

# 65% Small Industries

and

51% of Medium Industries are still run by the founder and family members without proper management advice





- Most respondents FEEL they cannot get away from their business, which requires their active participation and decision making.
- The issue of globalization and external environment challenges are addressed through modernization of facilities, upgrading human resources only.
- Most respondents agreed that Business profit margin is eroding while overhead and operating cost remains high. Many businesses have yet to develop an effective strategy to response to changing market needs.





## 72% SMI owners

Acknowledge the need of professional advisors or consultant who can understand the uniqueness of their business.







#### **Business Valuation**

Shareholders and business owners need to know the **value of their businesses** for the following reasons:

- Investment banks need to know how much to price the initial public offering (IPO) for companies seeking to list on the stock exchange.
- Venture capitalists use valuation to evaluate new investment opportunities.
- Listed companies that want to repurchase their stock use valuation techniques to determine the right time to buy back their shares.
- Private companies rely on valuation techniques to determine how to price their shares for investing and buying out a partner.

Opulent Capital International have the expertise to value your company and your business to put you in a strong position in any business negotiations.



- Comprehensive valuation with combination of 3 valuation methods to work out your company's valuation.
- The valuation we derive for your business is the most accurate based on the forecast and plan provided by you.

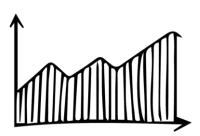


## **Profit Improvement**

- Profit improvement is about increasing revenue and reducing expenses. The way to increase a company's revenue is through new product and market development i.e. developing new products and new markets in addition to diversification into new areas.
- At the same time, expenses need to be tightly controlled through the budgeting process so to ensure resources are used in the most optimal fashion.

We at Opulent Capital International have the expertise to advise our clients on product and market development, budgeting and business diversification in order to bring about meaningful profit enhancement and to add value to our clients.



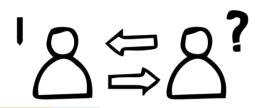


- Profit forecasting.
- Improved critical processes resulting in better cash flow management.
- Provision of a series of action steps to improve company overall profitability.

## **Staff Compatibility**

- You want to hire a salesperson, but do you know how to decide if the person is right for the job?
- Or you want to bring in new business partners, how do you know **you are compatible to work together** for long term. Will the business venture take off smoothly?
- Wouldn't it be good if you had a more confident way to ensure you have the right person?

Our consultants are skillful **in numerology, and Chinese metaphysics** who can advise you on the person's traits, personality, temperament, diligence and honesty. All this is done through big data analysis of human behavior .





- Full personality profile with traits, hidden agenda with 85% accuracy.
- Pinpoint a potential conman that is more likely to steal from your business..
- Identify the soft spot and motivation button of a person.





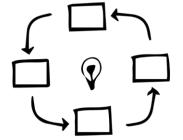
## **Business Funding**

- Every business owner knows that financing is one of the most important and a challenging financial management skill to master.
- Funding and capital are the lifeblood of any business. You need funding in order to grow your markets, pay your creditors and employees and to take advantage of new business opportunities.

Opulent Capital International has contacts with various local financers or funders from around the world to bring in funds at a cheaper rate for the benefit of our clients.

We can also arrange non-recourse loans ranging from USD5 mil - USD250 mil.





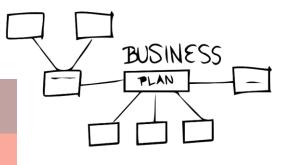
- Arrangement of loan application and follow through loan disbursement
- Step by step guidance for the project funding application.
- Identify opportunities for debt cancellation and consolidation either through refinancing of existing debts or the provision of new sources of funding.

## **Business Modelling**

- A business model explains the way in which an organization creates, delivers and captures value in social, economic and cultural contexts. In order to be successful in a borderless world, a business must have a coherent business strategy covering strategic, tactical and operational planning.
- Without a comprehensive plan, it will be difficult to differentiate a business and communicate its **unique selling proposition (USP).**

At Opulent Capital International, our consultants will guide you to deep dive into your business and understand all the inter-relationship of the **9 business** components.





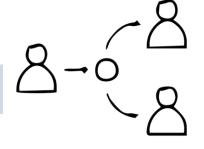
- Complete assessment of 9 business components :
  - customer segments, relationships, value propositions
  - key activities, key partners, key resources
  - channels, cost structure, revenue streams
- Rectify grey areas and address growth bottlenecks or opportunities.

#### **Business Succession**

- You have worked hard to build your business and you know that the day will come when you will need to exit. What will you do when that time comes?
- A business succession plan lays out the logistical and financial decisions about who will take over your business and it is a **wealth planning decision**.
- Our consultants are equipped with the knowledge and experience to advise you on the most cost effective, efficient and hassle-free method to **safeguard your wealth** with either a **trust**, **offshore company and /or foundation**.

This will help ensure the security and welfare of your family is put in place to ensure the overall business continuity is preserved.





- Advise on proper succession planning and business share buy-out to maintain the integrity and direction of business in the long run.
- Identify and setup proper family office to administer and manage the wealth through a private trust or foundation.





John Wooden





