

# Corporate Presentation

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## CAPITALSQUARE ADVISORS PRIVATE LIMITED



*“To be the preferred financial solutions provider”  
consistently delivering value,  
through innovation and commitment*

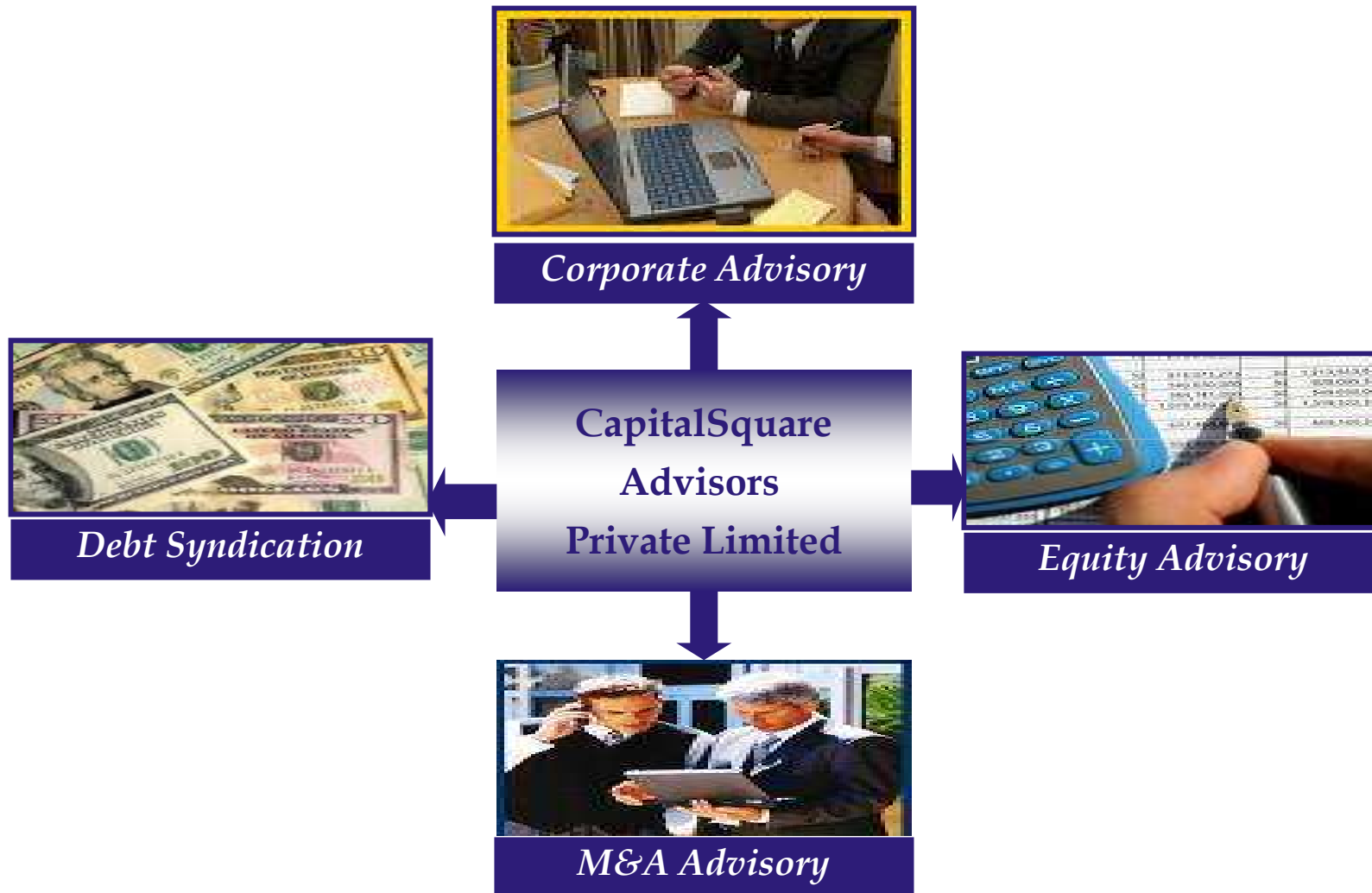
# Objective...

- **Flawless execution to meet diverse client needs**
- **Wealth Maximization**
- **Relentless improvisation**
- **Identifying investment opportunities**
- **Exceeding Expectations**
- **Long term relationship with clients**



*CapitalSquare primary objective is to create avenues to its clients for wealth maximization through its innovative strategies backed by expertise and vast knowledge base acquired by its team over the years*

# Repertoire of services...



# Debt Syndication...

- **Term Loan Syndication (Fresh / Refinance)**
- **Working Capital Facilities**
- **Project Financing**
- **Mezzanine Financing**
- **Structured Finance**
- **External Commercial Borrowings**
- **Turnaround Finance**
- **Treasury – Commercial Papers, NCD Placements**
- **Other products viz. Lease rental discounting, Loan against shares, Loan against property, etc.**

*CapitalSquare acts as advisors for arranging various types of loans and assists the corporates in strengthening their balance sheets by delivering capital structure alternatives designed for maximum profits.*

# Corporate Advisory...

- **Capital structure advisory, Preparation of Business Plan**
- **Stress Assets Management**
- **Financial Reengineering**
- **OTS / Debt Scheduling**
- **Financial Due diligence for Asset Reconstruction Companies**
- **Recapitalization**
- **Background Screening for Mergers & Acquisitions activities**

*CapitalSquare offers complete solutions that encompasses restructuring, business plans, financial re-engineering facilitating unlocking of hidden values for its clients.*

# Equity Advisory...

- **Private Equity Placement**
- **Preferential allotment**
- **PIPE: Private investment in Public Equity**
- **Qualified Institutional Placement (QIP)**
- **Venture Funding**
- **FCCB / ADR / GDR**

*CapitalSquare assists the companies in their equity raising activities and provides end-to-end advisory solutions in high-growth markets on their capitalization/re-capitalization strategies to help them to move to the next level.*

# Mergers & Acquisitions...

- **Buy Side Transaction**
- **Sell Side Transaction**
- **Leveraged Buyouts**
- **Management Buyouts**
- **Divestitures**

*CapitalSquare covers the entire spectrum of M&A activities starting from identifying the target to valuation, due diligence, negotiation, financing, documentation and conclusion of the transaction.*

# Team Experience...

- Possesses collective experience of over 100 years with premier investment banks / Financial Institutions / large Indian companies/ private commercial bank/ Mutual Fund
- Collective experience encompasses areas like corporate advisory, placement of equity & debt, M&A, restructuring of enterprises
- Restructuring solution for more than 75 companies
- Carried out disinvestment of about 8 public sector enterprises
- Managed over 30 public issues span over various industries
- Deep networking across investor / lender community
- Managed / dealt with over 200 clientele over the period

# Team Experience...continued

- Mobilized debt including ECBs aggregating over Rs.3000 Cr for various clients across the sectors
- Handled over 5 Private Equity transactions in diverse mid-cap business segments
- Successfully executed over 10 financial restructuring assignments involving large nationalized Banks
- Completed valuation & Financial Due diligence of around 400 distressed accounts of leading Indian Banks for ARCIL
- Actively involved in over 5 M&A transactions from conceptualization till the completion of entire legal / regulatory requirements

*The combined experience boast of handling any complex financial situations and capable of providing unique value propositions under each domain of investment banking arena.*

# Philosophy...

- Believe in client's personal attention and counseling
- Uphold the highest standards of professionalism, creativity, and integrity
- Fathom business complexities and its requirements
- Devote time in understanding complex operational, strategic and financial issues facing our clients
- Structure transaction using creative solutions
- Assist clients in wealth maximization

*While providing solutions and creating value to its clients, CapitalSquare consciously aims at building meaningful long-term client relationships through its intense commitment.*

# Transactions Concluded – Debt syndication

## Hotel Industry

Term Loan  
Of INR 310 Mn

Financial Advisor  
*August 2011*

## Garment Industry

Working Capital limit of  
INR 260 Mn & Term Loan  
Of INR 13.5 Mn

Sole Financial Advisor  
*August 2011*

## Textiles Industry

Corporate Loan of  
INR 600 Mn

Financial Advisor  
*August 2011*

## Infrastructure Sector

Bank Guarantee limit  
Of INR 750 Mn

Sole Financial Advisor  
*August 2011*

## Education Sector

Term Loan  
Of INR 78.5 Mn

Sole Financial Advisor  
*August 2011*

## NBFC

Term Loan  
of INR 750 Mn

Sole Arranger  
*July 2011*

## Microfinance Sector

Term Loan  
Of INR 100 Mn

Sole Financial Advisor  
*June 2011*

*In the last 24 months Capital Square has syndicated more than ₹ 3,000 Cr  
for It's clients across various sectors*

# Transactions Concluded – Debt syndication

## Non Ferrous Metal Manufacturing Industry

Working Capital  
Of INR 50 Mn

Sole Financial Advisor  
*June 2011*

## Hydro Power Sector

Term Loan  
of INR 56 Mn

Sole Financial Advisor  
*May 2011*

## NBFC

Term Loan  
of INR 1000 Mn

Sole Arranger  
*April 2011*

## Infrastructure Sector

Working Capital  
Of INR 950 Mn

Sole Financial Advisor  
*April 2011*

## Steel Industry

Working Capital  
Of INR 250 Mn

Sole Financial Advisor  
*March 2011*

## NBFC

Term Loan  
of INR 1000 Mn

Sole Arranger  
*January 2011*

## Microfinance Sector

Term Loan  
Of INR 150 Mn

Sole Financial Advisor  
*January 2011*

## Trading

Working Capital  
of USD 15 Mn

Financial Advisor  
*December 2010*

# Transactions Concluded – Debt syndication

## Microfinance Sector

Term Loan  
of INR 250 Mn

Sole Financial Advisor  
*October 2010*

## Housing Finance Sector

Term Loan  
Of INR 200 Mn

Sole Financial Advisor  
*October 2010*

## Hotel Industry

Term Loan  
Of INR 500 Mn

Financial Advisor

## Tyre Industry

Term Loan  
Of INR 500 Mn

Financial Advisor  
*September 2010*

## Garment Industry

Working Capital  
Of INR 180 Mn

Sole Financial Advisor  
*September 2010*

## Non Ferrous Metal Manufacturing Industry

Working Capital  
Of INR 92 Mn

Sole Financial Advisor  
*August 2010*

## NBFC

Short Term Loan  
of INR 2000 Mn

Sole Arranger  
*July 2010*

## Real Estate Sector

Bank Guarantee Limit  
of INR 185 Mn

Sole Financial Advisor  
*July 2010*

# Transactions Concluded – Debt syndication

## NBFC

Term Loan  
of INR 500 Mn

Sole Arranger  
*June 2010*

## Shipping Industry

TL of INR 500 Mn

Sole Financial Advisor  
*June 2010*

## Real Estate Sector

Term Loan  
of INR 380 Mn

Sole Financial Advisor  
*June 2010*

## Real Estate Sector

Term Loan  
of INR 90 Mn

Sole Financial Advisor  
*June 2010*

## Microfinance Sector

Working Capital  
Of INR 200 Mn

Sole Financial Advisor  
*May 2010*

## Shipping Industry

Short Term Loan  
of INR 550 Mn

Sole Financial Advisor  
*March 2010*

## Infrastructure Sector

Bank Guarantee limit  
of INR 1250 Mn

Sole Financial Advisor  
*Feb 2010*

## NBFC

Short Term Loan  
of INR 2000 Mn

Sole Arranger  
*January 2010*

# Transactions Concluded – Debt syndication

## Infrastructure Sector

Bank Guarantee limit  
of INR 1350 Mn

Sole Financial Advisor  
*January 2010*

## Real Estate Sector

Term Loan  
Of INR 300 Mn

Sole Financial Advisor  
*January 2010*

## Microfinance Sector

Working Capital  
Of INR 500 Mn

Sole Financial Advisor  
*December 2009*

## Microfinance Sector

Term Loan  
Of INR 400 Mn

Sole Financial Advisor  
*December 2009*

## Microfinance Sector

Term Loan  
Of INR 200 Mn

Sole Financial Advisor  
*December 2009*

## NBFC

Term Loan  
of INR 2500 Mn

Sole Arranger  
*September 2009*

## NBFC

Working Capital  
Of INR 3000 Mn

Sole Arranger  
*June 2009*

## Liquor Industry

Term Loan  
Of INR 900 Mn

Sole Financial Advisor  
*September 2009*

# Transactions Concluded – Debt syndication

## Plastic Industry

Working Capital  
Of INR 175 Mn

Sole Financial Advisor  
*June 2009*

## Power Sector

Bank Guarantee limit  
Of INR 185 Mn

Sole Financial Advisor  
*May 2009*

## Microfinance Sector

Working Capital  
Of INR 500 Mn

Sole Financial Advisor  
*December 2008*

## Microfinance Sector

Term Loan  
Of INR 250 Mn

Sole Financial Advisor  
*December 2008*

## Aluminum Sector

Working Capital of  
INR 150 Mn

Sole Financial Advisor  
*October 2008*

## Semiconductor Industry

Working Capital  
Of INR 240 Mn

Sole Financial Advisor  
*September 2008*

## Ferro Alloy Sector

Term Loan  
Of INR 850 Mn

Sole Financial Advisor  
*June 2008*

## Personal Care Products

Term Loan  
Of INR 50 Mn

Sole Financial Advisor  
*May 2008*

# Transactions Concluded – Treasury Products

## NBFC

CP Placement  
of INR 2450 Mn

Sole Arranger  
*March 2011*

## NBFC

CP Placement  
of INR 900 Mn

Arranger  
*March 2011*

## NBFC

NCD Placement  
of INR 180 Mn

Arranger  
*February 2011*

## NBFC

CP Placement  
of INR 1250 Mn

Arranger  
*January 2011*

# Transactions Concluded – Treasury Products

## Sugar Industry

CP Placement  
of INR 250 Mn

Arranger  
*December 2010*

## NBFC

CP Placement  
of INR 250 Mn

Arranger  
*December 2010*

## NBFC

NCD Placement  
of INR 150 Mn

Arranger  
*November 2010*

## NBFC

CP Placement  
of INR 500 Mn

Arranger  
*November 2010*

## Media & Entertainment Industry

NCD Placement  
of INR 300 Mn

Sole Arranger  
*July 2010*

# Transactions Concluded – Corporate Advisory

## Real Estate Sector

Project Advisory for  
setting up Studio

Sole Financial Advisor  
*January 2010*

## Microfinance Sector

Preparation of Business  
Plan & Financial Advisory

Sole Financial Advisor  
*December 2009*

## Land Development Sector

Preparation of Business  
Plan & Financial Advisory

Sole Financial Advisor  
*December 2009*

## Microfinance Sector

Preparation of Business  
Plan & Corporate Advisory

Sole Financial Advisor  
*December 2009*

## Asset Reconstruction Company

Business Valuation of a

**CEMENT COMPANY**

*November 2009*

## Liquor Industry

Preparation of Business  
Plan, Corporate Advisory

Sole Financial Advisor  
September 2009

## Plastic Industry

Preparation of Business  
Plan & Financial Advisory

Sole Financial Advisor  
*June 2009*

## Asset Reconstruction Company

Business Valuation  
Of a

**CHEMICAL COMPANY**

*November 2008*

# Transactions Concluded – Corporate Advisory

## **Aluminum Sector**

Preparation of Business Plan & Financial Advisory

Sole Financial Advisor  
*October 2008*

## **Semiconductor Industry**

Preparation of Business Plan & Financial Advisory

Sole Financial Advisor  
*September 2008*

## **Infrastructure Sector**

Preparation of Business Plan & Project Report for IT/ITeS SEZ

Sole Financial Advisor  
*August 2008*

## **Steel Industry**

Project Feasibility for setting up a steel plant

Sole Financial Advisor  
*July 2008*

## **Steel Industry**

Corporate Advisory for project expansion  
INR 750 Mn

Sole Financial Advisor  
*July 2008*

## **Education Sector**

Preparation of Business Plan for Chain of Education Centers

Sole Financial Advisor  
*July 2008*

## **Paper Industry**

Financial Advisory for Setting up a paper unit

Sole Financial Advisor  
*July 2008*

## **Service Industry**

Preparation of Business Plan to set up an Educational institute

Sole Financial Advisor  
*April 2008*

# Transactions Concluded – Equity Advisory

## Microfinance Sector

Private Equity Placement  
Of INR 50 Million

Sole Financial Advisor  
*June 2009*

## Education Sector

Private Equity Placement  
Of INR 5 Million

Sole Financial Advisor  
*February 2009*

# Financial Due Diligence - ARC



# Mandate - in hand

## Paper Industry

Debt Syndication  
of INR 600 Mn

Sole Financial Advisor

## Mining Sector

Term Loan  
of INR 546.1 Mn

Sole Financial Advisor

## Pharma Sector

Corporate Debt Restructuring  
Of INR 376.6 Million

Sole Financial Advisor

## Analytical Laboratory Equipment

Debt Syndication of  
INR 340 Mn

Financial Advisor

## Real Estate Sector

Bank Guarantee of  
INR 20.5 Mn

Sole Financial Advisor

## Electric Equipment Manufacturing

Term Loan of  
INR 1200 Mn

Financial Advisor

# Mandate - in hand

## Garment Industry

Debt Syndication  
Of INR 30 Mn

Sole Financial Advisor

## Construction Industry

Working Capital Limit  
Of INR 390 Mn

Sole Financial Advisor

## Microfinance Sector

Debt Syndication of  
INR 850 Mn

Sole Financial Advisor

## Garment Industry

Debt Syndication  
  
Sole Financial Advisor

## NBFC

Term Loan  
of INR 1000 Mn

Sole Arranger

## Hotel Industry

Term Loan  
Of INR 700 Mn

Financial Advisor

## Construction Industry

Term Loan  
Of INR 250 Mn

Sole Financial Advisor

# Mandate - in hand

## Mining Sector

External Commercial  
Borrowings  
of INR 1000 Mn

Financial Advisor

## Microfinance Sector

Financial Advisory for  
Debt Syndication of INR  
2750 Mn

Sole Financial Advisor

## Real Estate Sector

Debt Syndication of  
INR 100 Mn

Sole Financial Advisor

## Power Ancillary Sector

M & A  
Transaction

Sell Side Advisor

## Real Estate Sector

Corporate Advisory

Financial Advisor

## Textiles Industry

Equipment Financing of  
INR 50 Mn

Financial Advisor

## Sugar Industry

Term Loan  
Of INR 1500 Mn

Sole Financial Advisor

## Power Sector

Term Loan  
Of INR 3000 Mn

Sole Financial Advisor

# Mandate - in hand

## Renewable Energy

Debt syndication  
Of INR 760 Million

Sole Financial Advisor

## Micro finance Sector

Term Loan of  
INR 100 Mn

Financial Advisor

## Electric Equipment Manufacturing

Private Equity Placement  
Of INR 550-700 Million

Financial Advisor

## Real Estate Sector

Private Equity Placement  
Of INR 2500 Million

Financial Advisor

## Health care Sector

Private Equity Placement  
Of INR 1000 Million

Sole Financial Advisor

## Microfinance Sector

Private Equity Placement  
Of INR 500 Million

Sole Financial Advisor

## Microfinance Sector

Private Equity Placement  
Of INR 200 Million

Sole Financial Advisor

## Liquor Industry

Private Equity Placement  
Of INR 200 Million

Sole Financial Advisor

# Board of Directors...

## **Sunil Kumar Manocha**

- Promoter Director of CapitalSquare Group
- More than two decades experience in Investment Banking & Advisory services with renowned Corporates in India
- An associate member of the Institute of Company Secretaries, Institute of Cost & Works Accountants and a Chartered Financial Analyst
- Post Graduate Diploma In Industrial Relations and Personnel Management from Bhartiya Vidya Bhawan, Delhi

## **Jaideep Anand**

- Ex Banker & Presently working with the one of the leading financial Institute .
- He is an associate member of Institute of Costs & Works Accountants of India.
- An alumnus of Indian Institute of foreign trade (IIFT).
- Has got more than 25 years of experience in banking, Investment Banking and Finance.

# Board of Directors...

## **P. Anand**

- Anand is a Science Graduate and Chartered Accountant, by qualification.
- Anand has also been involved in the successful turnaround of a business groups.
- Anand has helped Indian companies in finding foreign partners for technology, capital and M&A opportunities.
- He is an avid reader and has traveled in Europe, Far East and South East Asia, extensively.

## **Geeta Manocha**

- Promoter Director of CapitalSquare Group
- Post Graduate in English Honours

# Advisors...

## **Pradeep Kumar Panda**

- Pradeep is a Science and Law Graduate with Post Graduation in Commerce, by qualification.
- He is also a Fellow Member of Institute of Company Secretaries of India.
- 20 Years in Corporate Law. Capital Market operation & compliance, M & A, Cross Boarder Transaction etc. In India.

## **Sudhir Bisla (LLB, LLM, Ph.D - pursuing)**

Sudhir is a leading advocate in Supreme Court of India and High Court of Delhi. He is empanelled with Central Government Counsel (all Ministries of Central Government of India except Railway and Income Tax), Bureau of International Standard (BIS) and many nationalized banks for conducting legal matters/legal search, opinion. He has done LL.B. and LL.M (Insurance, Banking & Finance) and presently pursuing Ph. D in law.

## **Kunal Khairnar (MBA- IIFT, ICWA)**

Kunal has over 5 years of experience in the financial services and Investment Banking. He has previously worked with Karvy Investment Banking, IL&FS Financial Services and Power Finance Corporation. During this period, he has gained exposure in Private Equity Advisory, Project Finance, Consortium Lending, Debt Syndication and Structured Finance. He has executed deals in various sectors such as Engineering, Infrastructure, Micro Finance and Real Estate.

# Key Personnel...

## **Sunil Kumar Manocha - Managing Director & CEO**

A successful investment banker who has maneuvered a couple of accolade winning deals. He has more than 20 years industry experience. He held senior positions at Karvy Investor Services Ltd., UTI Securities, UTI Bank, UTI MF and Financial Advisor to Government of Andhra Pradesh. He has spearheaded a team of finance professionals at Karvy, UTISEL & UTI Bank in the equity and Debt domain.

## **P Anand - Director**

Anand has over 20 years of entrepreneurial experience covering marketing, technical, operations and finance. Having worked in operational roles, Anand understands and brings the entrepreneur's perspective into the realm of project finance.

## **Sanjay Jadhav - Sr. Vice President**

Sanjay Jadhav has over 20 years of vast experience in financial services and fund raising through private equity, national and international banks, non banking financial institutions, project financing and IPO. He is a qualified Chartered Accountant from ICAI with exposure in diverse sectors such as Financial Advisory, Manufacturing, Real Estate, Pharmaceutical, Measuring Instruments, Liquor and textile machinery industries

# Key Personnel...

## **Amol Bhutada – Senior Associate (PGDBA, B. Tech)**

Amol has over 3 years of experience in the field of Corporate Finance. He takes care of project financing, debt syndication and M & A desk of the company and has executed various deals in debt syndication across industries. He understands Real Estate sector well and has been associated with Unity Infraprojects Ltd earlier. He has been involved in Fund Raising, Credit Rating and Due Diligence activities during his tenor with Unity.

## **Priyank Anand– Senior Associate (MBA, B. E, FRM)**

Priyank has 4 year of experience in the field of corporate strategy and M&A advisory. He has previously worked with D.E.Shaw India in their Corporate Development team. During his tenure in D.E.Shaw he worked on various M&A's/JV deals for the Company and aided in development of new businesses and expansion strategies. He takes care of M & A advisory and business development desk of the company. He is also a FRM charter holder (GARP US) and Level III candidate in the CFA program, Charlottesville, USA.

# Key Personnel...

## **Sandeep Pandey- Senior Associate (MBA, B. Com)**

Sandeep has more than 4 years of experience in the field of financial research and private equity advisory. He has previously worked with D.E. Shaw, India in their valuation and financial research team. During his tenure in D.E. Shaw he was responsible for valuation of deals worth more than USD 1 billion invested by private equity and venture capital groups across the globe. He takes care of Private Equity advisory and business development desk of the company. He is also a Level III candidate in the CFA program, Charlottesville, USA.

## **Bharat Mandot - Senior Associate [Exec. MBA (IIM- C), CA, CS]**

Bharat has over 4 years of experience in the field of Corporate Finance, Project Financing, Taxation & Audit and Advisory services. He has previously worked with India Shelter Finance Corporation Limited and PriceWaterhouseCoopers. During this period, He has gained exposure in Corporate Finance, Project Financing, Due diligence, Taxation & Audit and Advisory services with Pharmaceutical, Consultancy and financial services industry. He has done his Executive Education (LDP) in Management from IIM-C. He is handling the Debt Syndication desk of the company.

# Key Personnel...

## **Praveen Tayal - Associate (MBA, B.Com-Hons.)**

Praveen has completed his MBA in Finance from Institute for Technology and Management (ITM) and graduation from St. Xavier's College. He has over 1.5 years of experience in the field of Corporate Finance activities like Debt Syndication, Project Finance across various industries with focus on Microfinance Sector. He is also involved in arranging funds through CP & NCD.

## **Sunny Garg - Associate (MBF & B.Sc. (Hons.))**

Sunny has over 3 years of experience in the field of financial services, Investment Banking and corporate strategy. He has previously worked with Apple Corporate Services in the Corporate Finance team. During his tenure he has handled projects into Private Equity, Debt syndication along with the business development desk and has helped with the corporate consulting part for the company. He involves in Private Equity, Debt Syndication and business development desk of the company. He is also a Level I candidate in the CFA program, Charlottesville, USA.

# Key Personnel...

## **Ankit Joshi ( PGDBA, B.Com)**

Ankit has around 4 years of experience in field of Financial Services and Investment Banking. After completing his PGDBA, he has worked with Keynote Capitals Limited for around 2 years in Investment Banking Division looking after Private Equity, Merchant Banking and M&A activities. After that he has worked with Ashika Capital Limited for around 2 years in Merchant Banking Division looking after Public Issue activities. Currently, he looks after M&A advisory and Business Development Desk of the Company.

## **Nikhil Lohia - Associate (CA, MS-Finance, CFA-ICFAI)**

Nikhil Lohia has around 2 years of experience in the field of Investment banking and Financial Services. He has previously worked with Copal Partners in the Investment Banking team and with Ashika Capital Limited in the Merchant Banking team. During his tenure he has been involved in due diligence of financial statements, fair valuations and fund raising activity. He is involved in Debt syndication and Private equity desk of the Company.

## **Shinaz V.S - Executive (MBA, B. Com.)**

Shinaz has over 1 years of experience in Investment Banking. He has completed MBA in Finance from PSG Institute of Management, Coimbatore with Bachelor of Commerce from University of Calicut. He has completed NSE certified market professional level 4 and AMFI certification. He is involved in Debt Syndication, M & A, business research and financial analysis. He is also a Level I candidate in the CFA program, Charlottesville, USA.

# Key Strengths and Capabilities

- ✓ Experienced & Professional management
- ✓ Dedicated team
- ✓ Innovation is our forte
- ✓ Emerging Growth & Distressed Advisory Practice
- ✓ Value Creation is the underlying principle of our business
- ✓ Long term client relationship strategy
- ✓ Providing Complete and wholesome financial solutions for facilitating growth, while keeping a close watch on dilution, risk, capital structure and future needs

# Looking Forward to Serve You...

**Thank You!!**



**For further details, please contact**

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