

DIVYANSHU ARORA

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SUMMARY OF WORK EXPERIENCE

I have the privilege of being part of the Real Estate Investment space for the past 6 years. Currently working as part of Urban Infrastructure Venture Capital Ltd.; with funds under management of approx USD 820 Million

Extensive experience in different stages of Real Estate Investment including:

Pre – Investment:

- Evaluate Investment Opportunities
- Determine Investment Feasibility and build Financial Models
- Structuring of Investments
- Negotiations with Developers and finalization of Term Sheet
- Carrying out financial, legal and technical due diligence with the help of consultants
- Prepare and finalize Definitive Agreements and Investment Committee Notes
- Co-ordinate with internal teams and consultants to ensure transaction execution

Post – Investment:

- Maintain regular communication with Developer Partner
- Ensure post compliance activities
- Finalize business plan and product mix for the Projects
- Review Construction and Admin Budget
- Appraise Capital Structure and Cash Flow requirements
- Financial Closure and debt syndication
- Monitor project cash flows, approvals, construction and sales
- Exit Management through stake disinvestment, buy-back, etc.

Others:

- Maintain relationship with intermediaries like IPC, Brokers, etc.
- Evaluation of NAV of investments on periodic basis
- Updating investors on project related concerns

At present focused on disinvestment from Portfolio Companies through asset sale, equity buyback, stake sale to Investor/funds

PROFESSIONAL EXPERIENCE

Urban Infrastructure Venture Capital Ltd., Mumbai

~6 Years

Assistant Vice President, Investment Department

May 08 – till date

UIVCL is a 100% subsidiary of Jai Corp and is an Investment Management Company managing/advising one domestic (Urban Infrastructure Opportunities Fund) and one offshore fund (Urban Infrastructure Real estate Fund). The total funds under management is close to 840 million USD

- Currently handling approx Rs. 370 crores of investments across 5 locations
- Have been consistently ranked as top performer in annual performance and obtained the best employee award in 2012

Location	Investment Commitment	Particulars
Mumbai	Rs. 110 crs	<ul style="list-style-type: none"> • 33% stake in SPV • Development of premium residential project at Powai on 14 acres • Negotiating with Mumbai based developer for Joint Development of the project • Restructured to get part exit from the Project – raising NCDs to achieve the same
Panchkula	Rs. 126 crs	<ul style="list-style-type: none"> • Project spread over 130 acres of contiguous land in Panchkula, Haryana • Currently in planning and approvals stage • Actively involved in finalization of product mix and sales strategy for the Project
Mohali	Rs. 34 crs	<ul style="list-style-type: none"> • Project spread over 100 acres at Mohali, Punjab • Restructured the investment to achieve efficient structure • Raised finance for Rs. 16 crores for the Project • Currently involved in raising Rs. 45 crores from financial institutions for Project expenses
Alibaug and Pune	Rs. 100 crores	<ul style="list-style-type: none"> • 40% stake in SPV • Currently negotiating with Developer for refund of investments • Evaluating re-structuring of SPVs and segregation of assets
Jodhpur	Rs. 20 crs (Exit Achieved)	<ul style="list-style-type: none"> • Successfully obtained exit from 6 acres land parcel involving development of a club + hotel with IRR of 20% • Involved in product mix finalization and development of residential development over 10 acres • Negotiated and obtained exit from the Project with IRR of ~ 13% through Promoter buyback
Other		<ul style="list-style-type: none"> • Negotiated and executed definitive agreement with Ansal API for equity investment in Project spread over 1765 acres at Lucknow • Evaluated project with Chadha Group, Spire

		Central, API (Kundli project), Pearl group, etc. <ul style="list-style-type: none"> • Good relations with Mahindra Lifespaces, Godrej Properties, Peninsula, Sheth Corp, Ess Gee Group, Skyline Group • Knowledge of development regulations in Mumbai, Punjab and Haryana
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American Express World Wide Risk and Information Management, GURGAON

System Analyst – Customer Acquisition & Relationship Management

Feb 05 – May 07

- Roles & Responsibilities:
 - Developed central marketing application for execution of end to end marketing campaigns using SAS
 - Designed and managed credit card customer database for LAC and Canada
 - Monitored execution of Production Jobs on Mainframe
 - Collaborated in Encryption and Random Password Generation project
- Achievements:
 - Awarded the “Gold Ring of Reward” for Membership Rewards Redemption project
 - Promoted from Band 28 to Band 30 System Analyst in Jan 2007.
 - Ranked in top 10% performers in year end Performance Review

ACADEMIC BACKGROUND

Class XII	Delhi Public School, R.K. Puram	1999 - 00
B.E. (CSE)	Apeejay College of Engineering	2000 - 04
MBA (Finance)	S. P. Jain Center of Management, Dubai / Singapore	2007 - 08

- Member of Dean's List (Top 10% of the Batch) in MBA
- Internship with Microsoft (Gulf) – Macro Economics and its effect on IT spending for Microsoft
- Presented report to Leadership Team of Microsoft in Middle East
- Internship with NIIT Technologies in Web Module development using ASP
- Internship at HCL Technologies for development of Leave Management System using JAVA

ADDITIONAL INFORMATION

- Worked with Literacy India Mission
- Fluent in English, Hindi, Punjabi and German
- Hobbies: Reading Books, Music, Football