



# Quippo Valuers and Auctioneers

Corporate Presentation

# Introduction



- The company started in June 2005 as a 50:50 JV between M/s GoIndustry Dovebid PLC, the world leader in Valuation and Asset Disposal services and the Quippo Group, India's first & largest Capital Equipment Rental Company.
- In April 2011, the Quippo Group was taken over by the SREI Group, who then subsequently bought out the entire stake in this organization thereby making it a 100% subsidiary company under the SREI Group of companies.



## **Quippo Valuers & Auctioneers Private Limited is a Quippo and a Srei Group initiative.**

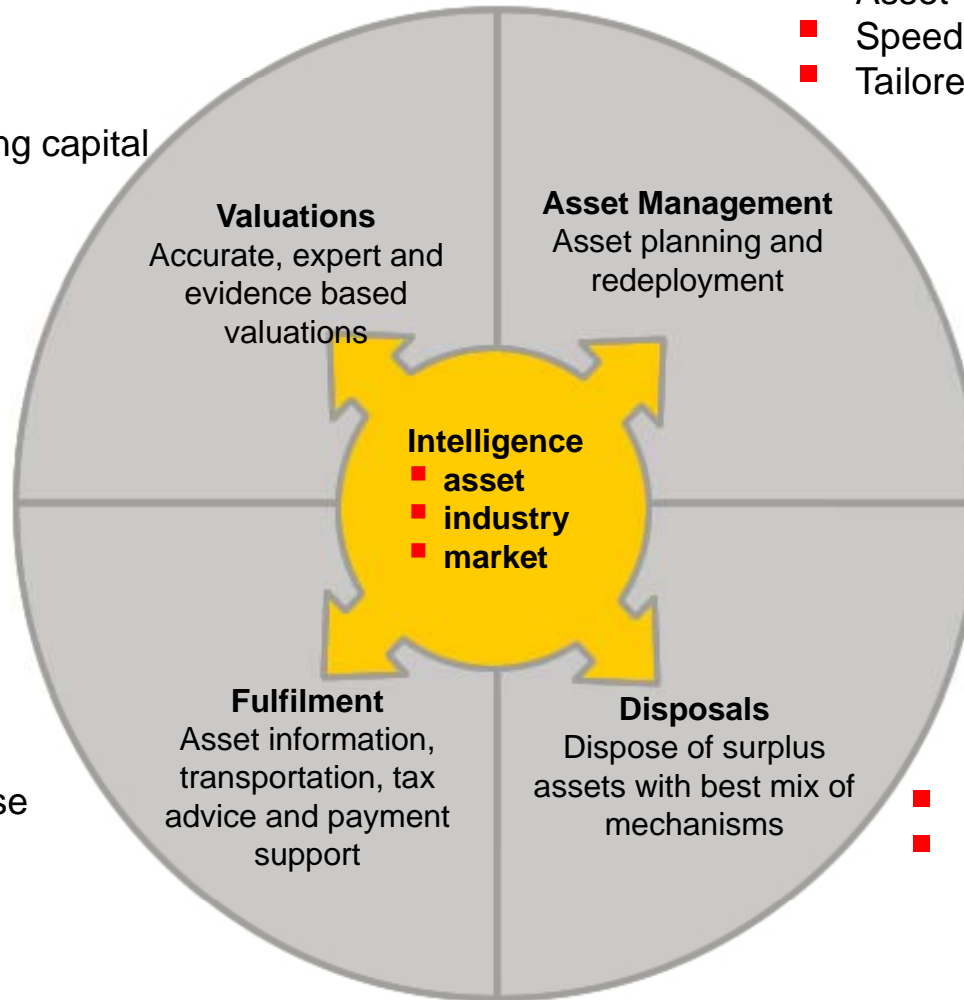
- **Specializes in extending state-of-the-art Valuation and Disposal services**
  - **Provides asset management services**
    - **Industrial Assets disposals specializing in Machine Tools, Textiles, Food Processing, Plant & Machinery, Land & building etc.**
    - **Mobile Assets disposal including Construction Equipment, Earth Moving equipment, Commercial Vehicles and 4 wheelers**
  - **Provides consulting services**
    - **Valuation of Mobile and Industrial Assets**
    - **Collaboration with Foreign Partners**
    - **Sale of companies as going concerns**
    - **Marketing services**

# Services Offered



- Risk evaluated
- Compliant
- Accurate
- Tax reduction
- Maximize working capital

- Capex reduction
- Asset value optimisation
- Speed to adapt to change
- Tailored programs



- Ease of purchase
- Peace of mind

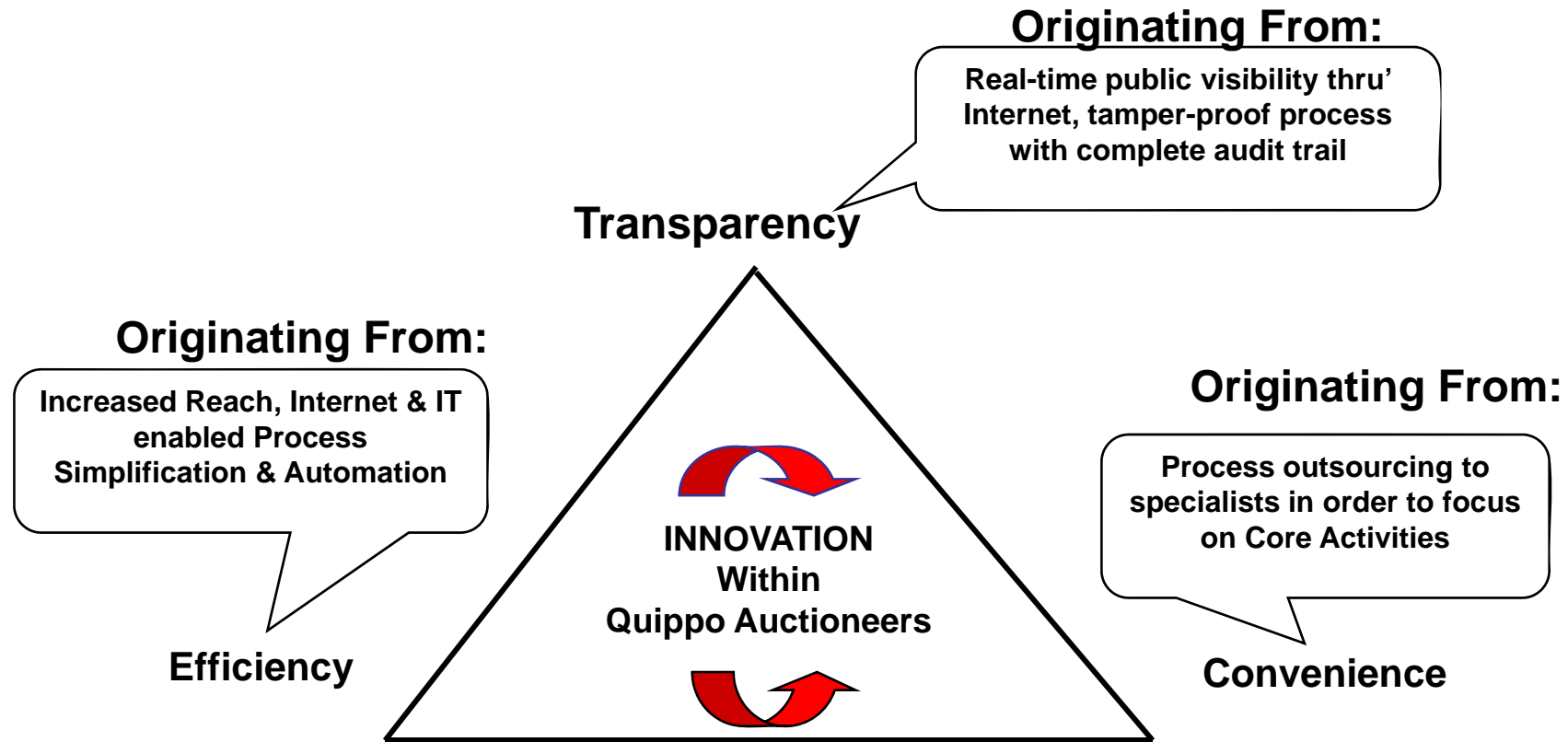
- Optimal returns
- Fast clearance

# Experience Matrix



<b>Clients Served</b>	<b>Categories</b>
<ul style="list-style-type: none"><li>■ Infrastructure Companies</li><li>■ Construction Contractors/Companies</li><li>■ Asset Based Lenders</li><li>■ Corporate across multiple Industries</li><li>■ Small &amp; Medium Enterprises</li><li>■ Manufacturing Enterprises</li></ul>	<ul style="list-style-type: none"><li>■ Construction Equipment</li><li>■ Earth Moving Equipment</li><li>■ Road Making Equipment</li><li>■ Material Handling Equipment</li><li>■ Industrial Capital Equipment etc.,</li><li>■ Used / Surplus / Salvage &amp; Scrap Assets</li></ul>
<b>Disposal Mechanisms</b>	<b>Marketing Channels</b>
<ul style="list-style-type: none"><li>■ Live Auction</li><li>■ Private Treaty Sales ( Negotiated Sales)</li><li>■ Online Auction</li><li>■ Webcast Auction</li></ul>	<ul style="list-style-type: none"><li>■ Email Marketing</li><li>■ SMS Marketing</li><li>■ Telemarketing</li><li>■ Online Marketing</li><li>■ Print Media etc.</li></ul>

# Value



# Asset Disposal Mechanisms



## Online Auctions



English No-Ties Auction, Dynamic Bid Limit Auction, Hidden Reserve Price Auctions

## Physical Auctions



Live Parade Auction  
Yard Auction  
Auction in a Hotel Banquet

## Tender cum Negotiated Deals



Collection of Quotation thru' Tender followed by specialized Negotiation with H1/H2 buyers

## Hybrid [Webcast] Auctions



An integrated Online & Physical Auction conducted simultaneously in real time

## Online Sealed Bid Sale



A limited bid facility aimed towards Price Maximization utilizing Consumer Surplus

## Online Price Quote / Display / Negotiation



Online portal based process of collecting, negotiating & finalizing Price Quotes

# E-Procurement



- E-Procurement
- Quippo Auctions provides robust and proven platform for e-Procurement management offers easy-to-use, web-based solutions for procurement and manages tenders in an online environment.
- The software facilitates both the buyers and suppliers to reduce the cycle time and avoidable paper work, simultaneously maintains high security and transparency in the entire process.
- This system increases transparency by keeping a traceable electronic record of transactions online.
- The software enable to automate purchasing process and reduce operational costs. Its reduces human error and enhances integrity of the data and facilitates standardization of the process.
- Quippo Auctions e-Procurement solution provide the opportunity to simplify & streamline the process and thus harness the power of the web to ensure savings for organizations.



# E-Procurement Mechanisms



## Closed Bid



A process where each participant is allowed to place their bids without knowing how much the other is offering.

## Reverse Auction

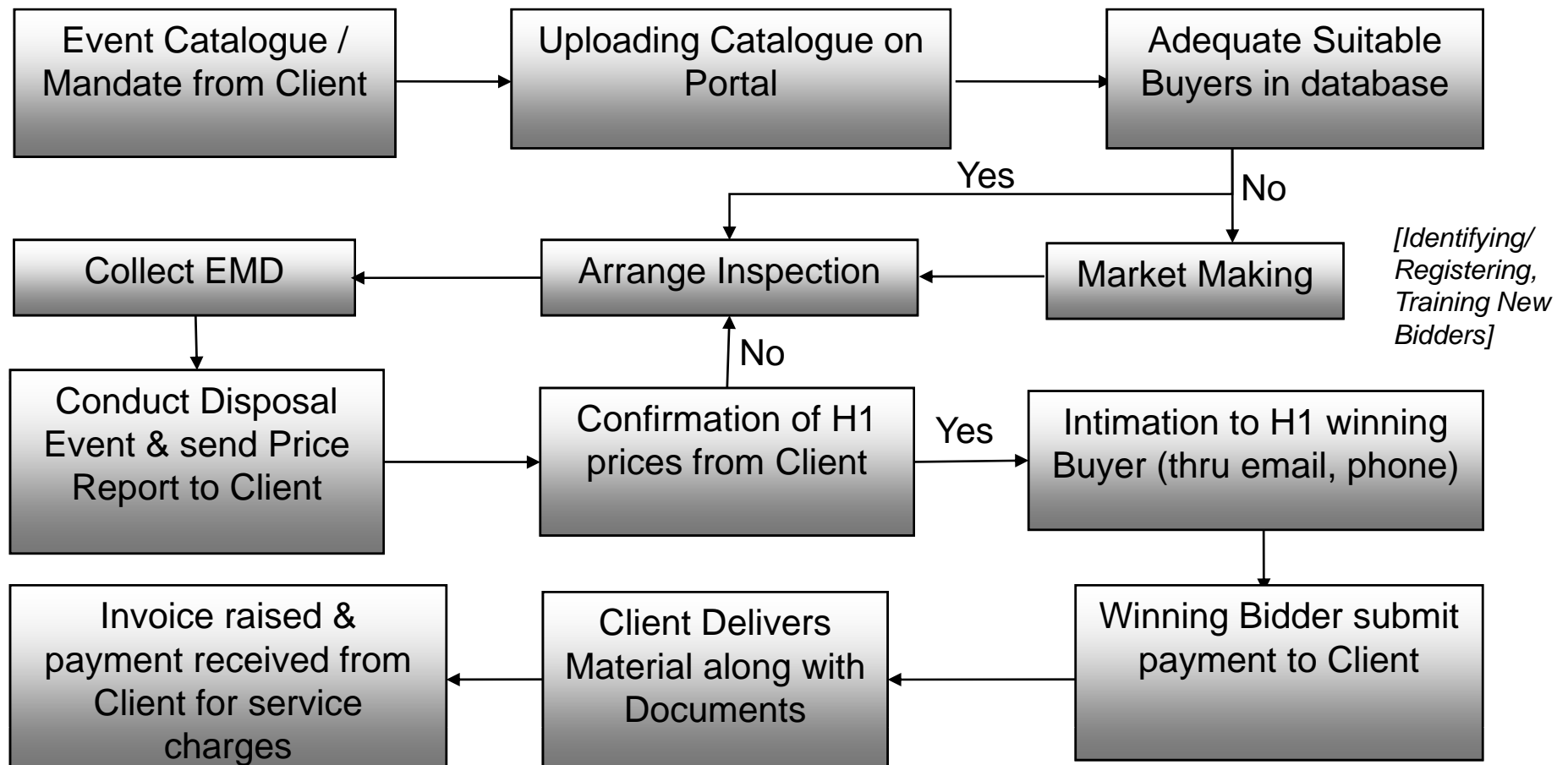


Reverse auction is a tool for online price negotiations  
Sellers compete to provide goods or services

## Benefits:

- Online/automated Process
- Reduces cycle time of procurement
- Increases supplier access to ensure wider participation
- Reduces cost of procurement through competitive bidding and Reverse Auctioning
- Fast and Quick Response
- Greater Degree of Transparency
- Traceable Electronic Record of all Transactions
- Ease of Operation and Quicker Decision Speedy and easy communication between the buyer & supplier

# Asset Disposal Process



# Asset Valuation



## Financial Institutions

- Market Knowledge for informed decision making
- Risk management decisions
- Enable transactions

## Types of Appraisals:

- Forced Liquidation Value
- Orderly Liquidation Value
- Fair Market Value
- Market Value (In-Place)
- Replacement Cost Value
- Desktop Opinion Value

## Corporations

- Compliance
- M&A accounting
- Tax management
- Cross border transfers

## Needs of Appraisal

- Financing
- Leasing
- Asset Acquisition and Disposition
- Corp. Recovery & Bankruptcy
- Financial Reporting
- Acquisition / Mergers
- IPO Requirements
- Expert Witness Testimony
- Insurance Needs

# Clients



1. Tata Motors Finance
2. ICICI Bank Limited
3. IndusInd Bank Limited
4. Cholamandalam DBS
5. Family Credit Limited
6. HDFC Bank Limited
7. Mahindra & Mahindra Financial Services Ltd
8. Shriram Transport Finance Co Limited
9. Shriram Equipment Finance Co limited
10. GE Finance limited
11. L&T Finance limited
12. Tata Capital Limited
13. Kotak Mahindra Bank
14. Rithwik Projects Limited - Hyd
15. Ssangyang Construction & Enginners - Delhi
16. Sudhir Cranes - Banglr
17. Sudhir Transport - Banglr
18. Pioneer Infrastructure Limited - Goa
19. Om Mines & Minerals - Banglr
20. Yoga Narseemha Mines & Minerals – Banglr
21. Rajapur Mines & Minerals - Hospet
22. Silicon Industries - Banglr
23. Binyas Contech Pvt limited - Banglr
24. MKRR Constructions - Hyd
25. A L Sudarshan & Co - Hyd
26. KMC Construction - Hyd
27. Continental Engineering Corporation - Del
28. Avian Overseas - Orissa
29. State Bank of Patiala - Hyd
30. Ambika Constructions - Kol
31. Jaggi Earthmovers - Kol
32. Srei BNP Paribas - Kol
33. Lafarge India Ltd - Raipur
34. Allied Infra - Kol
35. Sainik Transport - Orissa
36. Lexus Motors - Kolkata
37. Wonder Marketing - Kol
38. Litton Dutta - Kol
39. Pragati Infrastructure – Kol
40. Leighton Constructions India - Del
41. Shashibhusan Constructions - Jsr
42. C&C Limited - Del
43. D S Constructions - Del
44. Maan Constructions - Nagpr
45. Atlanta Constructions - Nagpr
46. Ankit Metals - Bankura
47. Premier Piles - Kol
48. V S Lad & Sons - Banglr
49. Senthil Builders - Chennai
50. Brahmaputra Consortium - Guwahati
51. Cathy Enterprises - Jamshedpur
52. Ardhesir B Cursettji & Sons - Mum
53. Reddy Veerana Constructions - Banglr
54. Siddharth Transport & Company - Mum
55. P C L Constructions - Hyd
56. GSR Infra - Hyd
57. Anukriti Finlease - Durgapur
58. Baba Jaidev Transport – Durgapur
59. Mistry Constructions Ltd - Mumbai
60. Viom Networks Ltd -Delhi
61. Mitra Constructions - Durgapur
62. Alhuwalia Contractors - Kol
63. Bengal Ambuja - Kol



**Thank You**