

CLIENT RESULTS & SUCCESS STORIES

CASE STUDY : ADVISORY AND
CONSULTING SERVICE CAPABILITY
– CUSTOM RESEARCH



April, 2018

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About Client Success Story



“ Custom research support was rendered for the annual support model to support the market intel requirement of one of India’s most reputed financial advisors and a leading name in corporate finance, equity capital markets & structured finance. The requirement was oriented towards refining market of India ”

Client Introduction:

The client envisages to be India’s premier Investment Bank by focusing on providing innovative tailor-made solutions with a holistic view of client needs. At the core of client’s solutions lies the ‘abacus’ which has governed the development of mankind for centuries. The portfolio of services include Mergers, Acquisitions and Divestitures, Structured Finance, Public Market Fundraising, Private Equity, Equities Brokerage (institutional, private client), Principal Investment and Private Wealth Management.

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Client's Issues, Challenges & Our Solution



Find, Filter & Compile Research

The consultative approach, implication of fresh ideas and sourcing of most critical data oriented to meet client requirements in tight time schedule stands out as the USP for our on demand research services

Client Challenge 01:

Client wanted to associate in frequency based model with long term collaboration seeking market intelligence pertaining to the refinery market of India. Further, the refined product market updates and analytical inputs regards the variations of margins governing the demand supply dynamics of products market on separate basis was also required. Coupled with this futuristic outlook for the demand and supply for refinery market as well the products were also required.

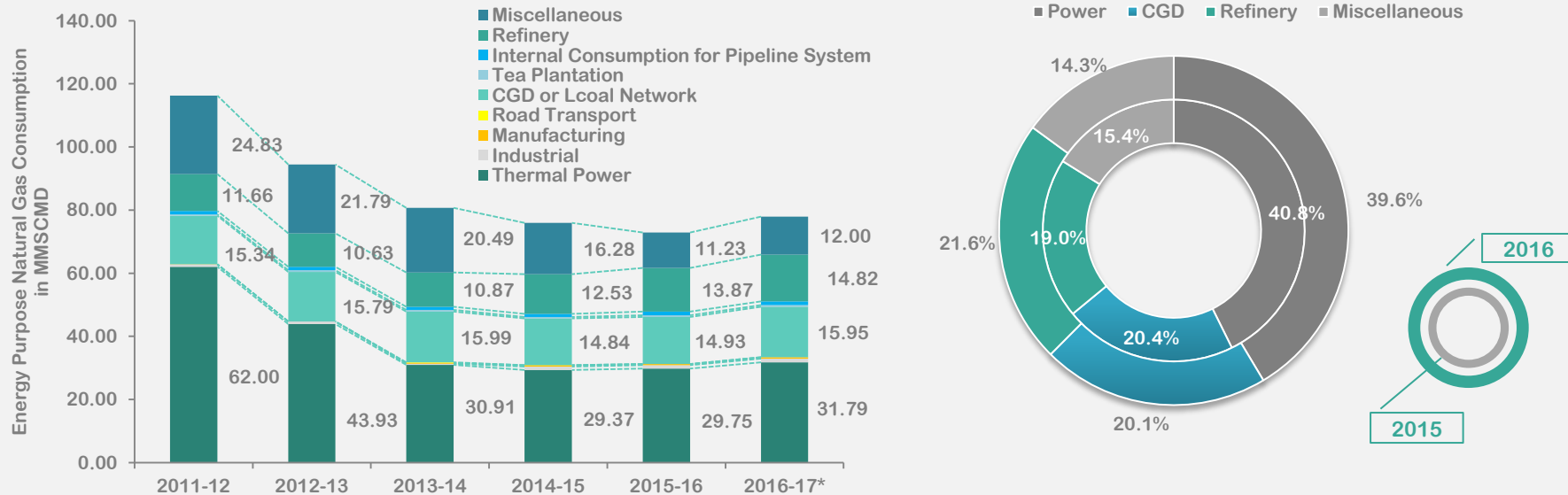
Client's Issues, Challenges & Our Solution



Enincon's Solution 01:

Our custom research solution was tailor made for client's having such frequency related requirements and for long term market intelligence support the service model of "annual contract" is most preferred. Our analysts and team of sector specific consultants combine to find, filter and compile the research upon the refinery market. We split the entire problem statement for the client and split it into smaller fragments to offer solutions in best possible manner to confine the client requirement well within the identified time limit.

Exhibit 1: Natural Gas Gross Demand for Energy Purpose in India from 2011-12 to 2016-17 & Share of Consumption by Major Sectors for Energy Purpose for 2015-16 & 2016-17



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Client Challenge 02:

The uniqueness in terms of the challenge which the client situation asked for was maintaining the seamless flow of updates w.r.t to the capacity expansion in the refinery segment of the country comprising of both the existing as well as fresh one's with high accuracy and on field development exact status. Further, details of capital invested, company wise refining trend & outlook till 2022 was also sought.

Enincon's Solution 02:

For dealing with such critical information need and on a fixed frequency requires quick TAT with fully co-ordinated version of client's expectation. Thus focused group discussions (FGD) & round table conference's (RTC's) are very impressive way to deal with the challenge mentioned above apart from crude primary feed from different sects of industry and multiple level channel checks. Representation of info-graphic pertaining to the solution is illustrated below.

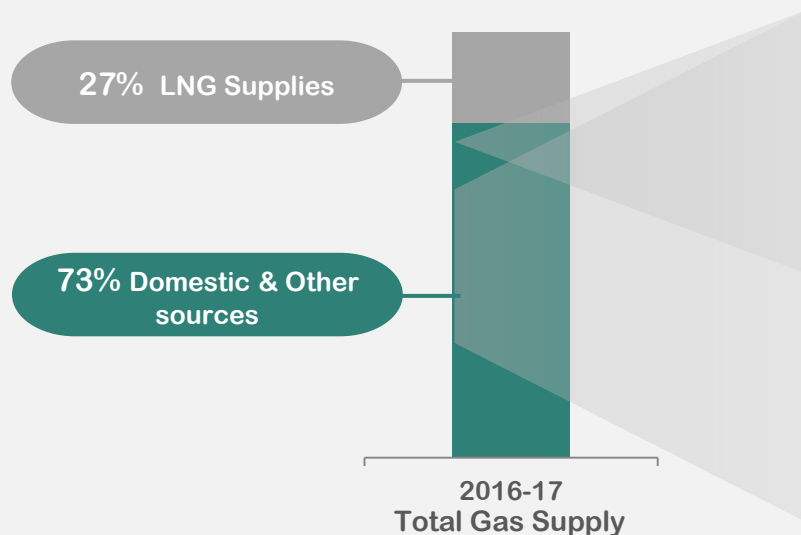
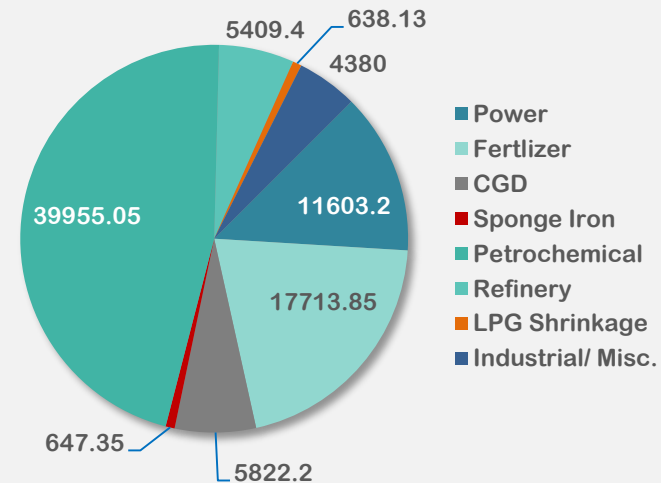


Exhibit : End Consumer Wise Gas Consumption in 2016-17 (mmscm)

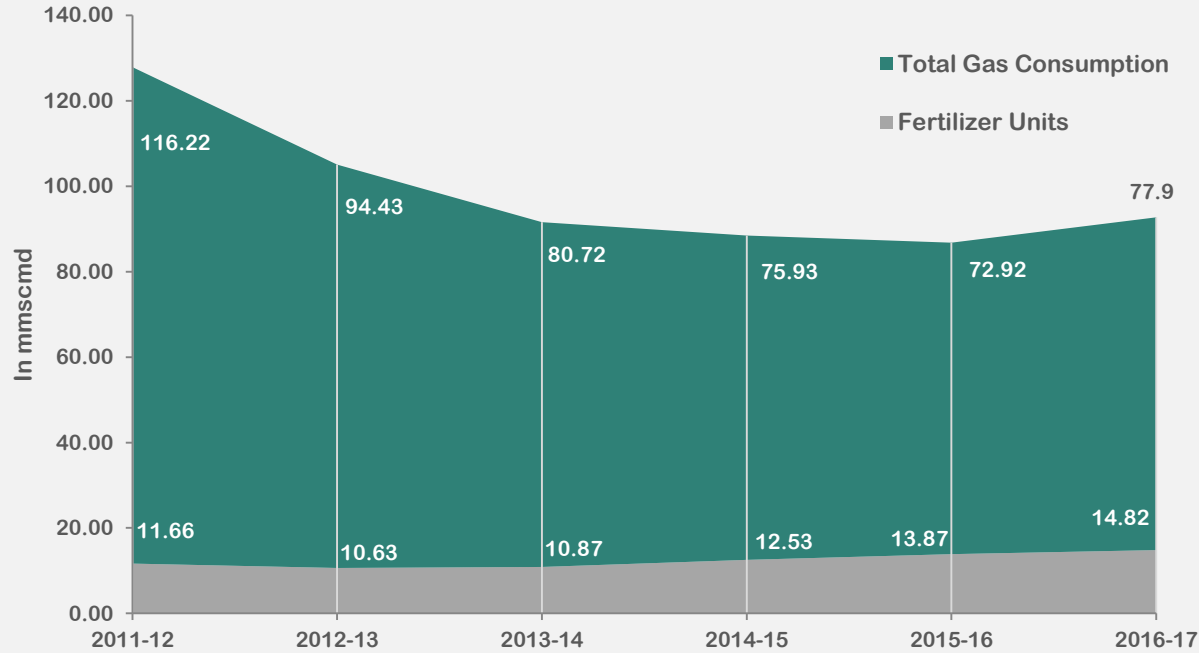


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Exhibit 02
Gas Gross Demand by Refineries from 2011-12 – 2016-17 (Only for Reference)



%age share of Refineries in Total Gas Consumption on YoY Basis

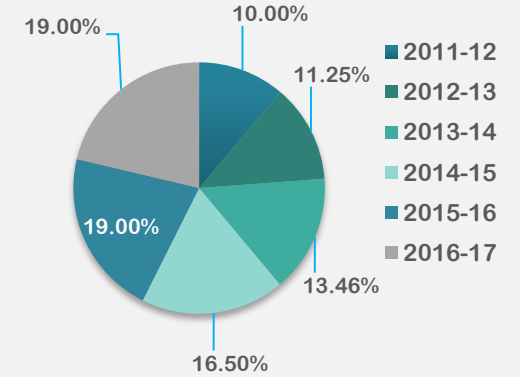
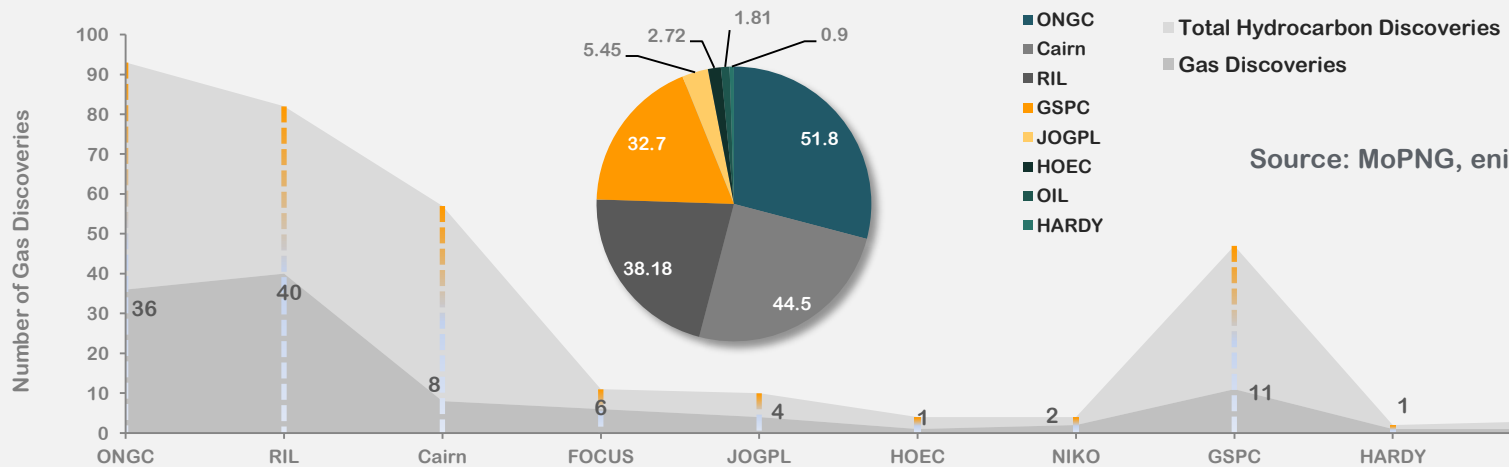


Exhibit 03
Operator Wise Existing Natural Gas Discoveries in India under PSC Regime, Status as on 2016



Source: MoPNG, enincon research



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Happiness does not come from doing easy work but from the afterglow of satisfaction that comes after the achievement of a difficult task that demanded our best

- Theodore Isaac Rubin

