



# Profile



# d'Essence

HOSPITALITY ADVISORY SERVICES PVT. LTD

# About Us

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- D'Essence Hospitality is Boutique Management Consulting firm based in Mumbai which provides specialty consulting services for QSR Owners, hotel operators, Real Estate Asset Owners, Franchisees and PE Investors
- The Hospitality Division of D'Essence Consulting is backed by over 16 years of expertise coupled with a vibrant workforce
- D'Essence Hospitality is a professional services firm catering to the entire spectrum of hospitality industry
- We believe in customizing every deliverable after a deep understanding of the client, profound domain knowledge and a thorough understanding of the micro and macro environment.
- Our Partner East West Hospitality Group Limited is based in Hongkong and US and provides the desired access to Global Majors in QSR and Fine Dining Space

# Services

## Planning

- Site Identification & Evaluation
- Feasibility Studies
- Financial Modeling
- Hotel Conceptualization & Structuring
- Market Entry Strategy
- Positioning & Re-positioning Strategy

## Strategy

- Hotel Operator Search / Selection for JV partnership
- Formulation & Negotiation of Management Contract
- Negotiation of Joint Ventures & Alliances

## Consulting

- Corporate Strategy
- Growth Strategy
- Turnaround Strategy
- Marketing Strategy
- Exit Strategy
- Start-ups
- Business Plan & Revenue Modeling
- Dashboards
- Industry Reports
- Industry Benchmarking & Analysis

## M&A Advisory

- Acquisitions / Disposition strategies
- Target Search
- Valuation Services
- Due Diligence
- Business Planning
- Post Merger Integration

## Our Client base comprises of:

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- Restaurants, Fine Dining, Casual Dining. Quick Service Restaurants
- Food Service Companies
- National & International Hotel Chains in the 4 and 5 Star Category
- Standalone Boutique Hotels & Resorts
- Service Apartments
- Shared Vacation Owners
- Branded Hotel Operators
- Recreational Club Owners and Operators
- Large Real Estate Players in Global Hospitality market
- Travel And Tourism Operators
- Car Rental Companies
- Private Equity Funds
- Large Format Strategy Consulting Firms
- Investment Banks

# Director Chandni Sahgal



## MEMBERSHIPS

- Institute of Management Consultants of India (IMCI)
- The Indus Entrepreneurs (TIE)
- CII Mumbai
- Indian Merchants Chamber (IMC)
- Executive Forum
- Consulting Base
- Richmond Group- is UK's leading consortium of independent certified management consultants

## PROFESSIONAL EXPERIENCE

- Prithvi Nandy Communications - CEO
- MTV - General Manager India and VP Southeast Asia
- Times of India, Times FM - Vice President
- Cyanamid India - Marketing services Manager
- Novartis (Ciba-Geigy) - Assistant Manager Sales & Distribution
- Eicher Motors Ltd. - Executive Finance and Projects

## EDUCATION AND TRAINING

- BITS Pilani. MMS (Honours)
- Ciba-Geigy Japan-General Managers Training Kit
- University of Toronto, Canada Fisher Graduate Fellowship –Media & International Business
- London School of Economics- Chevening Gurukul Scholarship in Leadership and Excellence

## Our Global Partner Joel Silverstein (East West Hospitality Group Limited)

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- Board Member, The Retail Zoo, PTY, Limited (2009-2011)
- Former CEO of Outback Steakhouse, Asia Pacific, and franchisee of Outback Steakhouse in Japan.
- Former Board Member – KFC Japan, a \$700M publicly-traded Japanese company.
- Former Senior Executive with PepsiCo Restaurants (now Yum!), with responsibility for KFC Japan and 600 Pizza Hut units generating annual revenue of \$500M; assisted company with both U.S. and Asia operations.
- Built and managed US\$200M-\$500M Asia-Pacific companies.
- Senior executive with Black & Decker, B.A.T. Industries plc., PepsiCo Restaurants (KFC, Pizza Hut), DIRECTV International and Outback Steakhouse International.

# Finance and Design



## **Senior Financial Associate (CA)-Rajesh Chheda**

Rajesh Chheda is a Chartered Accountant and commerce graduate with more than 10 years of financial experience. He handles the financial aspects of the M&A transactions and also handles the treasury and accounts of the company. He has wide experience of due diligence related activities. He has been with D'Essence for more than 12 years and has worked on assignments covering various industries.



## **Financial Analyst - Rohit Mahind**

Rohit Mahind is an MBA (finance) and a commerce graduate with experience in a leading Investment Bank and KPO. He is working on several assignments at D'Essence.

# Select QSRs, Hospitality, Travel & Tourism





# Our Recent F&B Global Relationships Through East West Hospitality



# Contact us

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