.0% FALSE	0.0% FALSE	0.0% FALSE	0.0% FALSE
(-) CIM Interest Expense	xx	xx	xx	xx	xx	xx	xx
(-) Bad Debt / Loss expense	-	xx	xx	xx	xx	xx	xx
(-) Underwriting							
Lending Margin	-	-	-	-	-	-	-
Margin %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
(-) Processing Fees	xx	xx	xx	xx	xx	xx	xx
(-) Customer success / account management team	xx	xx	xx	xx	xx	xx	xx
(-) Partnerships	xx	xx	xx	xx	xx	xx	xx
(-) Partnership fee to CC	xx	xx	xx	xx	xx	xx	xx
(-) Marketing Expenses	xx	xx	xx	xx	xx	xx	xx
Contribution Margin	-	-	-	-	-	-	-

Marketing Dashboard

Project ABC: Summary

Company Brief
- Project ABC is a financial solutions provider that supports AI and technology startups worldwide by addressing their funding challenges
- Offers non-dilutive capital options through state-of-the-art risk platform
- Uses AI-driven underwriting and multi-country API integrations to streamline the funding process
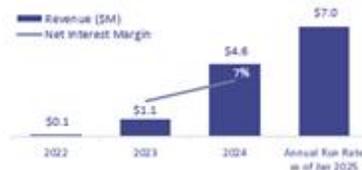
Key Differentiators

Underwriting and Risk Management Capabilities
- Leadership with experience in managing billion-dollar lending books
- Proprietary underwriting and risk scoring algorithms

Scalable and Cost-Effective Model
- Cost of debt facility decreasing with scale
- Superior and sustainable NIM through disciplined underwriting and India capabilities

Financing Offerings
- Up to $2.5M, or 40% of ARR
- 10-12% flat financing fee
- Multi-geography underwriting
- Decision in 72 hours
- No dilution

Global Presence
- Services AI and tech companies across the US, UK, India, and Singapore, with the ability to facilitate cross-border financing solutions

Funding History
- Secured $21.5M in equity funding rounds led by QED Investors and 645 Ventures
- Additionally, has established a $100M debt capital facility from CIM

Financial Overview
- Revenue ($M)
- Net Interest Margin

$0.1 (2022) ... $1.1 (2023) ... $4.6 / 7% (2024) ... $7.0 (Annual Run Rate as of Jan 2025)

Achievements to Date

140+	4X
Companies funded, 340 financing tranches	Revenue growth YoY to $4.5 M in 2024

70%	2
Customers return for repeat financing	Defaults to date: a <1% default rate on book

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