



Case Study: Manufacturing Expansion Success

Client Profile

A mid-sized manufacturing company with ₹200 Cr annual revenue sought to significantly expand its production capacity.

The Challenge

The company required ₹45 Cr for new machinery and facility expansion. Existing banking relationships presented unfavorable terms and restrictive covenants, hindering viable growth.

Our Approach

MoneySutra conducted a comprehensive lender analysis, structured an optimal financing mix, and led negotiations with multiple financial institutions.

The Solution

We secured a ₹45 Cr term loan with a 1.5% lower interest rate, flexible repayment terms including a 12-month moratorium, and minimal restrictive covenants.

Measurable Results

- ₹6.75 Cr saved in interest costs over loan tenure
- 60% increase in production capacity
- 45% revenue growth within 18 months
- Maintained healthy cash flow throughout expansion