

TIMBRE ADVISORS (OPC) PRIVATE LIMITED



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About us

Timbre Advisors Private Limited is an easy-to-use collaboration solution that keeps the right talent connected with the educational and corporate sectors. We are providing the right talent to corporate, educational institutions, and industries including MSMEs by nurturing the students and employees. We also provide the documentation, legal, administrative and professional work with bridging between educational and corporate sectors in terms of training, internship and job securing service.

Problem statement

Scientific and technical man power development in India as identified following challenges for Education eco system

- 1) Over centralization of lack of autonomy and accountability.
- 2) Resource constraints and wastage
- 3) Poor quality and relevance in many Institutes
- 4) Difficulties in retention of science and technology personnel in education
- 5) Poor technology and Infrastructure support
- 6) Limited access and regional disparity

This scenario present many challenges to Academic Institution eco system and this has made significant impact on quality of education

- 1) Reduce and control operating cost
- 2) Improve Institution focus
- 3) Gain access to world class capabilities
- 4) Free Internal resources for other purposes
- 5) Gain access to resources which are not internally available
- 6) Handle functions that are difficult to manage
- 7) Make capital funds available

Solution

In order to meet these challenges, the concept of outsourcing in education could be used which means educators can stick to their core competency : Teaching & Research

Solution – Outsource every other activity to people who are expert in their areas.

Timber advisors private limited strengthen the Value chain between Education Institutes and their outsourcing stack holders by its Digital and AI/ML powered platform.

Use case for educational institutes being administrative assistance, Internship and job placements, faculty and guest speaker provision etc.

Value proposition

Easy discoverability



comparison between
resource costing



Easy to use platform
for all outsourcing
needs of educational
institutes

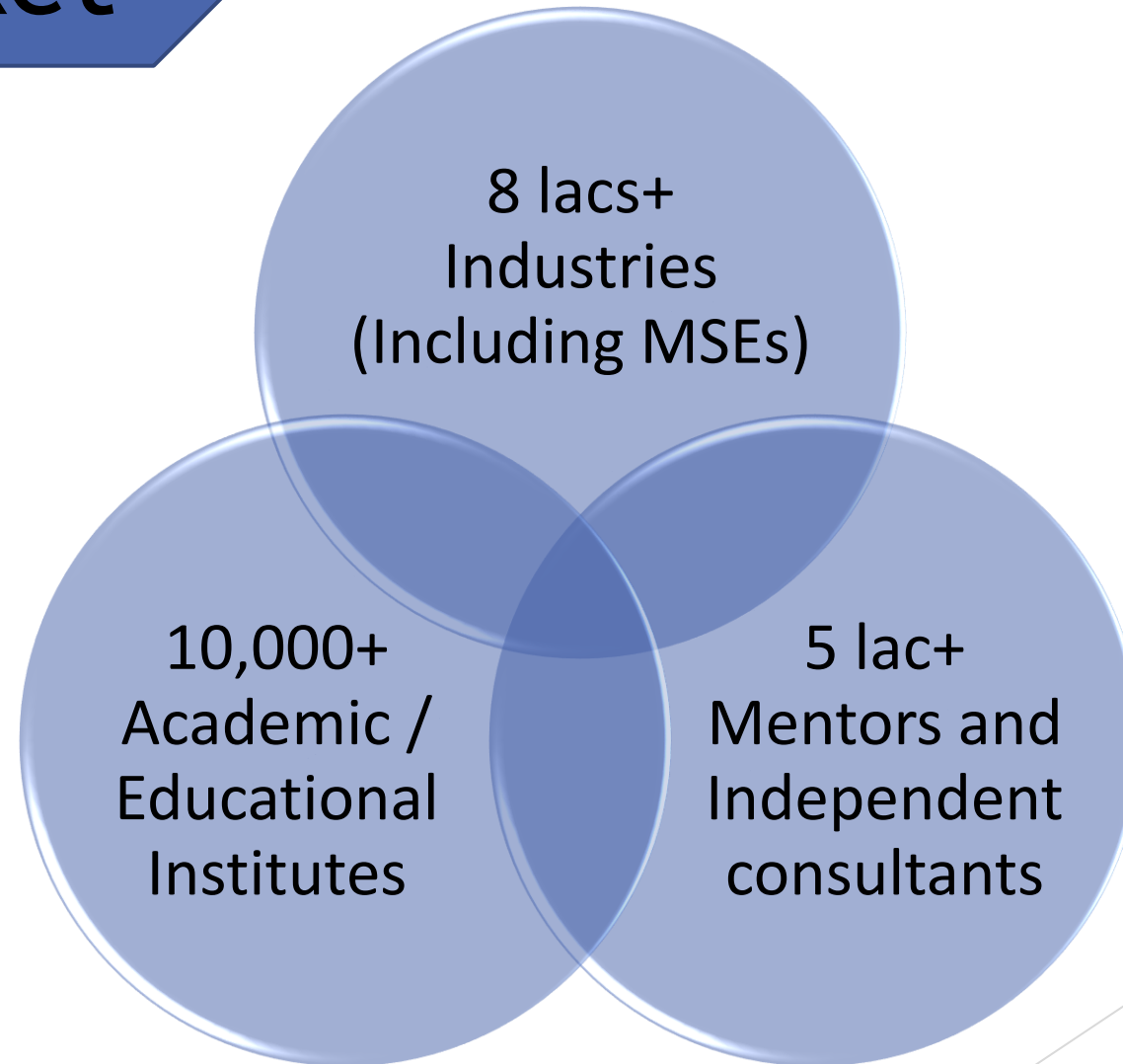
USP

Variable pricing plan

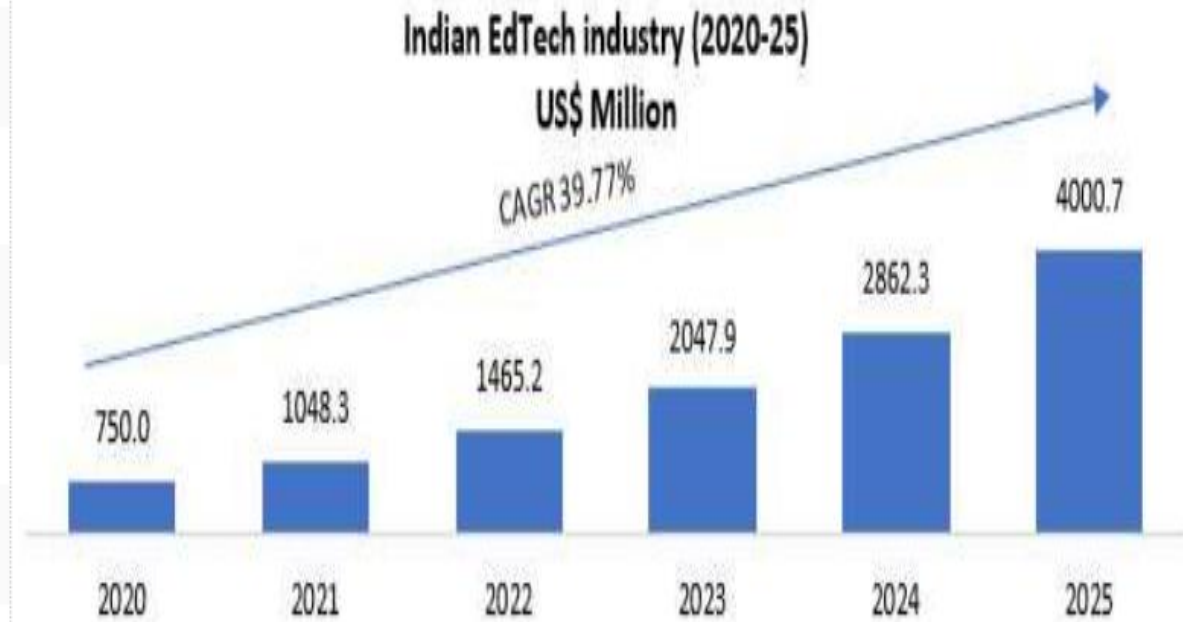
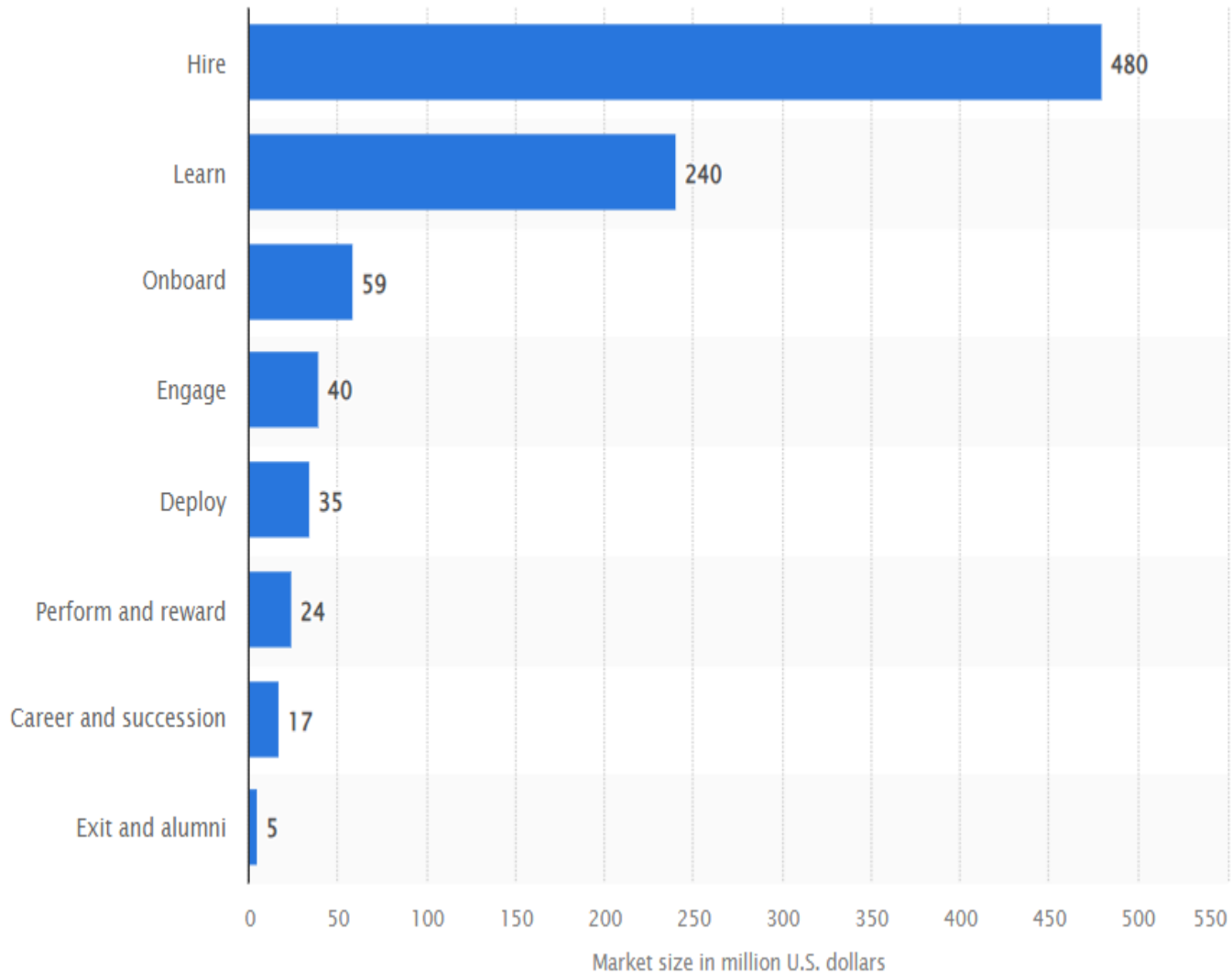
Seminar, Trainings
and workshops for
getting connected

Customized
products according
to requirements

Target market



Why now?



Revenue model

Academic Institution

- Membership Plans
- Programs

Industries & Research Labs

- Membership Plans
- Programs

Mentors,
Professionals &
Consultants

- Membership Plans
- Programs

Membership Plans

Rs. 50,000 per annum

Include industry connect program, faculty development program

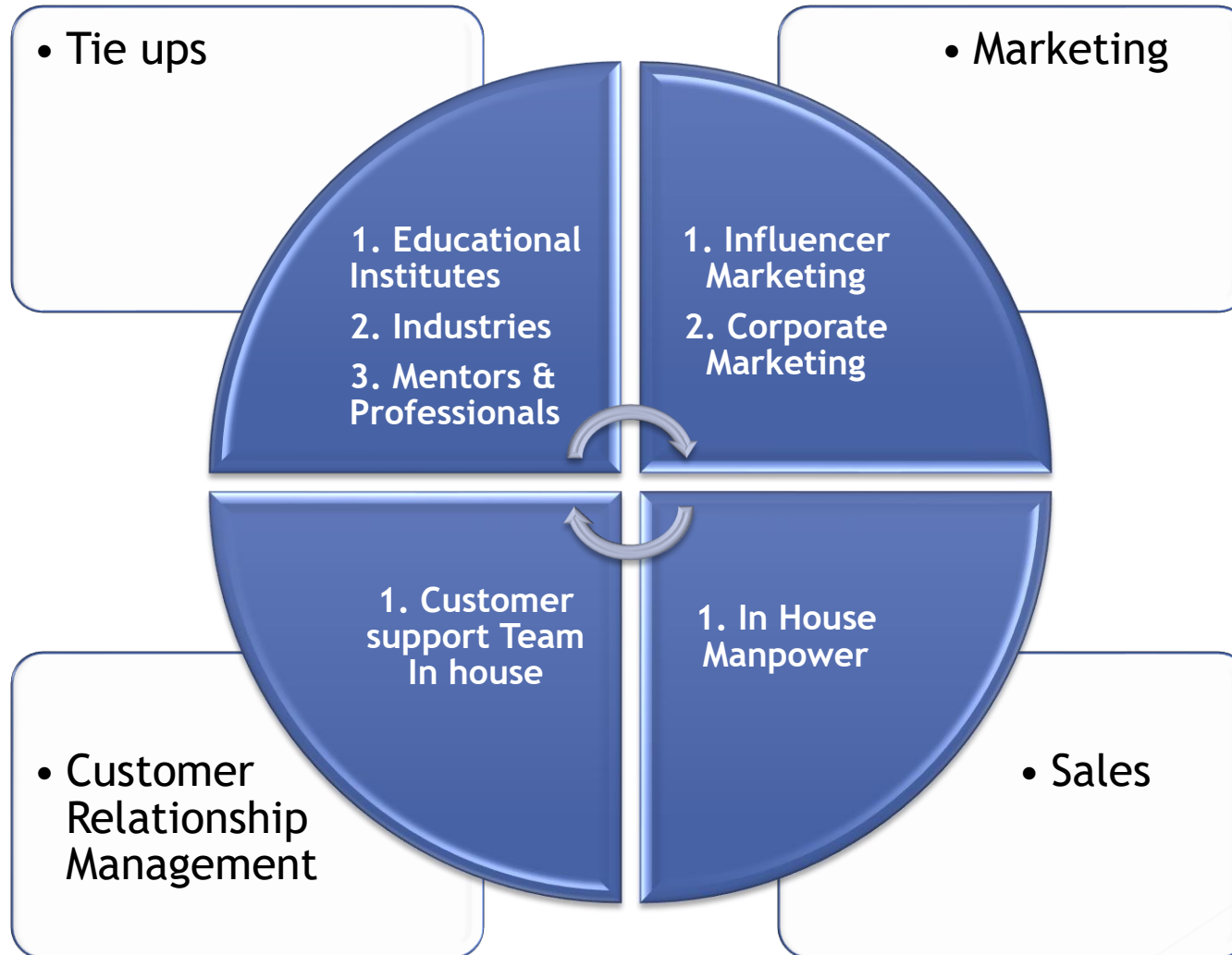
Rs. 1,50,000 per annum

Include facilities under Silver plan plus Innovation Ignition Initiatives

Rs. 3,00,000 for 5 years period

Include facilities under Silver & Gold plan plus Innovation Ignition Initiatives

Go to market



Income projections

Financial year	2022/23	2023/24	2024/25	2025/26	2026/27
Financial year ending - annual timeline	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
<u>Income statement</u>					
Revenue	54,05,988	2,43,48,759	6,06,62,539	14,17,78,714	32,16,54,465
		4.50	2.49	2.34	2.27
COGS	-	-	-	-	-
Gross profit	₹ 54,05,988	₹ 2,43,48,759	₹ 6,06,62,539	₹ 14,17,78,714	₹ 32,16,54,465
Margin	100.0%	100.0%	100.0%	100.0%	100.0%
Salary & wages	1,71,55,000	3,81,90,000	6,01,50,000	11,26,95,000	20,56,15,000
Opex	40,00,365	76,00,285	1,39,01,048	2,95,79,310	6,13,55,692
EBITDA	-₹ 1,57,49,377	-₹ 2,14,41,526	-₹ 1,33,88,510	-₹ 4,95,596	₹ 5,46,83,772
	-291.3%	-88.1%	-22.1%	-0.3%	17.0%
Depreciation	1,50,742	2,47,608	4,01,535	8,01,311	15,31,141
EBIT	-₹ 1,59,00,119	-₹ 2,16,89,134	-₹ 1,37,90,044	-₹ 12,96,906	₹ 5,31,52,631
Interest	-	-	-	-	-
Profit before tax	-₹ 1,59,00,119	-₹ 2,16,89,134	-₹ 1,37,90,044	-₹ 12,96,906	₹ 5,31,52,631
Tax	-	-	-	-	1,38,19,684
Net earnings	-₹ 1,59,00,119	-₹ 2,16,89,134	-₹ 1,37,90,044	-₹ 12,96,906	₹ 3,93,32,947
	-294.12%	-89.08%	-22.73%	-0.91%	12.23%

Income projections

Financial year	2022/23	2023/24	2024/25	2025/26	2026/27
Financial year ending - annual timeline	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
<u>Balance sheet</u>					
Fixed assets	5,68,558	23,10,849	34,72,315	65,78,504	1,27,06,063
<u>Current assets</u>					
Accounts receivables	32,934	99,015	2,28,554	5,29,874	11,92,783
Other current assets	-	-	-	-	-
cash in hand	-1,51,52,920	-3,56,55,760	-4,83,06,072	-4,72,30,285	1,03,31,837
<u>Current liability</u>					
Payables	22,98,691	42,93,359	67,24,095	1,25,04,298	2,37,04,256
Tax provisions	-	-	-	-	1,38,19,684
<u>Non current liability</u>					
Long term debt	-	-	-	-	-
Unsecured loan	-	-	-	-	-
Other long term debt	-	-	-	-	-
<u>Equity & Capital</u>					
Paid up capital	50,000	50,000	50,000	50,000	50,000
Share premium	-	-	-	-	-
Retained earnings	-1,59,00,119	-3,75,89,254	-5,13,79,298	-5,26,76,204	-1,33,43,257
Total Assets	-1,35,51,428	-3,32,45,895	-4,46,05,203	-4,01,21,907	2,42,30,683
Total Equity & Liability	-1,35,51,428	-3,32,45,895	-4,46,05,203	-4,01,21,907	2,42,30,683
Balance sheet check	-	-	-	-	-

Cashflow Projections

Financial year	2022/23	2023/24	2024/25	2025/26	2026/27
Financial year ending - annual timeline	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Cashflow					
EBIT	-1,59,00,119	-2,16,89,134	-1,37,90,044	-12,96,906	5,31,52,631
add ; depreciation	1,50,742	2,47,608	4,01,535	8,01,311	15,31,141
less ; change in wc	22,65,757	19,28,586	23,01,198	54,78,882	2,43,56,734
less ; interest paid	-	-	-	-	-
less ; taxes paid	-	-	-	-	-1,38,19,684
Cashflow from operation	-₹ 1,34,83,620	-₹ 1,95,12,940	-₹ 1,10,87,312	₹ 49,83,287	₹ 6,52,20,822
Long term debt issue / repaid	-	-	-	-	-
Unsecured loan issue / repaid	-	-	-	-	-
other debt issue / repaid	-	-	-	-	-
Equity issued / repaid	-	-	-	-	-
Share premium issued	-	-	-	-	-
Cashflow from financing	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0
Investment in PPE	-17,19,300	-9,89,900	-15,63,000	-39,07,500	-76,58,700
Cashflow from investment	-₹ 17,19,300	-₹ 9,89,900	-₹ 15,63,000	-₹ 39,07,500	-₹ 76,58,700
Net cashflow	-₹ 1,52,02,920	-₹ 2,05,02,840	-₹ 1,26,50,312	₹ 10,75,787	₹ 5,75,62,122
Opening cash balance	50,000	-1,51,52,920	-3,56,55,760	-4,83,06,072	-4,72,30,285
Closing cash balance	-₹1,51,52,920	-₹ 3,56,55,760	-₹ 4,83,06,072	-₹ 4,72,30,285	₹ 1,03,31,837
Cashflow check	-	-	-	-	-

Team



Smt. Purbasree Phukan
Director

She is MA (Economics) passed out in 2004 from Maharaja Sayajirao University, Vadodara (Gujarat) and was lecturer in reputed colleges in Economics as part-time at Guwahati (Assam). In addition to that, she has contributed literary works in Environmental Economics domain in various forums. This startup company is founded by her for the benefit of youths and entrepreneurs so that they can successfully contribute to the growth of the economy.

Ask Fund

Expense type	Amount (in Rs.)	Deployment Start Date	Deployment End date
Infrastructure (for office)	8,00,000	25-05-2022	25-06-2022
Utilities	50,000	01-07-2022	15-08-2022
Consumables	1,50,000	01-06-2022	30-07-2022
Manpower	1,00,000	15-06-2022	30-06-2022
Advertisement	2,50,000	01-06-2022	15-06-2022
Travel	1,00,000	16-06-2022	30-06-2022
Legal & Professional expenses	1,50,000	01-07-2022	31-07-2022
IP & Software	3,50,000	15-07-2022	30-08-2022
Contingency	50,000	01-09-2022	30-11-2022