

PINC

LEVERAGING OVER THREE DECADES OF
EXPERTISE IN CORPORATE FINANCE



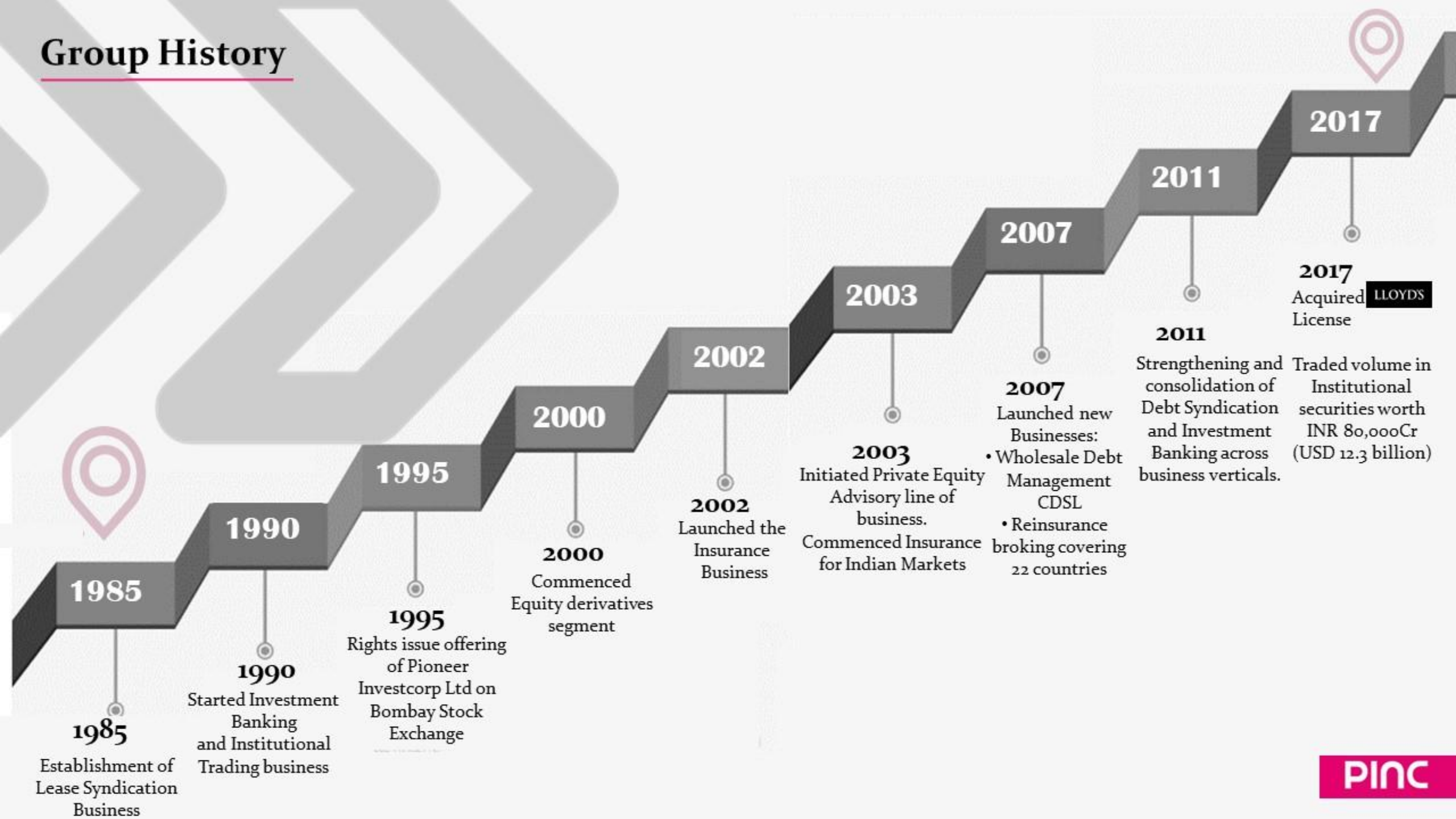


OVERVIEW



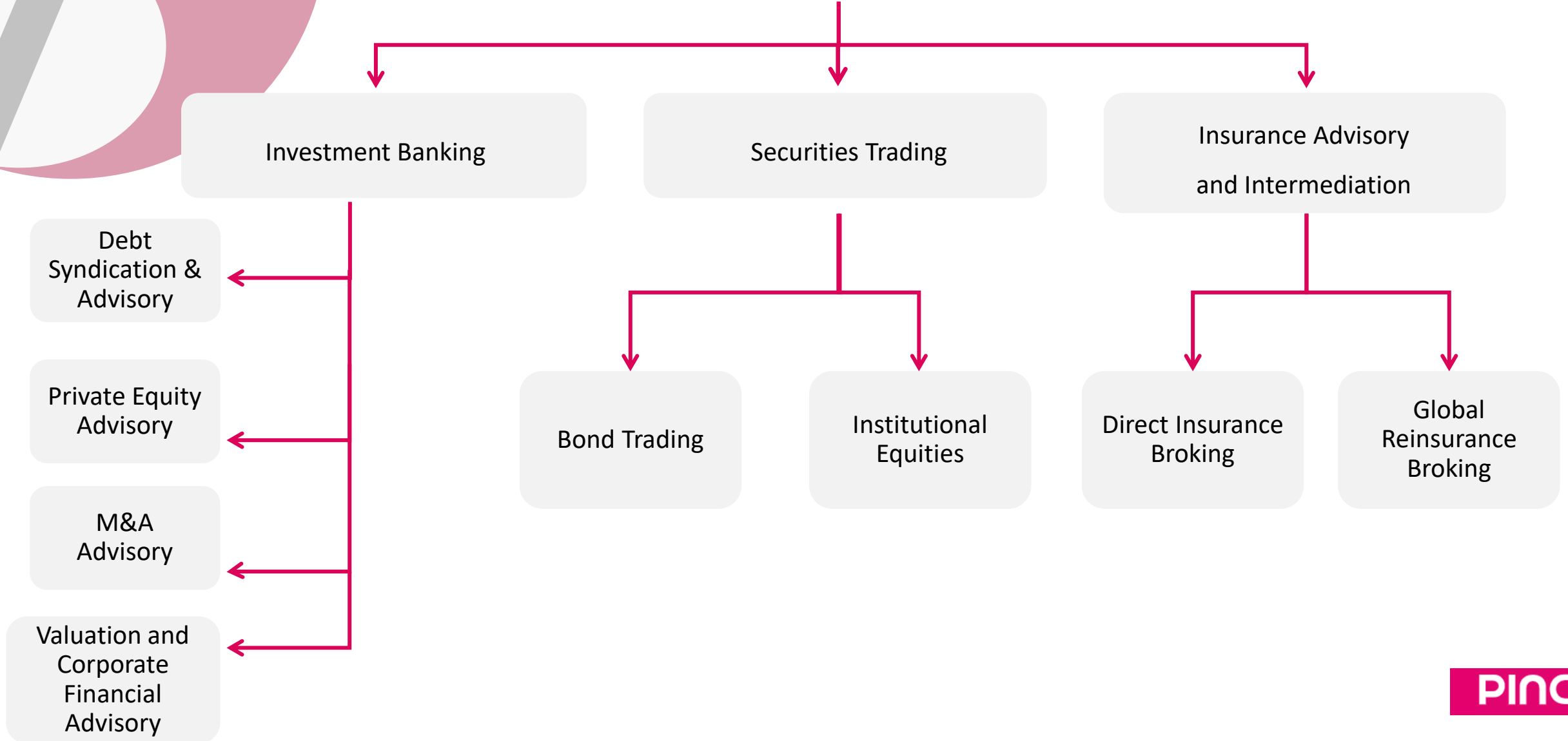
- Pioneer Investcorp (PINC) is an India-focused integrated financial services company specializing in investment banking.
- 3 decades of experience in serving the needs of corporates across several industries such as Pharma, Healthcare, IT, Liability & BFSI.
- PINC Group has a professional team of over 250+ members with a strong entrepreneurial mindset
- Presence across 8 cities – Mumbai | Delhi | Chennai | Bengaluru | Kolkata | Pune | Coimbatore | Ahmedabad

Group History



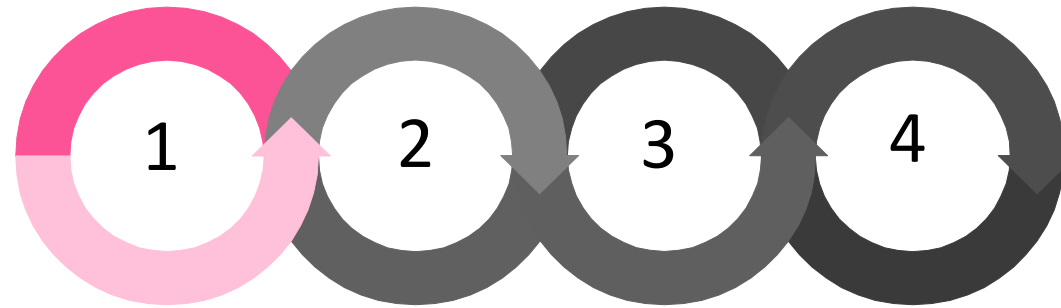
Full-Service Spectrum

Service Offerings









INVESTMENT BANKING

Investment Banking



- Financial advisory & capital raising services for mid-market focused companies
- Expert team of professionals with global and domestic deal exposure
- Category 1 merchant banking license
- Private equity
- Debt syndication
- Structured and Mezzanine finance
- M & A
- Valuations

Select Transactions

INR 1,000 Crores  <i>Acquisition of Thomas Cook India</i>	INR 850 Crores  Perpetual Bonds	INR 700 Crores  <i>Private Equity</i>	INR 340 Crores  Private Equity	INR 300 Crores  <i>Private Equity</i>	INR 300 Crores  Private Equity	INR 200 Crores  Private Equity
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Investment Banking- Debt Syndication & Advisory

- Strategic and tactical advice across the spectrum of debt products
- Expertise spans across domestic and international markets, with cross-border experience

Service Areas

- Project Finance
- Working Capital
- Offshore Trade Finance
- Acquisition Finance
- External commercial borrowings (ECBs)
- Cross-border project funding
- Structured Debt
- Corporate Loans
- Bridge Financing for IPOS

Key Strengths

- Broad access to investors, lenders and banks
- Arranging debt at competitive costs with unique structure
- Understanding of debt syndication process
- Comprehensive understanding of lending norms
- A close-knit team of professionals

Select Transactions

INR 770 Crores



MEP Infrastructure Ltd.
Project Loan

INR 669 Crores



MEP Infrastructure Ltd.
Refinancing

INR 550 Crores



Jyothy Laboratories Limited
Project Loan

INR 350 Crores



Vital Constructions Pvt. Ltd.
Lease Rental Discounting

INR 125 Crores



Sahakar Global Ltd
Structured Debt

INR 125 Crores



Sri Vallabh Pittie Industries Ltd
Corporate Loan

INR 115 Crores



ASI Industries Ltd
Project Finance

Few More Term Debt / Structured Debt / Corporate Loan Transactions

INR 250 Crores



Project Finance

INR 235 Crores



Project Loan

INR 225 Crores



Realty

INR 200 Crores



Debt Syndication

INR 157 Crores



Laxmi Organics

Project Finance

INR 145 Crores



Forum Group

Part Financing

INR 125 Crores



Sri Vallabh Pittie Industries Ltd

Corporate Loan

INR 105 Crores



Orange Group SPVs

Takeout Financing

INR 100 Crores



Accutest Research Laboratories Pvt Ltd

Structured Finance

INR 75 Crores



Happy Homes

Construction Finance

INR 75 Crores



Project Loan

INR 55 Crores



NDTV Convergence Limited

Term Loan

INR 50 Crores



Structured Debt

INR 50 Crores



Columbia Petro Chem Pvt. Ltd.

Corporate Loan

INR 50 Crores



Corporate Loan

INR 18 Crores



Laxmi Organics

Mergers and Acquisition

Investment Banking –Private Equity Syndication and M & A Advisory

- End-to-end advisory services in the private equity space
- Advise both listed and unlisted companies in raising growth capital in the mid-market segment
- Team of professionals having experience in advising and executing PE transactions across sectors
- Services include:
 - Venture Capital
 - Structured Finance
 - Special Situation Finance
 - Growth Capital
 - Buyout / Control transactions
- Strong deal sourcing capabilities

Key Strengths

- Superior industry knowledge & promoter access
- Strong relationships with key private equity players
- Deep knowledge of PE investment process
- Valuation & Deal structuring expertise
- Understanding of regulatory and compliance requirements

Select Transactions

INR 1,000 Crores



Acquisition of
Thomas Cook India

INR 700
Crores



Private Equity

INR 340 Crores



Sansera Engineering
Pvt. Ltd.

Private Equity

INR 300



Ajax Engineering Pvt
Ltd

Private Equity

INR 300 Crores



Bill Forge Pvt. Ltd.

Private Equity

INR 225 Crores



Dewa Projects

Private Equity

INR 200 Crores



Saurashtra Freight Private
Limited

Private Equity

INR 200 Crores



Rolex Rings Pvt Ltd

Private Equity

INR 100 Crores



Jyothy Fabricare
Services Ltd.

Private Equity

Investment Banking - Project Finance Advisory & Working Capital

Service Spectrum

Preparation of DPR
(Detailed Project
Report)

Selection of
appropriate lenders

Making applications
for financial
assistance

Obtaining
sanctions

Completing the
documentation and
disbursal process

Assistance in the
documentation and
disbursal process

Customized solutions for
project finance through
the entire deal process

Cover fund-based and non-
fund-based finance

Specialize in financial
appraisal of large projects

Select Transactions

INR 767 Crores



MEP Infrastructure Developers Ltd

Project Term Loan –
HAM projects

INR 235 Crores



Saraf Agencies Pvt. Ltd

Project Loan

INR 100 Crores



MEP RGSL Toll Bridge Private
Limited

Project Term Loan

INR 72 Crores



Psons Limited

Trade Financing

INR 115 Crores



Associated Stone Industries
(Kotah) Ltd

Project Loan

INR 43 Crores



St. Mary's Educational
Institution

Term Loan

INR 60 Crores



Associated Stone Industries Ltd

Project Loan



INSTITUTIONAL SECURITIES TRADING

Institutional Securities Trading

- Leading arranger and underwriter in the institutional securities market offering innovative products and services
- One of the largest players as per traded volume in Institutional securities.
- Offers trades in products like:
 - Government Securities
 - State Development Loans
 - Non SLR Bonds
 - Corporate Bonds
 - Money market instruments

Key Strengths

- Local / Domestic market knowledge
- Strong distribution network
- Sound structuring expertise
- Trading backed by innovative mid-market research ideas
- Participation in every G-sec and SDL auctions
- Professional team and innovative transactions

Select Transactions

INR 850 Crores



IDBI Bank

Perpetual Bonds

INR 500 Crores



Union Bank of India

Tier II Bonds

INR 500 Crores



Punjab & Sind Bank

Sole Arranger for Redeemable
Tier- II
bonds

INR 252 Crores



Adani Ports & SEZ

Sole Arranger for
Placement of
9.35% NCD

INR 100 Crores



Allahabad Bank

Arrangers for Redeemable
Tier-II Bonds

INR 100 Crores



Corporation Bank

Arrangers for
Redeemable Tier-II
Bonds

INR 100 Crores



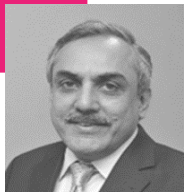
Arrangers for Redeemable
NCDs

INR 100 Crores



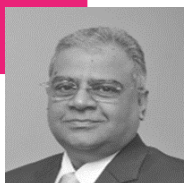
8 yr Redeemable
NCDs

Leadership



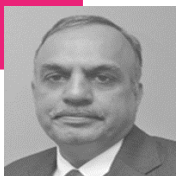
Gaurang Gandhi, *Managing Director*

- Over 30 years of professional experience across financial services mainly investment banking, leasing, structured products and project finance
- Qualified Chartered Accountant



Sushant Kumar, *Director & CEO*

- Over 30+ years of comprehensive experience in the financial services industry
- Master of Economics, Global Executive Leadership Program from University of Michigan, Certified Associate of the Indian Institute of Bankers.



Hemang Gandhi, *Director*

- More than 20 years of experience in the financial services industry, with a focus on investment banking
- Extensive experience across the engineering, logistics, travel and tourism, food processing and media & entertainment industries, having ideated and executed M&A and PE placement transactions



Sanjay Kabra, *CFO & Compliance Officer*

- 21+ years of experience in Strategic Financial Planning, MIS Reporting and Insurance
- A Chartered Accountant with a Diploma in Insurance & Risk Management from ICAI and CII, London and a Fellow of the Insurance Institute of India.



• **Ketan Gandhi**, *Director*

- Over 20 years of comprehensive equity market experience
- His key strengths lie in the area of stock picking and developing corporate relationships



Jeevan Adya, *Director*

- Over 34 years of experience in Marketing & Business Development
- Management Graduate from IMDR (Pune)



Sandeep Shenoy, *ED-Equities*

- 25 years experience in Research, Equities & Investment Banking in mid-market companies and growth capital
- Holds an engineering degree from Goa Engineering College and a Masters degree from Mumbai University



Umesh Tulsyan, *Head- Fixed Income*

- With over 20+ years of experience in debt market his expertise include market strategy and deep relationship interface with institutional players across the spectrum.
- Holds a Masters degree specializing in finance from IFIM



Snehal Chhaya, *Head- HR*

- More than 14 years of experience in Human Resource Management across multiple industries.
- Certified trainer by Indian Institute of Training & Development and holds a Masters degree from K.J. Somaiya Institute of Management Studies & Research.

Strong Corporate Relationships

Infrastructure

adani™

mep
INFRASTRUCTURE
DEVELOPERS LTD.

HCC



SAHAKAR
GLOBAL Pvt. Ltd.
Creating Landmark



Industrials

AJAX
MAKES CONCRETE SENSE

ROLEX
ROLLED RINGS

SAVSEHA
ENGINEERING

BILL FORGE

ASI
INDUSTRIES LIMITED

accutest

Real Estate

omkar

SHREE RAM
URBAN INFRASTRUCTURE



forum
GROUP

raiaskaran

BESTECH

adani™

Financial Services

SHRIRAM
Commercial Vehicle Finance
GETS YOU GOING

यूनियन बैंक
अपने लोग, अपना देश
Union Bank
of India
Good people to bank with

IIFL

यूको बैंक
UCO BANK

IDBI BANK

FINANCIERS

सेंट्रल बैंक ऑफ इंडिया
Central Bank of India

ओ. बी. सी.

Punjab & Sind Bank
(A Govt. of India Undertaking)

Private Equity Relationships

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