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## J R Laddha Financial Services

*J R Laddha Financial Services, which recently advised Mumbai based Riddhi Enterprises on sale of its notebook business to Kokuyo Group, Japan, offers customized solutions in the areas of Corporate Finance, Investment Banking and Wealth Management to Corporates, Institutional Investors and large Indian family houses.*

Manoj is Managing Director of J R Laddha Financial Services Pvt Ltd, based out of Mumbai, India. The company is a three decade old and has a strong relationship across Indian corporates. Manoj has 20 years of experience in the Indian financial and corporate world and has a very sharp understanding of Investment Banking and Corporate Finance domains. He has travelled across the world with a special business focus on Japan. Under his able leadership, the company has rapidly grown in terms of depth and breadth of services offered, number of satisfied clients, extent of interfacing with institutions and creation of state-of-art infrastructure facilities.

He is also the active member of various business associations and has been part of various business delegations abroad. Recently, he was part of the investor conference at New York and thereafter at Madison Square to witness the historic moment where Indian Prime Minister delivered the memorable speech which gives significant impetus to potential American investors to invest in India. He helped the company to win many awards under his leadership including the prestigious award by CNBC TV 18 as the Best Financial Advisor 2013-14.

The company has a team of more than 75 seasoned professionals along with dedicated research team which covers the Indian companies and has an in depth knowledge of many sectors. They regularly interact with the companies and keep a close watch on the economic activity in India. The company has its offices located at Mumbai, Kolkata, Delhi, Hyderabad and Chennai. Recently, the company has set up its office in Singapore to identify potential International partners to look at Indian companies.

They specialises in inbound cross border transaction advisory and are continuously looking for international partners for their clients. Currently, they have active opportunities in Infrastructure and Roads/Transport sector, Furniture and consumer oriented businesses.

### Advising on Kokuyo's acquisition of Riddhi Enterprises

J R Laddha Financial Services advised Mumbai based Riddhi Enterprises (owned by Mr. Kamal Parekh and family) on sale of its Notebook Business to Kokuyo Group, Japan. Japanese stationery major KOKUYO S&T Co., Ltd, through its Indian subsidiary KOKUYO Riddhi Paper Products Private Limited has acquired the Notebook Business of 'Riddhi Enterprises' for US\$8m.

Kokuyo – Riddhi highlights the deal in an industry which has not witnessed any significant transactional activity in the past in India. In October 2011 the Kokuyo S&T Co., Ltd., had acquired majority stake of Camlin, a major stationary manufacturer in India with a history over 80 years. Through the Camlin acquisition the Kokuyo Group had marked its entry to Indian stationary market.

With this acquisition the KOKUYO Group will have notebook manufacturing facilities in four countries worldwide (i.e. Japan, Vietnam, China and India). This acquisition enabled them to cater to Indian markets as well as provided them an access point to the United States, Central and South America. The transaction was completed in record 11 months' time from mandate to completion of CP's. Post transaction both sides are mutually comfortable with each other with venture being a commercial success.

### Opportunities in India

With the recent change in government and strong leadership at the centre, Manoj strongly believe in India growth story driven by favourable policy changes, burgeoning consumption and demand, rich demographic dividend. Like many, he is also excited about the 5.7% recent India's quarterly GDP growth. The capital markets have touched a new high and with the end of policy logjam, the consumer sectors as well as infrastructure particularly, roads & highways, ports, power will witness tremendous growth.

India GDP is slated to grow 7-8% in the next decade providing immense opportunity to international investors. With favourable government push through policies like "Make in India", quick clearance of projects, removal of archaic laws, Indian companies are slated to grow leaps and bounds. JR Laddha has a vast 30 year experience with Indian companies across all sectors with strong research backing and can assist the foreign companies to strategic tie ups/ partnerships/JVs/ mergers and acquisitions with the Indian companies in a seamless process. ■