



MANGAL ANALYTICS AND[®]
RESEARCH CONSULTING

Delivering Excellence, Partnering Success.

Company Credentials

2024

About us

Our journey



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



We have **9** 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
- Structural Engineer



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.

Global Competencies

Service verticals under global competencies



Market Research &
Financial Modelling



Due Diligence /
Quality of Earnings /
Cash proof analyses



Management
Consulting /
Profitability
Analyses / FP&A



Investment Memo /
CIM Presentation



Valuation Consulting

Market Research & Financial Modelling

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.

Financial Modelling:

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.

Due Diligence 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.

Sample Projects

Sample Project 1 – Prospects of OTC Drugs In USA (1/5)

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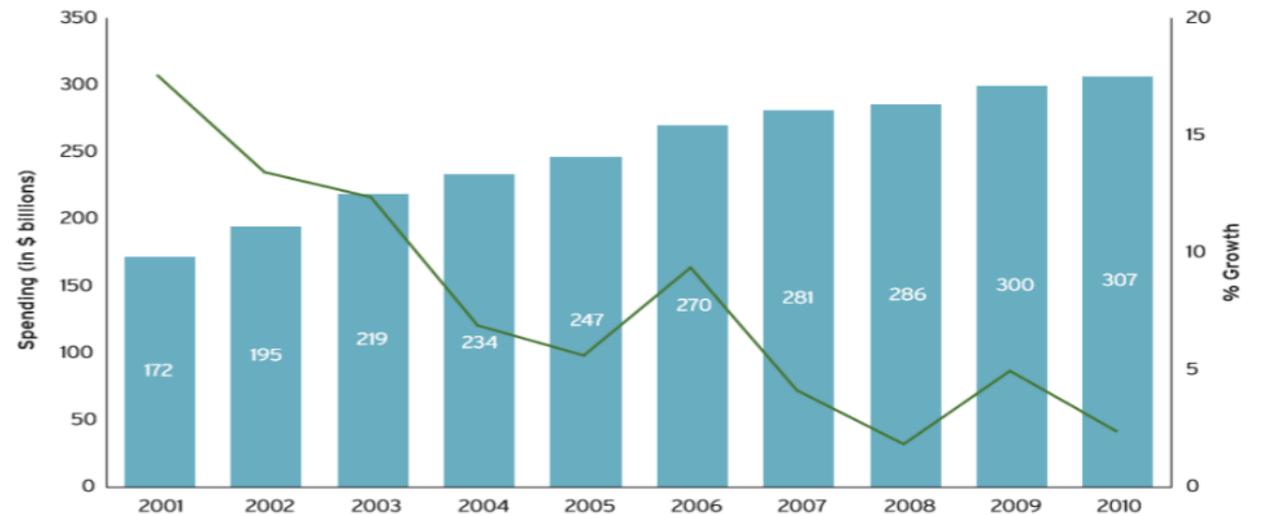
9 Bibliography

Sample Project 1 - Market Research (2/5)

Pharmaceutical Market in the USA

The United States is the world's largest market for pharmaceuticals and the world leader in biopharmaceutical research. Together with Canada and Mexico, it represents the largest continental pharma market worldwide. In absolute terms, this number presents a rosy outlook for the U.S. pharma industry; however, the anticipated growth is mostly driven by spend in Pharmerging countries spend on generics. Today, the U.S. pharmaceutical industry is facing a challenging business environment and slowing growth. This is in stark contrast to the double-digit growth rates it experienced in the first half of the decade. Further, over the next five years the U.S. market is expected to grow only 0% to 3%. Despite the stagnant growth, the U.S. segment will continue to be the single largest market reaching between \$320 billion and \$350 billion in 2016. The United States alone holds XXX of the global pharmaceutical market. Many of the global top companies are located in the United States. In 2014, six out of the top eleven companies were U.S.-based. With its position of prominence, winning in the U.S. healthcare market is a priority for global pharma companies. Consequently, the changes to the U.S. healthcare system, triggered by the passing of the Patient Protection and Affordable Care Act (PPACA), are a top priority for the pharma industry.

Spending Growth 2001 - 2010



Source: IMS Health, National Sales Perspectives, December 2010

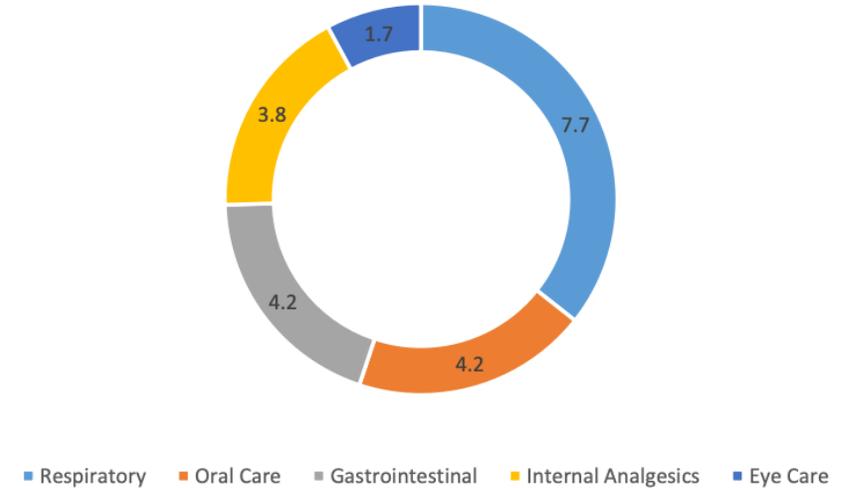
Sample Project 1 - Market Research (3/5)

OTC Pharmaceutical Market

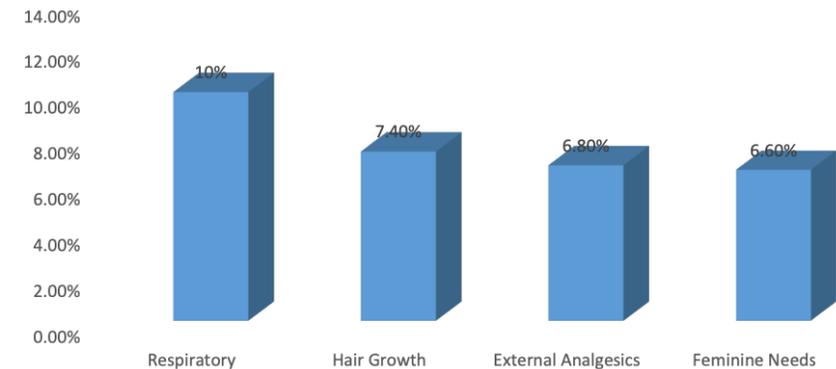
Over-the-counter (OTC), or non-prescription, medicines are products that consumers can purchase in pharmacies, supermarkets and other retail stores as well as online without a prescription. OTC medicines are deemed safe and effective treatments by the U.S. Food and Drug Administration and other health authorities around the world. These medicines treat common, self-treatable health conditions and symptoms such as the common cold, minor pain, allergies, and other conditions that impact large segments of the population. \$1 spent on OTC medicines equals \$6 to \$7 in savings for the U.S. health system due to fewer physician visits and spending on more expensive care. According to XXXX, U.S. consumers spent \$44 billion on OTC medicines in 2015. More than 700 of the OTC drugs on the market today required a prescription 30 years ago.

The U.S. Food and Drug Administration has been considering making more commonly used prescription drugs for birth control, headache, asthma, high blood-pressure and diabetes available over-the-counter. Not only would such a move make it easier to access drugs for common illnesses, but it would also save the government about \$102 billion a year, according to the CHPA. The downside of such a move for insured patients is that most insurance companies don't offer non-prescription drug coverage.

OTC Category Sales (\$ Billion)



Growth of Key OTC categories



Sample Project 1 - Market Research (4/5)

Top Products/Molecules in the US OTC Nutraceuticals Market

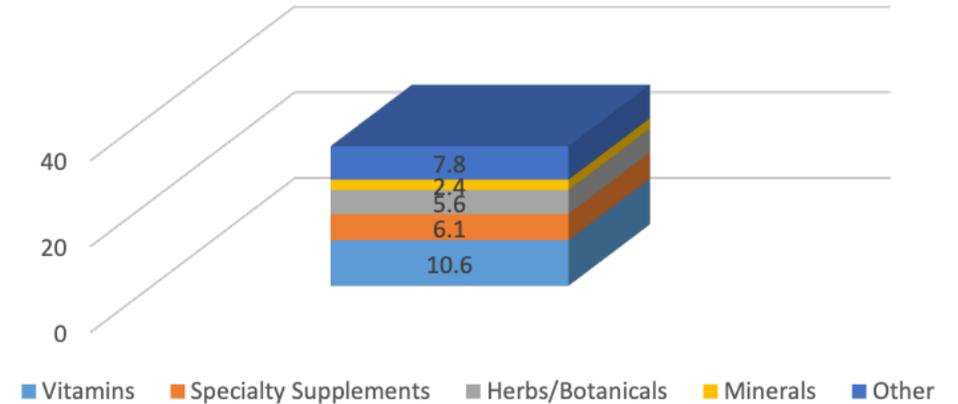
The following are the top Nutraceuticals Molecules in the U.S. Market.

- 1) Hypoallergenic vitamin and mineral capsules
- 2) Nutritional shake mix

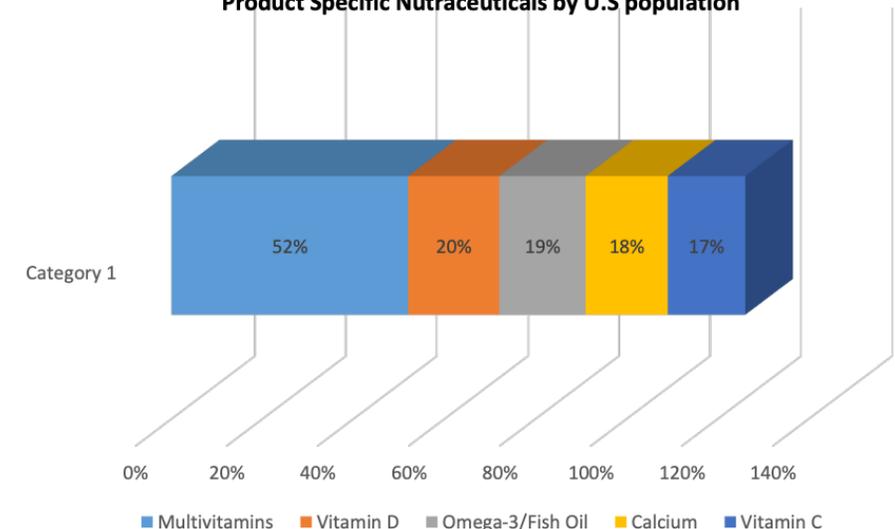
Physicians are most likely to recommend vitamin D, calcium/fish oil, B vitamins/C and iron, antioxidants, fiber, vitamin A/E, probiotics or potassium. U.S. supplement sales reached \$32.5 billion in 2012 on XXXX growth, according to Nutrition Business Journal, Boulder. Vitamins remained the largest supplement category (with sales of \$10.6 billion, up XXXX), ahead of specialty supplements (\$6.1 billion, up XXXX), herbs/botanicals (\$5.6 billion, up XXXX) and minerals (\$2.4 billion, up XXXX).

The sale was \$36.8 billion in 2014 and are projected to reach \$46.6 billion by 2018. Meal supplements tied with sports supplements are the fastest growing segments, at XXXX. In 2014, 138.9 million adults in the U.S took a vitamin/mineral supplement; 67% of these took a multivitamin, 40% omega-3/DHA/EPA, 35% B vitamins or vitamin D, 32% calcium, 28% vitamin C, 15% magnesium or iron and 14% vitamin E. Horehound was the best-selling herbal supplement in mass channels in 2014 followed by yohimbe, cranberry, black cohosh, senna, cinnamon, flaxseed/oil, echinacea, valerian and saw palmetto. According to a 2013 Council for Responsible Nutrition (CRN) consumer survey, 68% of U.S. adults reported taking a dietary supplement. As for specific products, multivitamins were the most popular supplement (52%), followed by vitamin D (20%), omega-3/fish oil (19%), calcium (18%) and vitamin C (17%).

US Supplement Category Sales (\$ Billion)



Product Specific Nutraceuticals by U.S population



Sample Project 1 - Market Research (5/5)

Pharmerging Markets

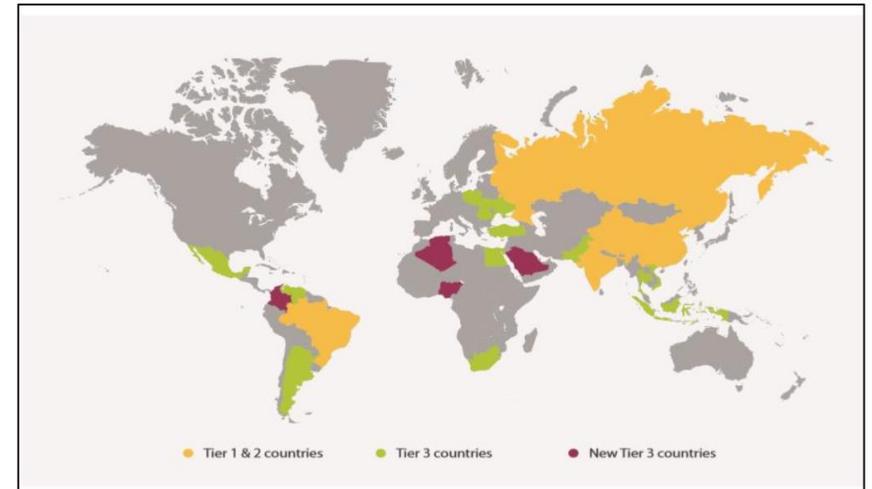
With slow growth for pharmaceutical sales in developed markets, multinational companies (MNCs) have placed substantial organic and inorganic investments into emerging markets in recent years. The revenue driver at almost all MNCs remains the innovative medicines portfolio, despite some companies' diversification into generics, consumer medicines, diagnostics and other related healthcare markets. However, generics account for half the sales and more than half of the growth in emerging markets. The wide range of potential for generics and originals, and the differences in healthcare and business environments across the countries, make it a challenge to prioritize those investments and build the product portfolios to succeed.

IMS Health (research firm) redefined the 'Pharmerging' markets by identifying 21 countries geographies based on macroeconomic metrics and pharmaceutical market forecasts, these 21 Pharmerging countries will together add \$187bn in annual sales between 2012 and 2017. This is two thirds of global pharma growth and will increase the pharmerging markets' global share from 23% in 2012 to 33% in 2017, with all 4 BRIC (Brazil, Russia, India, China) countries in the top 10 by sales value.

Growth Rates

Developed Markets CAGR 2012-2017		Pharmerging Markets CAGR 2012-17	
US	1 - 4%	Tier 1 China	15 - 18%
Japan	2 - 5%	Tier 2	10 - 13%
Germany	1 - 4%	Brazil	11 - 14%
France	(-1) - 2%	Russia	9 - 12%
Italy	0 - 3%	India	11 - 14%
Canada	1 - 4%	Tier 3	7 - 10%
Spain	(-4) - (-1)%	Pharmerging	11 - 14%
UK	1 - 4%		
Developed	1 - 4%		

Pharmerging Markets



Sample Project 2 - Information Memorandum (1/4)

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01

About the Company

About the Company, shareholders, features, services offered

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Industry Snapshot

Industry analysis, Market size, Market surveys, Geographical target market

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Competitor Overview

Comparison with Peers

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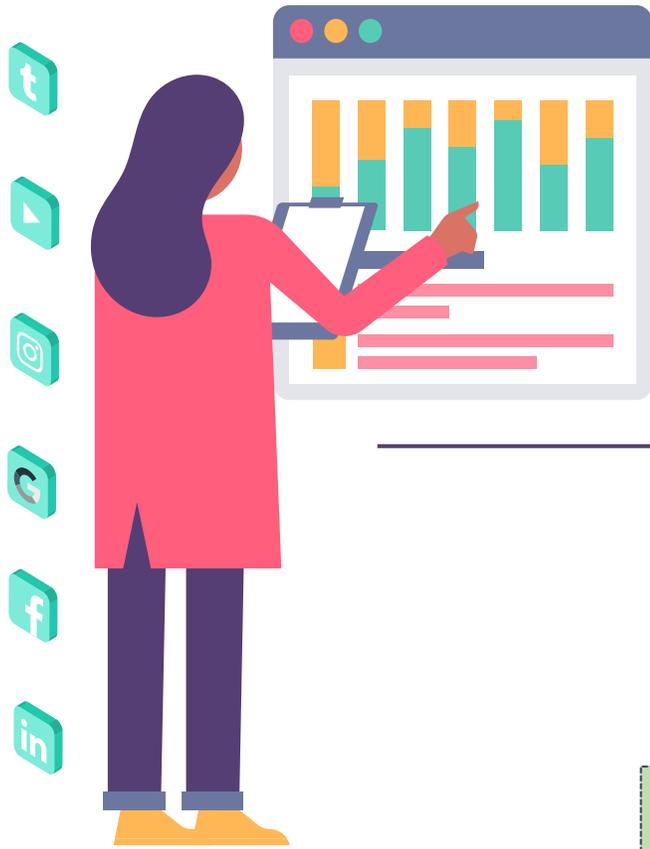
Business Plan

Revenue calculation, Revenue mapping, Roadmap, Fund requirement

Page 18

Sample Project 2 - Information Memorandum (2/4)

OPPORTUNITY



Restaurants/Bars

Restaurants and bars need to attract, retain, and know their customers

92% of customers cite word-of-mouth as the most important reason for trying out a new restaurant



1. Restaurants and Bars often operate on operator 'hunches', rather than real data
2. POS data is valuable but incomplete and doesn't help a restaurant to market their business effectively
3. Most brands don't know how their customers change over time.

Brands

Advertising must evolve to protect consumer privacy

According to a survey, only 5% of branded content earns 90% of online engagement

IDC's consumer research shows that personalization increases visitor engagement by 55%

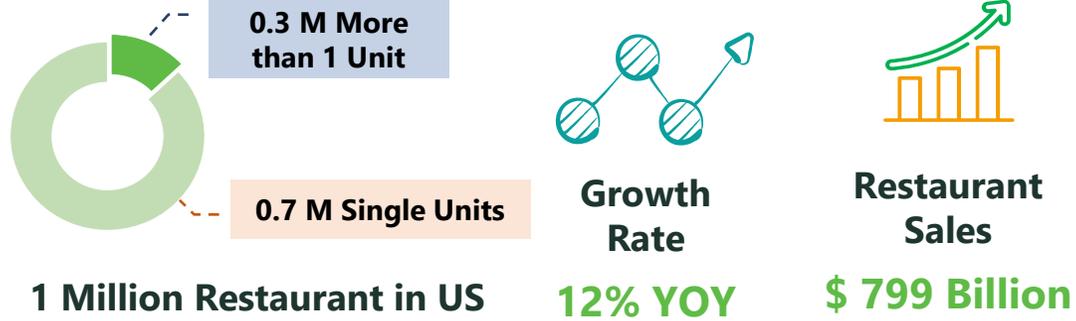
1. Advertising is a game of guesswork and impressions, and over half of an average brand's budget is wasted
2. Ad networks today rely on deep knowledge of their users, which infringes on consumer privacy

Source: Management Information

Sample Project 2 - Information Memorandum (3/4)



Market Snapshot



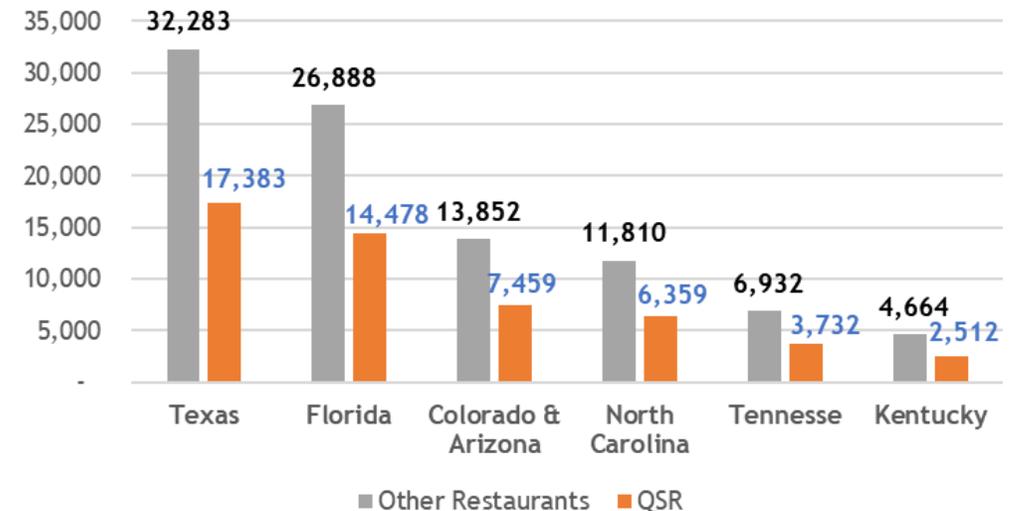
According to a research conducted by National Restaurant Association, it was observed that:

- 46% consumers would like to see more tech in overall restaurant experience
- 50% operators report that location intelligence tech to target new customers has large positive impact
- 45% of the operators report that offering Geofencing tech to notify the restaurant when a customer is nearby creates a more seamless customer experience



Target Market

Statewise Number of Eat & Drink locations in US



Sample Project 2 - Information Memorandum (4/4)

Roadmap



STAGE 1 - Next 12 months

- 500+ live streaming locations
- 10,000 users
- Give away first camera free to build users nationwide
- Build initial analytic insights from app traffic to add value

STAGE 2 - 12-24 months

- 1300 live streaming locations
- 100,000 app users
- Charge for camera installs and increase pricing.
- Start placing advertisements in streaming video feeds.
- Expand analytics to drive thru market and more sub-categories of F&B (bowling alleys, arcades, concert venues, coffee shops, etc.

STAGE 3 - 24-48 months

- 6200 live streaming locations
- 1,000,000 app users
- Better demographic features for places.
- Robust ad sales team to show relevant ads to each user

Sample Project 3 – Financial Due Diligence (1/4)

Table of Contents

1	Verification of financial statements, projections, and supporting documentation for accuracy and completeness.
2	Verification of assumptions and methodologies used in forecasting.
3	Analysis of the business plan and utilization of funds.
4	Financial Statement analysis to verify relevant ratios and understand the business potential.
5	Assessing the credit worthiness of the potential client through analysis of the sustainability of cashflow, assets and working capital requirements.
6	Verification of the valuation and sufficiency of security offered and current loan profile if any.
7	Identification and analysis potential risks associated with the loan proposal.
8	Understanding the related party transactions and associations if any.

Sample Project 3 – Financial Due Diligence (2/4)

BALANCE SHEET

Balance Sheet		USD 000		YoY
Particulars	31-Mar-18	31-Mar-19	31-Mar-19	
Shareholders' funds				
Share capital	400	400		0%
Reserves and surplus	550	965		76%
Shareholders' funds	950	1,365		69.6%
Debt				
Unsecured - From related parties	138	11		-92%
Non current liabilities				
Long term provisions	438	438		0%
Total Non Current Liabilites	575	449		-22%
Current liabilities				
Trade payables	225	279		24%
Total Current Liabilites	225	279		24%
Total Equities & Liabilities	1,751	2,093		20%
Non current assets				
Tangible assets	909	877		-3%
Long term loans & advances	173	165		-5%
Total Non Current assets	1,082	1,042		-4%
Current assets				
Inventories	143	185		29%
Trade receivables	246	215		-12%
Short term loans and advances	62	79		28%
Other current assets	31	156		400%
Cash and cash equivalents	187	415		122%
Total Current assets	669	1,050		57%
Total Assets	1,751	2,093		20%

Source: Audited financial statements for FY19 and FY20

Fixed Assets

- ▶ Tangible assets consists of Furniture & Fixture, Office Equipment, Computers.
- ▶ Furniture and Fixtures comprises of around 41% of total Tangible assets.

Long term loans & Advances

- ▶ It consists of USD 165K given to vendors as a Security Deposit towards equipment's that was leased to the company.

Inventories

- ▶ The inventory consists of finished goods purchased during the course of business.

Trade Receivables

- ▶ Trade Receivables represents receivables from B2C customers which will is due less than 30 days.

Short term loans and advances

- ▶ Loans to related parties is given to relative of the director amounting to USD 79K.

Trade Payables

- ▶ These are mainly purchases from vendor. The total outstanding due are less than 60 days.

Sample Project 3 – Financial Due Diligence (3/4)

INCOME STATEMENT

Revenue from operations has increased by 8% and gross margin has reduced by 2%.

Particulars	USD 000		Common Size		YoY
	FY18	FY19	FY18	FY19	31-Mar-19
Revenue from operations	2,952	3,174	100%	100%	8%
Total Income	2,952	3,174	100%	100%	8%
Direct Cost					
Cost of goods sold	2,029	2,230	69%	70%	10%
Contribution Margin	923	944	31%	30%	2%
Employee Cost	486	540	16%	17%	11%
Gross Margin	437	405	15%	13%	-7%
Selling, general and administrative	262	276	9%	9%	5%
Total Expenses	2,776	3,045	94%	96%	10%
EBITDA	175	129	6%	4%	-26%
Contribution Margin %					
Contribution Margin %	31.3%	29.8%			
Gross Margin %					
Gross Margin %	14.8%	12.8%			
EBITDA %					
EBITDA %	5.9%	4.1%			
Other income	304	324	10%	10%	6%
Depreciation and amortisation expense	30	32	1%	1%	8%
Finance cost	6	6	0%	0%	0%
Profit/(loss) before tax	444	415	15%	13%	-7%
Net Profit %	15%	13%			

Source: Audited financial statements for FY18 & FY19

Note:

Revenue from operations

- ▶ Revenue from operations primarily comprises of revenue from B2C customers.
- ▶ Revenue has primarily increased due to various tie ups with agencies and increase in marketing cost and change in marketing strategy.

Cost of Goods Sold

- ▶ It includes the expenses incurred towards Purchases of finished goods. The closing stock of consumables is reduced from the purchases.

Employee Benefit Expense

- Employee benefit expense primarily represents salary payments to office assistants and accounts team and promoters.

Selling, general and Administrative Expense

- Majorly consists of fuel, electricity expense, printing and stationery and rent and business promotion and other miscellaneous expense.

Finance Cost

- ▶ Finance cost comprises of Bank Charges and Interest expenses for loan.

Depreciation and amortisation expenses

- ▶ Depreciation expenses represents depreciation on assets namely,, Furniture & Fixture, Office Equipment, Computers

Sample Project 3 – Financial Due Diligence (4/4)

KEY ISSUES

Issue	Impact/observation	Implications
Revenue reconciliation with billing report and financial statements	<ul style="list-style-type: none"> Revenue as per income statement is USD 3,174k and billing report is USD 3,320 and we have noticed that revenue has been incurred during Dec 19 and satisfactory explanations was not provided by the management. 	The revenue is understated in the books of accounts resulting in lower profitability and thereby lower taxes.
Delay in collection of receivables	<ul style="list-style-type: none"> As per the company policy, the collection period for debtors is 60 days. Based on our analyses and discussions with Management, we understand that receivables amounting to USD 90K exceeds the said collection period. 	We recommend that the client should evaluate the same.
Potential platform development cost	<ul style="list-style-type: none"> It has been observed that there is a possibility of platform development cost (website development) to be capitalized which has not been capitalized by the company. Management states that platform development is done by in-house team and hence cost incurred cannot be quantified. 	We recommend that the client should evaluate the same.
Contingent liability not acknowledged as debt	<ul style="list-style-type: none"> Claims in Civil suit filed by third party on 27 March 2015 amounting to USD 90,750k. 	<i>We recommend that the client should legally evaluate the same whether it has any consequence on the deal</i>
Unsecured loan	<ul style="list-style-type: none"> The target has taken undertaken loans from relatives amounting to USD 11K as at 31 Dec 19 and there is no agreement or repayment schedule for the same. 	<p>On absence of agreements with aforesaid parties we are unable to comment on the implication on the same.</p> <p>It is recommended to access terms & conditions precedent to the transaction.</p>

Our Work

Case Study – Electronic Manufacturing Services Research Report

Objective

To conduct an in-depth analysis of the Electronic Manufacturing Services (EMS) Industry in India, focusing on the performance evaluation of the top 150 EMS companies and provide valuable insights into the industry's prospects for potential investors and new entrants.

Location

India

Sample Size

150 EMS Companies

Scope of the project

The scope of this project encompassed conducting a comprehensive research and analysis of the Electronic Manufacturing Services (EMS) Industry in India, focusing on evaluating the performance of the top 150 EMS companies. This analysis includes the examination of financial and non-financial factors to provide valuable insights into the industry's potential for investors and new market entrants.

MARCs Process

Compiling a database of top 150 EMS companies in India based on volume and value.

Collected both financial and non-financial data using a combination of primary and secondary research approaches.

Examining the data to identify the top-performing EMS companies, assessing their rankings based on both financial metrics and non-financial indicators.

Case Study – Social Platform For Dogs

Objective

To conduct thorough research for a dog-exclusive social media platform, analyzing the pet social networking market, competitors, consumer needs, preferences, behaviors, challenges, and providing actionable recommendations.

Scope of the project

This project involves comprehensive research to support investment in developing a social networking platform exclusively for pets. The research includes analyzing the fragmented pet social networking market, profiling target users, sizing the market, assessing competitors' features, identifying challenges, and providing recommendations aligned with the investment thesis.



MARCs Process

Conducting research into the pet social networking industry to gain insights into its potential prospects and hurdles.

Conducting a meticulous consumer analysis to comprehend the needs and preferences, alongside evaluating competitors to discern strategies for enhanced differentiation.

Compiling all the gathered insights into a comprehensive report, complete with suggestions for platform enhancements and forthcoming actions.

Case Study – Global Agriculture Research

Objective

To conduct a research study encompassing the Global Agriculture sector focusing on major crops, analyse the performance of the Global Agriculture Equipment industry, evaluate the operations of Macdon and Linamar Industries, and forecast Manitoba's inflation rates and Consumer Price Index (CPI) trends for the next five years.

Scope of the project

The scope of work involves conducting a comprehensive research study on the Global Agriculture sector, with a focus on major crops. This includes analyzing the performance of the Global Agriculture Equipment industry and evaluating the operations of Macdon and Linamar Industries. Additionally, the scope entails forecasting Manitoba's inflation rates and Consumer Price Index (CPI) trends for the next five years. The research aims to provide valuable insights for informed decision-making by stakeholders.



MARCs Process

Data on global agriculture and equipment industries is collected and analyzed, including performances of key players like Macdon and Linamar.

Future trends are forecasted using predictive models for crop production and industry performance, as well as Manitoba's inflation rates and CPI.

Comprehensive reports are compiled, and insights are presented to stakeholders for informed decision-making, aiming to distill complex findings into clear, actionable insights.

Case Study – Due Diligence (1/2)

Problem Statement

A US client engaged MARC to conduct a due diligence project focusing on a subsidiary company (target company). The primary objectives were to assess the Quality of Earnings (QoE), conduct Cash Proof Analysis, and project Net Working Capital to ensure the sustainability of the target company. The challenge was that the financial data of both the parent and subsidiary companies were combined as one under the QuickBooks system. To accurately evaluate the target's financial health and potential, MARC identified such Income and expenditure.

MARC's Process

Data Segregation: Diligently segregated financial data within QuickBooks, distinguishing between parent and subsidiary transactions, laying the foundation for in-depth analysis.

QoE Adjustment: Identified and highlighted Quality of Earnings (QoE) adjustments, resulting in a 4% reduction in reported EBITDA.

Cash Proof Analysis: Conducted thorough analysis revealing a significant 12% difference between reported and actual cash positions, uncovering potential discrepancies and operational inefficiencies.

Additional Analysis: Conducted supplementary analyses including Customer, Churn Rate, Revenue Seasonality, Vendor, and Cost Analysis, offering a holistic view of operations and potential improvement areas.

Case Study – Due Diligence (2/2)

Outcome

Enhanced Financial Clarity: Provided clearer understanding of earnings quality and cash position, facilitating informed decision-making.

Risk Mitigation: Identification of QoE adjustments and discrepancies in cash positions enabled the client to mitigate financial risks associated with the investment in the target company.

Strategic Insights: The projected Net Working Capital and supplementary analyses offered strategic insights into the target company's market position, customer relationships, cost structure, and revenue trends, empowering the client to make informed investment decisions and optimize operational performance.

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."



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+91-9359628675



contact@marcglocal.com

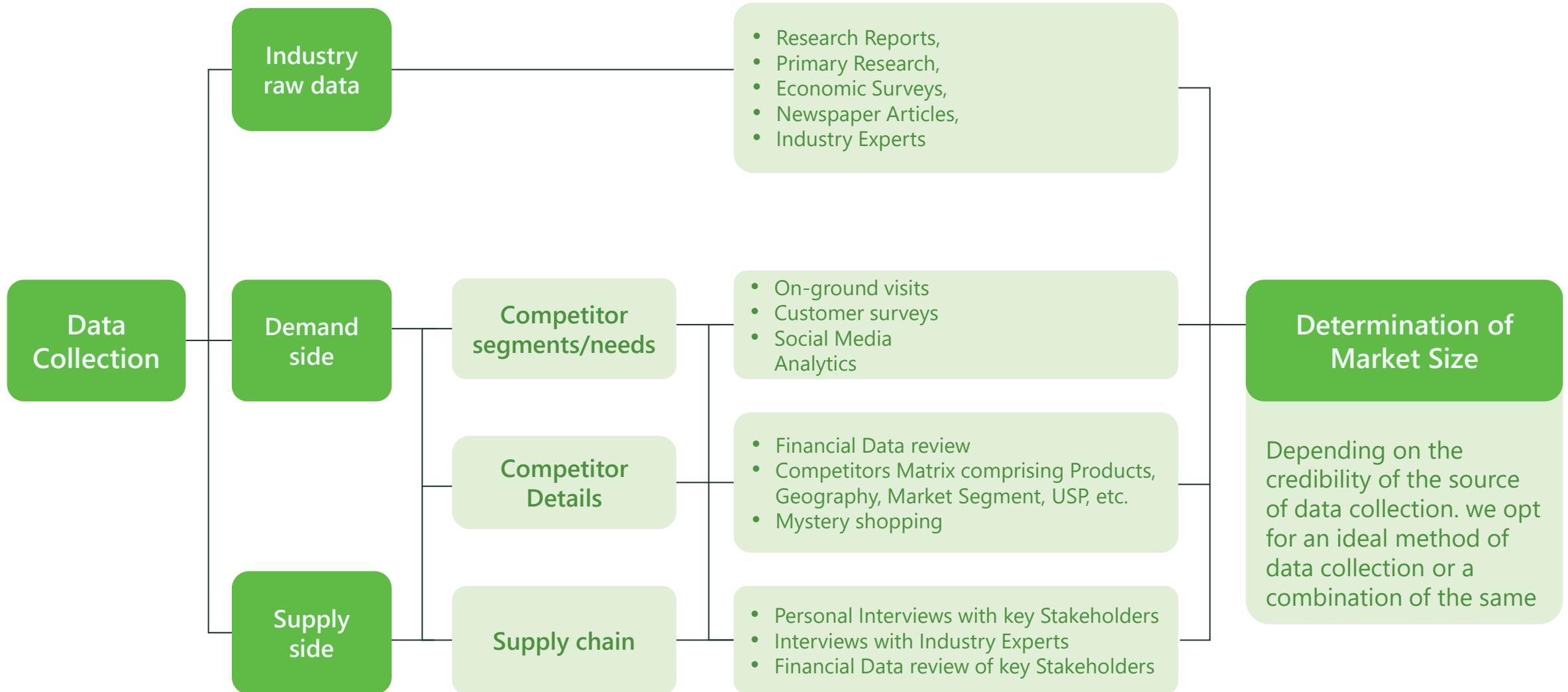


www.marcglocal.com



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

Our Methodology (1/2)



Our Methodology (2/2)

