

Sharp Minds. Smart Solutions.



Pulsar Knowledge Centre

Overview

Snapshot

- Established in 2003
- Offers Business Advisory and related knowledge-based services
- Caters to diverse sectors
- Focuses on GCC, wider MENA & India
- Operates out of India (Gurgaon & Bangalore)
- Professional team with
 - Excellent academic background (majority being MBAs, CFAs or CAs)
 - Rich and diverse experience
- Part of the KIPCO group, Kuwait

Credentials

- Nearly 50 clients served
- Over 300 assignments executed
- Repeat business from almost all clients
- Consistently High Client Satisfaction Index (always >4 on a scale of 5)
- Numerous satisfied clients who vouch for service quality

Our Clients

- Leading Investment Houses
- Diversified Conglomerates and Family businesses
- Large Investment Banks and PE firms
- Fast Growing mid-sized firms and High Potential Start-ups

Business Advisory Services

At PKC, we deliver individually designed services for specific situations & complexities of your business. These services provide an answer to strategic, financial or tactical needs arising out of the challenging business environment.

Strategy Consulting

- Strategy Formulation
- Business Plan Preparation
- Feasibility Study
- Opportunity Assessment
- Market Study

Transaction Support

- Financial Modeling & Valuation
- Information Memorandum Preparation
- Business and Financial Due Diligence
- Merger & Acquisition Support
- Pre-IPO Advisory

Performance Enhancement

- Performance Review and Benchmarking
- Financial Analysis and Restructuring
- Diagnostic Study
- Post Investment Monitoring & Analysis

Rating & Debt Advisory

- Ratings Advisory: Optimal Positioning, Information Pack and Query Handling
- Debt: Information Memorandum & Investor Presentation, Contract Review, Negotiation Support and Query Handling

Investment Advisory (India Focused) Research Services

- Target Search and Opportunity Assessment
- Financial Modeling & Valuation
- Business and Financial Due Diligence
- Capital Raising Assistance
- Portfolio Performance Enhancement

- Equity Research
- Credit Research
- Sector and Investment Research
- Data Analytics
- Customised Research and Business Intelligence

Geographic and Sector Coverage

Financial Services



- Commercial Banking
- Investment Banking
- Asset Management
- Insurance

Media & Telecom




- Telecommunication
- Media
- Technology

Infrastructure



- Real Estate
- Construction
- Logistics

Education




- K-12 and Higher Education
- Vocational Education
- Training and Content

Industrial



- Manufacturing
- Food & Beverage
- Hospitality, and more

Others



- Healthcare
- Clean Technology, and more





Our Philosophy

“Our philosophy revolves around delivering high quality work, hand-holding and knowledge transfer resulting in repeat business from almost all clients. We work closely and collaboratively with our clients to understand their individual business requirements, and deliver the most effective solution that provides value for their money”

PKC Advantage

- **Strong multi-disciplinary team**, drawing upon a **wide spectrum of expertise**
- Ability to assist clients in **making informed decisions by sharing knowledge** rather than just providing a deliverable
- Significant exposure and **understanding of business & cultural environment** of region
- Focus on **building strong relationships** through continuous support
- **Optimal blend of offsite execution** with onsite presence is an advantage to clients
- **Firmly established processes & knowledge management systems**, with an emphasis on strong ethical values

Our Team

Our team has exceptional academic and industry background. Professionals are typically MBAs, CFAs and CAs with multinational exposure across leading investment banks, consulting firms, rating agencies and leading corporates.



Our team comes from globally recognised educational institutions including:

- CFA Institute, Virginia
- Delhi University, Delhi
- ICAI Business School
- IIM, Ahmedabad
- IIM, Lucknow
- Institute of Chartered Accountants of India
- IMI, Delhi
- IMT, Ghaziabad
- MDI, Gurgaon
- MFC, Delhi
- NMIMS, Mumbai
- TAPMI, Manipal

Our team has experience at internationally represented companies including:

- Bank of America
- CRISIL
- Deloitte
- D.E. Shaw
- Ernst & Young
- Goldman Sachs
- ICICI Bank
- Intellectual Capital
- KPMG
- Pricewaterhouse Coopers
- SBI Capital Markets
- UTI Bank
- IL&FS

Clients Speak

“ PKC has proved to be a very effective tool for us with its easy access, strong analytical capabilities and operational flexibility. While operating on an offshore basis, it has all the elements of an in-house team - people that are up the learning curve, having acquired the knowledge and experience that can only grow with time; and cannot be easily replicated. ”

Samer S. Khanachet,
Group Chief Operating Officer,
Kuwait Projects Company (Holding), Kuwait

“ Pulsar was quick to understand our needs, professional and thorough in their research & analysis, and provided an intellectually sound contribution to our understanding of the financial components of the project, information on alternatives that was extremely valuable, and an overall presentation that was exceptional. ”

Eduardo Eguren,
Chief Executive Officer,
Burgan Bank, Kuwait

“ Pulsar has earned our trust by regularly delivering investment banking related research, in time and up to the desired quality benchmarks. ”

Chetan Shah,
Head - Mergers, Acquisitions & Advisory,
Director - Investment Banking,
NCB Capital Co., Kingdom of Saudi Arabia

“ Pulsar brings to the KIPCO Group rapid execution capabilities. Their ability to operate with management team effectively from the “C” Suite down to the middle management team separates them from many advisors we see in the market place. ”

Pinak P. Maitra
Group Chief Financial Officer,
Kuwait Projects Company (Holding), Kuwait

“ Having worked with the PKC team across a range of advisory and research work, I found their commitment as a distinct strength. The quality of research and outputs were superior, even under the strict timelines. The team’s in-depth financial modeling skills were very useful in successful completion of our transactions. ”

Dr. Saeed Abtahi,
Chief Executive Officer
Macro Middle East Business Advisors, UAE

“ PKC delivered a sound and comprehensive report on a challenging industry in Saudi Arabia. The team was dedicated and professional in all matters; it made sure we were completely satisfied with the market research and all deliverables. All in all, it was a successful and pleasant assignment. ”

Sharif Monfaradi,
Deputy CEO & Chief Investment Officer,
Financia Investment Co., Bahrain



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