

# **VBD Capital Advisors Pvt. Ltd.**

Corporate Profile

# Background

*Excellence is not a skill, it is an attitude.*

# Background

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- ▶ VBD Capital is built on the value of entrepreneurship, excellence and integrity
- ▶ VBD Capital is a service focused intermediary and operates in Investment Banking and Strategic Consulting arena
- ▶ VBD Capital caters to corporate and institutional business in high opportunity and fast emerging Indian market
- ▶ VBD Capital focuses on objective oriented solutions
- ▶ VBD Capital delivers high quality execution and ensure integrity at the core of service offerings
- ▶ VBD Capital works on a continuous involvement basis with clients to equip them with ability to address ever changing market opportunities
- ▶ At VBD Capital, we inherit a tradition - A tradition to uphold trust, preserve reputation and build everlasting relationships
- ▶ VBD Capital believes and operates on the commandments of:
  - ▶▶ Ethics ▶▶ Innovation ▶▶ Quality ▶▶ Confidentiality ▶▶ Economics ▶▶ Partnership ▶▶ Relationship

# Service Offerings

Investment Banking, Strategic Consulting

*Man's main task in life is to give birth to himself, to become what he potentially is*

# Investment Banking & Strategic Consulting Services

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- ▶ VBD Capital's Investment Banking and Strategic Consulting Service Offerings include:



# Regulated Capital Markets Advisory

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- ▶ Regulatory Capital Markets Advisory business works dedicatedly towards flawless execution and timely completion
- ▶ VBD Capital provides opportunities for clients to raise funds thru -
  - ▶▶ IPOs
  - ▶▶ Rights Issues
  - ▶▶ Qualified Institutional Placements(QIPs)
  - ▶▶ Preferential Allotments
- ▶ VBD Capital leads in quality services in managing regulated processes like -
  - ▶▶ Buyback
  - ▶▶ Open offer
  - ▶▶ Delisting
- ▶ VBD Capital is part of the V. B. Desai group; the flagship V. B. Desai Financial Services Ltd. (VBDFSL) – is a SEBI registered Category I Merchant Bank

# Non-Regulated Capital Markets Advisory

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## Debt

- Independent and objective debt financing advice
- Private placement of debt securities with leading Indian and Foreign Institutions
- Excellent relationship and quick execution

## Private Equity

- Origination, advisory and execution, equity and debt fund raising
- Disposals and exits, IPOs and restructurings
- Innovative and distinctive investment and realization opportunities

## Mergers & Acquisition

- Strategic review of opportunities
- Target identification and evaluation
- Due diligence
- Valuation

# Transaction Structuring Advisory (TSA)

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- ▶ TSA focuses on converging client goals with relevant regulatory framework to derive innovative structures
- ▶ Strategic Consulting and Corporate Advisory constitute the base of our service offerings
- ▶ Tailor made solutions for unique client requirements
- ▶ TSA includes:
  - ▶▶ Acquisition structuring, advisory and intermediation including designing tax permissive holding structure
  - ▶▶ Take over process execution, merger advisory and financing intermediation for LBOs
  - ▶▶ Corporate restructuring and distress asset acquisition and exit advisory
  - ▶▶ Debt fund raising through private placement, syndication and credit including refinancing
  - ▶▶ India entry advisory to foreign bodies corporate and FII's including assistance in obtaining necessary approvals in India

# Management

*The future depends on what we do in the present*

# Management

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- ▶ **Jeetu Shroff, *Mentor***

- ▶▶ Jeetu Shroff is a first generation entrepreneur and has over 30 years of experience in Money Markets and Financial Services ranging from trading in G-sec, Investment Banking, NBFC and Institutional Broking. M/s. V. B. Desai under his leadership was amongst the Top 3 Money Market brokers in 1980's and 90's. He continues to be a well known figure amongst Corporates and Financial Institutions.

- ▶ **Hemendra Shroff, *Founder & Director***

- ▶▶ Hemendra has been in financial services since 1994 working in organizations like Aarayaa Finstock Pvt. Ltd., V. B. Desai Financial Services Ltd. and Religare Capital Markets Ltd. He has significant experience in business development with strong client relationship and accessibility to various institutional investors. He leads in negotiating strategic alliances and deft structuring of transactions.

# The VBD Capital Advantage

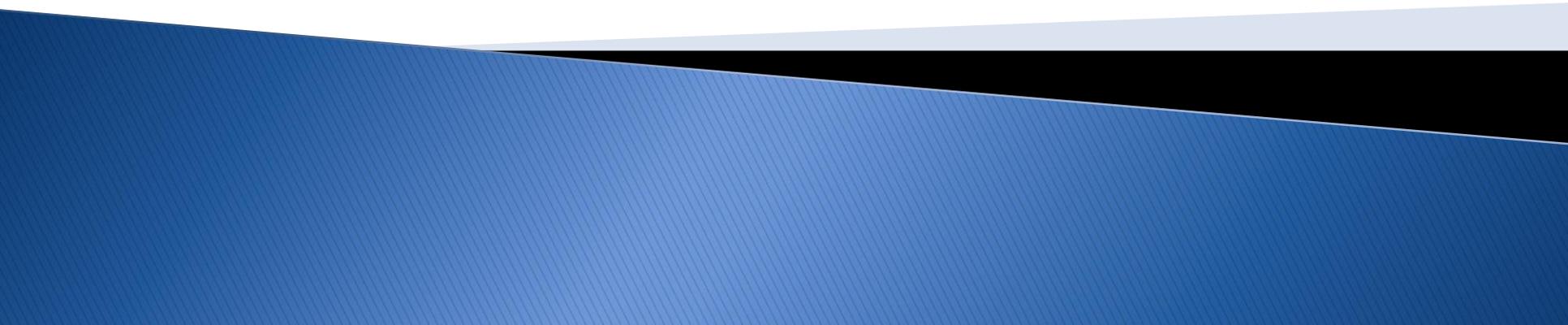
*Do not go where the path may lead, go instead where there is no path and leave a trail*

# The VBD Capital Advantage

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- ▶ **Focus on Investment Banking Services and Strategic Consulting**
  - ▶▶ Focus on Investment Banking and Strategic Consulting as against one shop finance approach
- ▶ **Dedicated team of Professionals**
  - ▶▶ Dedicated client services team with diverse background bring broad perspectives and experience
- ▶ **In-depth understanding of service offerings and Innovative solutions**
  - ▶▶ Solution designed for specific client as against off the shelf approach
- ▶ **Excellent relationship with Institutional Investors, FIIs and HNIs**
  - ▶▶ Possesses relationship developed over a generation in financial services and nurtured by clarity and transparency in dealings
- ▶ **Reliability and dependability**
  - ▶▶ Reliable and objective advice based on sole commitment to client's best interests
- ▶ **Humane touch**
  - ▶▶ Belief in humanity and service without arrogance

# Transactions Closed by VBD Capital Advisors



# Regulated Capital Markets - Support Services



**TEJAS<sup>®</sup>**  
NETWORKS

Tejas Network

April 2010, August & October 2016 & January 2017

**Support Services-Corporate Valuation & Fairness Opinion**



**kauvery**  
hospital

KMC Speciality Hospitals Limited

February 2011

**Support Services-Capital Reduction & Rights Issue**



**Hiranandani**  
creating better communities

Hiranandani Developers

November 2016

**Support Services-Corporate Valuation & Fairness Opinion**



**NOKIA**  
Connecting People

Nokia Solutions & Networks India

December 2016

**Support Services-Corporate Valuation & Fairness Opinion**

# Non Regulated Capital Markets - Debt raised

**₹ 130 millions**

For

 **PAKONA**  
ENGINEERS (I) PVT. LTD.

From

 **SBI**

Pakona Engineers Private Limited

October 2009

**Working Capital Finance**

**₹ 72 millions**

For

 **Ken**

From

 **Union Bank**  
of India  
*Good people to bank with*

Ken Enterprises Private Limited

May 2010

**Conversion of INR Loan to FC Loan**

**₹ 60 millions**

For

 **Ratan Glitter Industries**

From

 **RELIGARE**  
Values that bind

Ratan Glitter Industries Limited

November 2010

**Lease Rental Discounting**

**₹ 50 millions**

For



From

 **PRIVATE LENDERS**

Vora Home Makers Private Limited

February 2011

**Business Loan**

# Non Regulated Capital Market - Debt raised

**₹ 320 millions**

For



From

  
*Relationship beyond banking*

Chepar Plastics Private Limited

March 2011

**Working Capital Finance**

**₹ 10 millions**

For



From

  
*Values that bind*

Times Academy Limited

April 2011

**Business Loan**

**₹ 500 millions**

For



From

  
*Where every individual is committed*

Varun Shipping Company Limited

October 2011

**Corporate Loan**

**₹ 15 millions**

For



From

   
**MAGMA**

Western Press Private Limited

May 2012 & September 2013

**Hire Purchase Finance & Business Loan**

# Non Regulated Capital Market - Debt raised

**₹ 50 millions**

For



From

 **Union Bank of India**  
*Good people to bank with*

Ajmera Associates Limited

October 2012

**Working Capital Finance**

**₹ 135 millions**

For



From

 **केनरा बैंक**  
Canara Bank  
*Together We Can*

 **kotak**  
Kotak Mahindra Bank

Agrasha Alloys Trading Private Limited

May 2013 & April 2015

**Working Capital Finance**

**₹ 55 millions**

For



From

 **केनरा बैंक**  
Canara Bank  
*Together We Can*

 **kotak**  
Kotak Mahindra Bank

Tristar Oceanic Services Private Limited

May 2013 & April 2015

**Working Capital Finance**

**₹ 160 millions**

For



From

 **Indiabulls**

 **AXIS BANK**

Laljee Godhoo & Co.

June 2013 & August 2015

**Debt Fund raised for Partners**

# Non Regulated Capital Market - Debt raised

**₹ 50 millions**

For



From



Laljee Godhoo & Co.

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August 2013

**Term Loan**

**₹ 50 millions**

For



From



Kunvarji Finstock Private Limited

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December 2013

**Bank Guarantee**

**₹ 15 millions**

For



From



Super Label Manufacturing Limited

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March 2014

**Business Loan**

**₹ 330 millions**

For



From




Laljee Godhoo & Co.

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August 2014 & August 2016

**Working Capital Finance**

# Non Regulated Capital Market - Debt raised

**₹ 150 millions**

For

 Offshore Services

From

 Standard Chartered

Kingston Oilfield Services Private Limited

October 2014

**Term Loan & Working Capital Finance**

**₹ 250 millions**

For

 Lawson Travel & Tours

From

 AXIS BANK

Lawson Travel & Tours

November 2015

**Working Capital Finance**

**₹ 150 millions**

For

 Smart  
LED Lighting Solutions

From

 YES BANK

eSmart Energy Solutions Private Limited

March 2017

**Project Funding**

**₹ 100 millions**

For

 HARDTRAC  
COMPUTER SERVICES PVT. LTD.

From

 HSBC

Hardtrac Computer Services Private Limited

March 2017

**Working Capital Finance**

# Non Regulated Capital Market - Private Equity / M&A



**idhasoft**  
Vision Packaged. Delivered

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Idhasoft Limited

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November 2011

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**Equity Funding**



**DD Polyplast**

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DD PolyPlast Private Limited

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May 2013

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**Sale of controlling interest to a Strategic Investor**

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# Thank you

## VBD Capital Advisors Private Limited

1<sup>st</sup> Floor, Cama Building, 24/26 Dalal Street, Mumbai 400001. India

Tel. No.: +91.22.4077.0777 | Fax. No.: +91.22.4077.0700

Web: [www.vbdcapital.com](http://www.vbdcapital.com) | Email: [contactus@vbdcapital.com](mailto:contactus@vbdcapital.com)

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