

**SharesVault Management Services**

[**http://www.sharesvault.com**](http://www.sharesvault.com)

**The Non-IPO Private Deals Network**

* What if you would have got a chance to buy shares of companies like Educomp, Biocon, and Ambuja Cement etc in their early years and before any of them getting listed on exchanges?
* What if you have free hold ESOPs and don’t want to wait for years to exit and to value of your sweat equity in start-up?
* What if you want to buy Shares of fast growing Private Ltd. Companies or unlisted companies?
* There are more than 8,00,000 Pvt. Ltd. companies in India out of 3.5 Crore MSME businesses. Most of these companies will never see themselves on bourses because of costs involved and size. Lots of these MSME companies have splendid business model and excellent sales track record but hardly have attracted attention of investors i.e. VC’s and PE’s.
* While some may need funding to scale and expand, some may just want to dilute a small portion in market to find out company valuation and then sell company to a strategic partner. SharesVault is a platform, in India for Non IPO companies. This is a platform to transact with company’s right to refuse/buyback and future buyouts with minimum 1 week hold period. This is not a real time exchange.
* Unlike BSE and NSE, where anyone can buy shares – including taking loans, here only qualified investors will be able to invest in pre-qualified and registered companies.
* We are also looking to see how we can engage growth stage companies that have received funding and are incubated in India backed by leading universities.
* Not everyone can get listed on this platform and not everyone can buy on SharesVault.
* We are also looking to see how we can engage growth stage companies that have received funding and are incubated in India backed by leading universities, Department of Science and Technology and other bodies.
* For HNIs, Institutional Investors and Private Equity funds this platform is boon. Company listed on SharesVault are thoroughly verified and valued by reputed Empanelled Vendors. Vision of the investor comes into play in choosing the correct company.

**Model:**

**Sales Strategy:**

* SharesVault will earn money through each transaction and registration.
* For each transaction SharesVault will get 4% of transaction amount. For the first transaction, entire amount will be borne by company. For subsequent transactions, transaction fees will be split in equal between buyer and seller.
* Investors have to pay membership fee to access online portal. Currently, we have put this price as Rs. 1000/yr.

**Advantages:**

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| --- | --- |
| **Investor** | **Institutional Investor** |
| * Online Platform to identify and invest in gem companies at early stage * Research data and Company Information for easy decision making * Liquidity and easy exit through SharesVault Platform with Principal protection guarantee for 1st year | * Rich database to identify good companies for investment * Research Reports and Company Information for decision making * Tie ups and alliance with SharesVault for strategic deals |

**Experts @ SharesVault:**

* Roshan Shah who initiated 15+ start-ups and Bhavik Shah who is having good experience as CA are looking after product strategy
* Keyur Shah who is CS and having his own very well established practice is advising on legal matters, share purchase agreements and ROC compliance.
* Rushik Shah, CEO of Alakmalak Technologies has engaged his team for prototype development.

**USP:**

* We are the only platform for buyers and sellers for Non-IPO shares transactions.
* We have no plan to make it real time platform like stock exchanges.
* There is no regulation preventing private closed investing in India so long as RoC norms are adhered to.
* SharesVault platform is aimed to be great tool and a starting point for lots of M&A transactions across India
* Investor’s Money Protection is primary concern. First buyer has protection of principal amount for 12 months. If first investors’ share is not traded means not purchased by any other investor till 12 months, company has to buy back investor’s shares at the same price investor has bought.
* We will license this product globally in developing and underdeveloped markets as a hosted solution
* Awareness in market due to SEBI’s launch of SME Exchange. This means SharesVault will have a faster and wider acceptance
* Name itself is catchy – “SharesVault”

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