



MANGAL ANALYTICS AND[®]
RESEARCH CONSULTING

Delivering Excellence, Partnering Success.

Company Credentials

2025

About us

Our journey



MARC is a leading growth advisory company aimed at assisting MSME's re-imagine business potential.



We have 11 offices across India and a subsidiary in Delaware USA, **MARC Glocal Inc.**



We are a strong team of **Knowledge Seekers** including a management that has worked with Big 4 firms and other MNCs



Established in 2010, we have over 13 years+ worth of knowledge and expertise.



Our **Global** presence is enhanced by our partners in Europe, Africa, South America, Australia, China, Hong Kong and Singapore.

Our core expertise & presence

Our expertise



Market Research



Growth Strategy

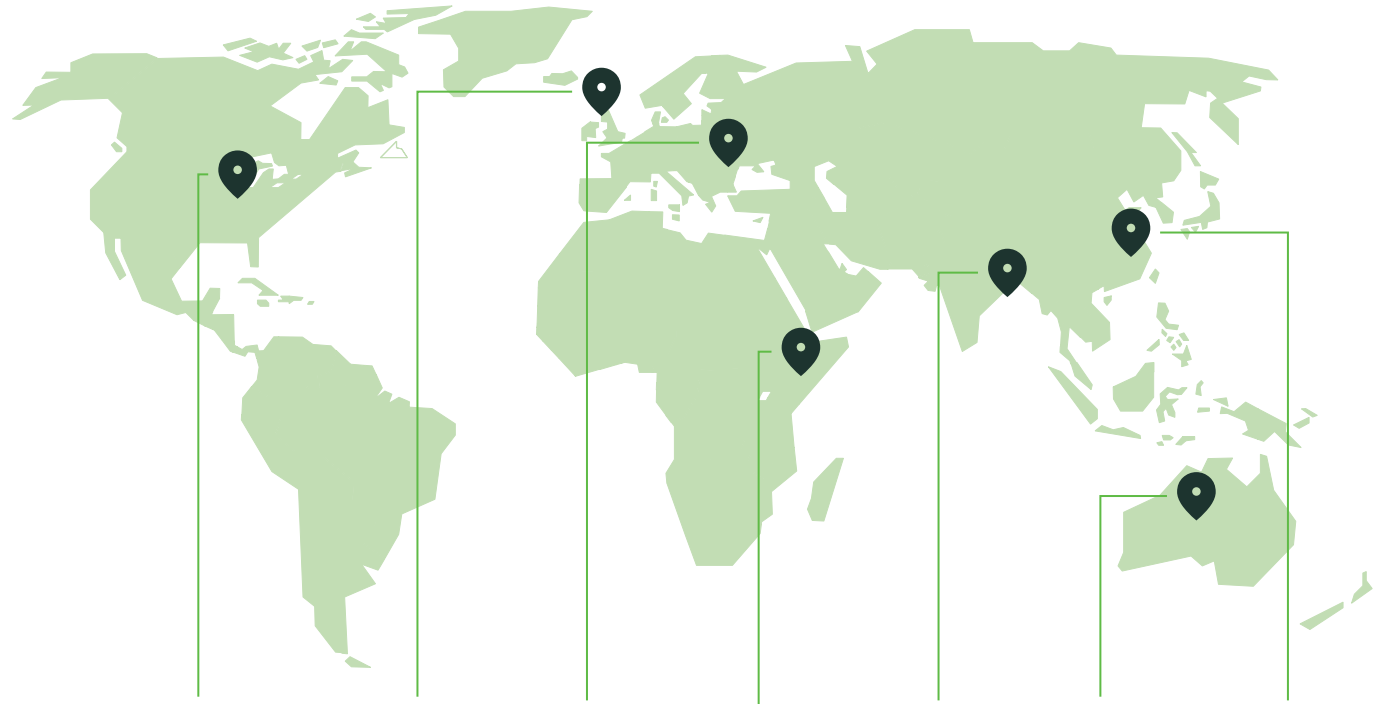


Mergers & Acquisitions



Internationalization

Our presence across the world



United
States

United
Kingdom

Europe

Africa

India

Australia

Hong
Kong

Our Directors



Ashutosh Kharangate

Founder & Managing Director

- Part of PWC, Financial Advisory Division for 4 years.
- Expert in Due Diligence and Valuations in M & A across sectors.
- Member of the Institute of Chartered Accounts of India (ICAI).



Satish Shinde

Co-founder and Director

- MD of Astra Metals Group.
- Leading the Marketing and Finance Division of Astra Metals Group.
- Over 30 years of experience in the manufacturing arena



Anita Ganti

(Director)

- Former Senior Vice President at Wipro for over 4 years.
- Ex Texas Instruments and Flex Executive.
- Finance Major, MBA at The Wharton School of the University of Pennsylvania.

Market Research

Our market research approach



1. Understanding your needs

An in-depth review of your capabilities, pain points and goals.

2. Research study

A comprehensive study of all relevant factors where no stone is left unturned.

3. Data Analysis

Gathering and analysing data done by our research experts.

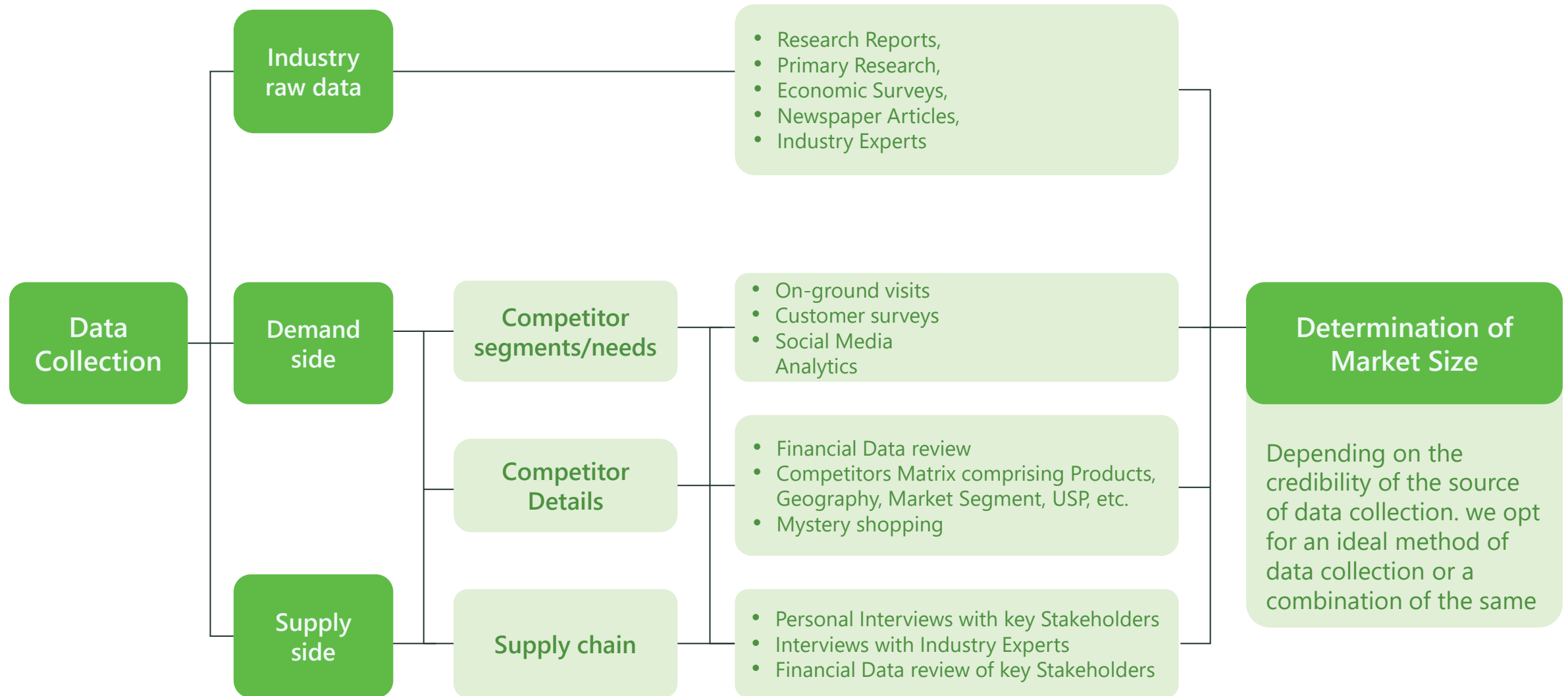
4. Projections

Using our expertise to lay our observations and make projections.

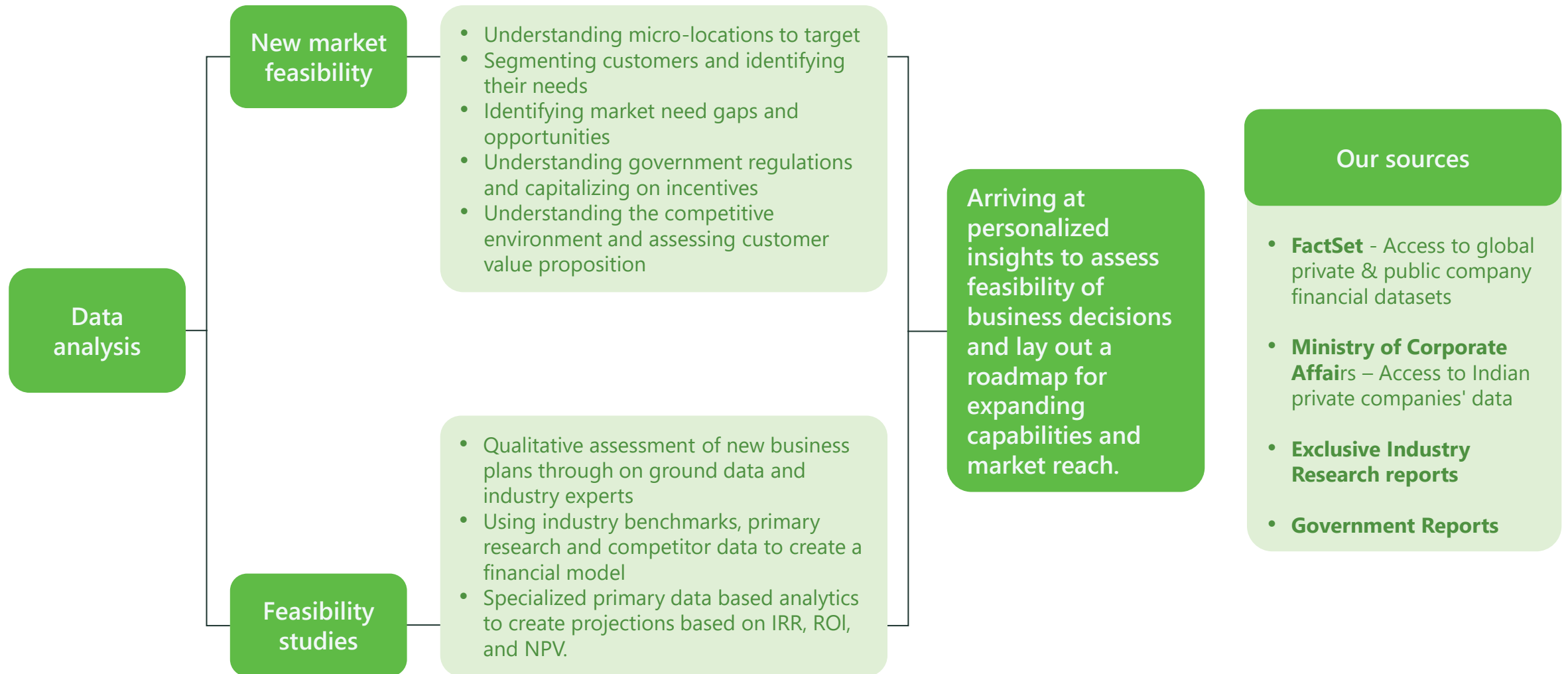
5. Road Map

Creating an actionable plan for putting the vision to action.

Our Methodology (1/2)



Our Methodology (2/2)



Our work



Matrix Life Science

We conducted a Market Research Study for Matrix Life Science to gauge the market potential for niche chemicals.



We Assisted Planet Hollywood with a Market Research Study to analyze the feasibility of a new resort in Mumbai.



FLY91 is a new airline revolutionizing regional air connectivity in India. We helped FLY91 with Market Research to identify new routes.

KENILWORTH
HOTELS & RESORTS

We assisted Kenilworth, with a Research and Feasibility Study of a location to evaluate possible ventures with the highest ROI.

Growth Strategy

Growth strategies services



Strategic Advisory

- Key services include Financial Audit, Identifying Risk Areas, Finding Root Cause, Develop Action Plan.



Profitability Analysis

- Examine financial statements to optimize resources and increase profitability.



Financial Modelling & Project Reports

- Creating existing and prospective financials and making projections.



Management Information Services

- Monthly, quarterly or yearly analysis of financial statements, to provide key insights.



Standard Operating Procedures

- Review business needs, identify gaps and provide suggestions to formalize the process and related controls.



HR Advisory Services

- Assess and recruit candidates, manage change, payroll management compliance etc.

Our work

COMMScope®
now meets next

We conducted an Internal Audit for Commscope to review and verify transactions involving revenue recognition, outsourced operations, and legal compliance.

Dr. Batra's
HOMEOPATHY

We assisted Dr. Batra's with Profitability Analysis Study to understand areas could operate more efficiently and improve their bottom line.

monginis®

We helped Moginis to identify new locations for outlets through our research.

 Kabira Mobility

We prepared an Information Memorandum and a Valuation Model for Kabira Mobility for assistance in fund raising.

Mergers & Acquisitions

Mergers & Acquisition services



Deal Advisory

- Mitigating transaction risks and costs and ensuring it to be compliant from a regulatory perspective.



Due Diligence

- Investigation, audit, or review performed to confirm the facts of a matter under consideration.



Valuation

- We determine the economic and fair value of a whole company or unit.

Our work



We provided Mergers and Acquisition services to Kineco and conducted a business valuation.



MARC conducted Due Diligence to assist Isoil Industria Spa, based in Italy, to evaluate acquisition prospects in India



We provided end to end advisory to Optel Vision Inc, Canada to commence operations in India

Anand Medical Distributors



We assisted Anand Medical Distributors with Valuation Report to negotiate better during the acquisition process

Internationalisation

Internationalisation services



Market Research

- We conduct Market Research studies focused on the geographic and demographic target market.



Market Entry – Financial Modelling

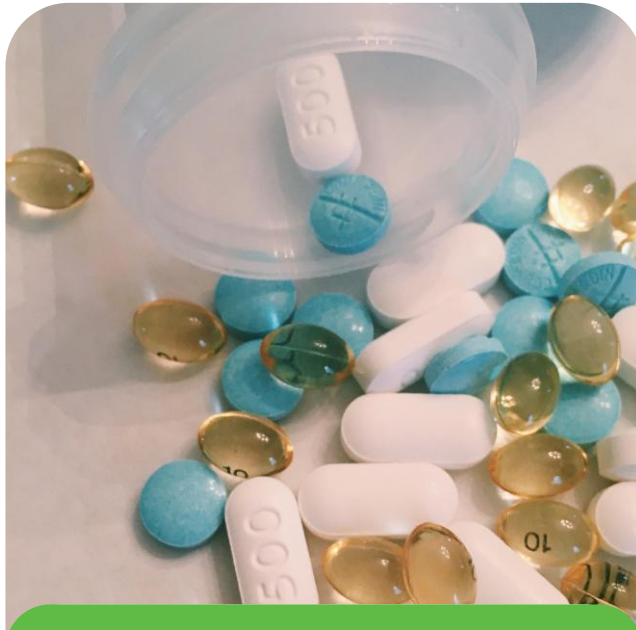
- We help you evaluate the right market entry model – eg. Exports, distributor, JV etc.



Partnerships

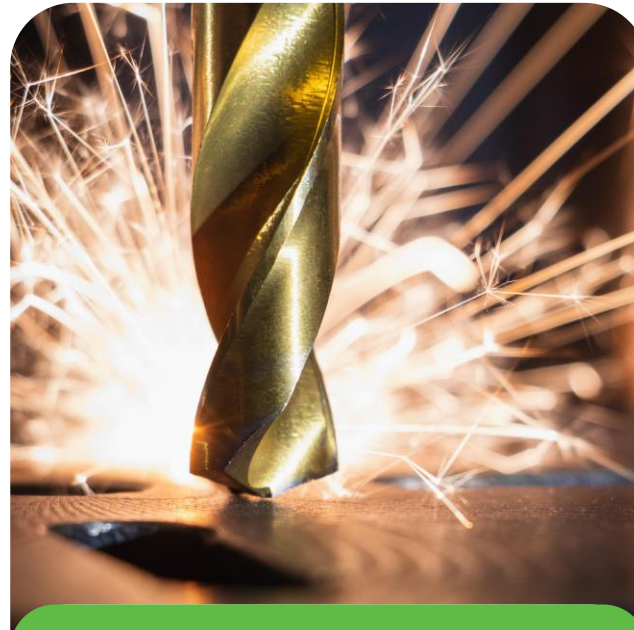
- We help you find and decide terms of partnership with the right partners.

Our work



Indian Pharmaceutical Industry

- Contract manufacture in USA and export to 5 countries.



Sheet Metal Manufacturing

- Exploring African and certain European markets for exports



Investment & Banking

- Digital Bank bid in Malaysia

Global Competencies

Service verticals under global competencies



Market Research &
Data Analytics



Management
Accounting Services



Mergers &
Acquisitions



Investment Memo /
CIM Presentation



Valuation Consulting

Market Research & Data Analytics

B2B Market Research:

We focus on researching markets by identifying and gathering data from hard-to-reach decision makers as well as complex and niche markets.



Qualitative/ Quantitative Research Data:

While Quantitative data helps us understand broad trends and make larger observations qualitative research gives us insight into various opinions, behaviors, reasons and motivations behind these decisions and habits.

Data Analytics:

In order to provide insight and solutions to business and management problems, we understand the need to gather and analyze crucial and relevant data based on which these important decisions can be taken.

Management Accounting Services



Our team is well placed to assist and handle all elements of Mergers and Acquisitions and have experience over a different transaction sizes, types and industries.



Transaction
Assistance/Advisory



Due Diligence



Quality Of Earnings



Cash Proof Analysis

Preparation of Investment Memo / CIM



Evaluation of company profile

- MARC takes a detailed overview of the organizational structure, clientele, technology, people and offerings to understand the gaps and strengths that need to be brought out in the investment memorandum.



Market Analysis

- We analyze and identify key areas and benchmarks based on prevailing market trends. This helps our clients not only assess their position among competitors but plan towards future growth and mitigate risks.



Prepare IM / CIM

- Once we have a thorough understanding of the business and the market scenario, we prepare an Investment Memorandum that contains the company's profile, business plan and investment opportunity highlights that investors look for.



Return & Exit scenario

- Investors crucially look for a general understanding of their return, time frame and exit strategy. These details are laid out in a business plan which is backed by our projections and forecasts keeping in mind business goals.

Valuation Consulting

We Assist Companies Looking To:



Sell the business



Add shareholders



Financing for
expansion or cash
flow problems

Our Methods Of Valuation



Discounted Cash Flow with sensitivity analysis: Estimates the value of an enterprise by using its expected future cash flows in present value.



Multiple of Earnings:
We gauge the value of an enterprise by taking a multiple of its earnings based on an Industry multiple.

Our Success Stories

Some of our Accolades



25 Fastest Growing BFSI
Companies of India



Top 25 Most Promising
Financial
Consultants



Manager of the Year



CFO Excellence Award



Best Emerging Company of the year
2019 – Business Advisory Category



Runner up in Financial Services Startup



Best Business Consultancy



Best Enterprise of the Year
(Consultancy)



Young Entrepreneur of the
Year

Brands we have worked with



Testimonials From Our Clients



Deepak Tripathi

President, Tulip
Diagnostics Pvt Ltd.

"We had the opportunity to meet Ashutosh and utilize the services of MARC for a due diligence and internal audit. It was a good experience. MARC brings a unique blend of big 4 exposure with a local lineage. That gives him a unique perspective and insight to add value to Goan corporates.

Best wishes to MARC! "



Anand Chatterjee

GM, Planet Hollywood
Beach Resort, Goa.

"We appointed MARC to execute two very diverse tasks. One was into market research and the other was a premium inventory assessment and valuation.

We were immensely satisfied with the attention to detailing in both the assignments. The team on both jobs were highly sensitive to our needs, very flexible and result oriented. We are happy to have such expertise at our doorstep. "



Dale Menezes

Director, CMM Group.

"We have worked with MARC on several occasions, and they have consistently surpassed our expectations with their analytical, professional and thorough approach delivered on time and within budget."



Shaunak J Dave

MD & CEO, Optel Group ,India

"We appointed MARC to assist us to prepare comprehensive report for Goa Investment Promotion Board to start our manufacturing facility in Goa, India. They successfully managed the same in stipulated time frame and provided guidance and directions. MARC also was a great help us to obtain all the relevant permissions and licenses to start commercial operations in Goa. We appreciated their guidance and help to begin our venture in Goa. We were indeed happy with their response time, personalised service and the quality of deliverable. We wish them all the best for all their future endeavours to help international and domestic companies who desire to set up operation in Goa & India."

Testimonials From Our Clients



Rakesh Parikh

Managing Director
Pivot Capital LLC

"Marc is highly experienced and professional in the transaction advisory space. They have provided us with the ability to scale quickly, meet and exceed client deadlines and expectations. Ashutosh has been a great team member on call willing to go an extra mile for the client."



Cesar Viana Teague

Director
NextLevel Consulting

"I am very happy with the market research report prepared by the team at MARC for our Technical Staff Augmentation project. This was on identifying current trends, key industries to target, as well as specific Partners to work with. I recommend them highly for gaining deeper insights to support strategic planning work."



Michael Conniff

Managing Director
The Accelerator with
Michael Conniff

"MARC Global did an amazing job on my market research project. They were fast, friendly, and responsive. Most importantly of all the team was willing to go back and supplement the data based on my suggestions. I could not be happier, and thanks to MARC my business development plans leaped ahead at least six months."



Philip Stoten

Founder of SCOOP and
Contributor at Forbes

"We have worked with MARC Global on a number of research projects and have been very impressed with the service and the results! They are efficient, experienced and nice people to work with. We plan to continue to rely on them for all of our research needs going forward. They offer excellent value and provide services that also add value to our own customer-facing work."



MANGAL ANALYTICS AND[®]
RESEARCH CONSULTING

Delivering Excellence, Partnering Success.

Contact



+91-9359628675



contact@marcglocal.com



www.marcglocal.com



2nd floor, CMM bldg. Rua de Ourem,
Panaji Goa 403001