



Connecting Assets to Capital

ANAROCK Capital

Corporate Deck MARCH 2021

Credential Outline

O1ANAROCK
GROUP



O2ANAROCK
CAPITAL

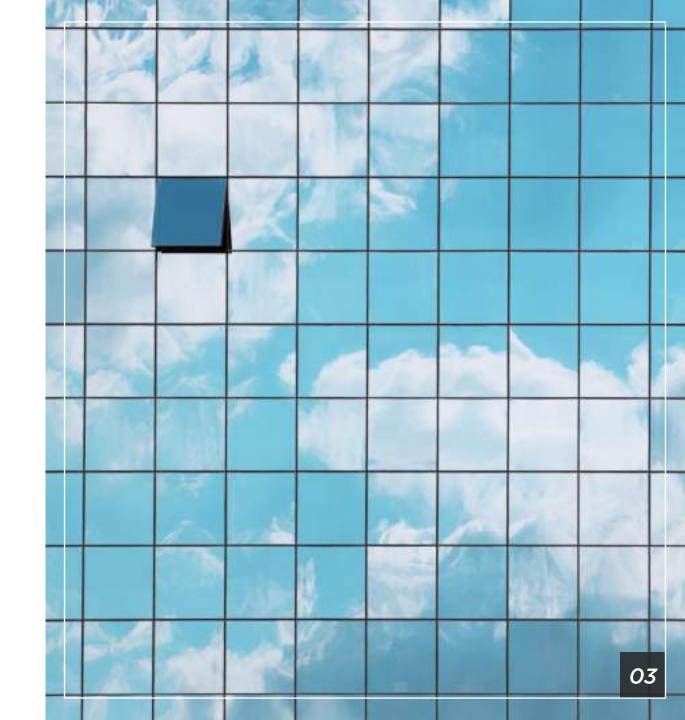


O3THOUGHT LEADERSHIP & BRAND BUILDING



O1ANAROCK
Group

Group Profile & Strength Our Journey Business Services What Sets Us Apart



Group Profile & Strength

ANAROCK Group is one of India's leading specialised real estate services company having diversified interests across real estate value chain

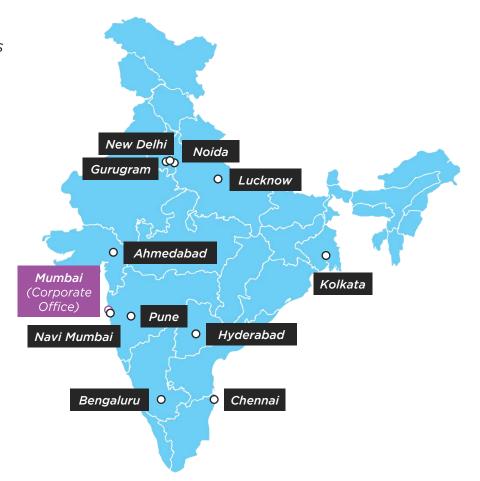
1,800⁺ Employees

USD **6.3**⁺ Bn

Worth transactions (June 2017 - Till Date)

12 Offices
Pan India

1 Office



Our Global Partnerships



Industrial & Logistics



Retail



Project Management



Hotels & Hospitality

Business Services



Residential Sales & Marketing



Investment Banking



Retail Services



Hospitality



Strategic Advisory & Valuations



Research



Industrial & Logistics



Land Advisory & Sales



Commercial Strata Services



Investment Management



Digital & Technology



Apartment Technology

What Sets Us Apart

Our Vision

Breaking new ground with innovative, technology-driven solutions for real estate

Our Aspirations

The national firm of choice for employees and clients
The inspiration for intelligent, mature, thought provoking market leaders
The catalyst for change for a rapidly evolving market

Our Values

Ethics | Integrity | Transparency | Trust | Respect

O2ANAROCK
Capital

Who We Are, What We Offer Senior Leadership Trophy Deals 2021, 2020 & 2019 Key Concluded Deals Industry Relationships Client Testimonials



Who We Are, What We Offer

Our team of seasoned & trustworthy professionals provide bespoke Real Estate Investment Banking Transaction Advisory Services:

490⁺ years Team experience

450⁺ Transactions USD 10.5 Bn Worth capital advised



Capital Markets

- Asset Divestment
- Investment Sale
- Equity Raising (SPV)
- Equity Placement
- Fund Raising
- Portfolio Sale
- Buyside Advisory
- Private Wealth Advisory
- REIT Advisory
- Alternatives / Shared **Fconomies**



- Banking Advisory
- Debt Raising Advisory
- M&A Advisory
- Stressed Assets Resolution Practice



Land Services

- JD / JV
 - DM
 - Divestment



Hospitality

- Transaction Advisory
- Consulting & Valuation
- Asset Management
- Operator Selection
- Executive Search





Industrial & Logistics | Data Centres

- Investment Banking (Fund Raising, Investment Sales, Buy-side Advisory)
- Asset & Portfolio Sale
- Brokerage & Tenant Representation (Occupier & Owner Services, Data Centre Leasing)
- Advisory Services (Development Advisory, Financial Feasibility, Asset Valuation)







Senior Leadership



Shobhit Agarwal MD & CEO ANAROCK Capital

Shobhit has been one of the prominent faces in Indian real estate market. His 21 years of rich experience, in-depth knowledge about the sector and strong relationships with developers and capital providers have resulted into multi billion dollars marquee deals.

Prior to starting ANAROCK Capital, Shobhit was International Director at JLL India and took JLL to pole position within Capital Markets.



Vishal Srivastava President Corporate Finance

Vishal is a career banker with over 23 years of professional experience across Real Estate Lending, Infrastructure Lending, Mortgages, Corporate Banking and Investment Banking. Having worked on both sides of the investment table, he is a seasoned deal maker and has handled complex transaction structures.

At ANAROCK Capital, Vishal heads the Corporate Finance function including Debt Advisory practice and Special Situations practice. In his past role, he was instrumental in setting up the Debt Advisory practice for JLL in India and built the business from scratch.



Amit Pande President Private Wealth

At ANAROCK Capital, Amit is responsible for Fund Raising & Transaction Advisory for HNI clients on direct & indirect RE investment opportunities. In his previous role at JLL, Amit managed Investment Banking RE Advisory business for India & GCC, with a primary focus on family offices & quasi-institutional clients.

He has over 20 years of experience across admired institutions viz. Axis Bank, HSBC, Goldman Sachs & ICICI Prudential.



Devi Shankar President Industrial & Logistics

Devi has an experience of over 17 years, in the real estate and industrial sector. Her experience in her previous stints ranges from being an advisor, investment banker to investor, allowing her to bring in multiple perspectives into deal structuring and closing.

At ANAROCK Capital, she leads the investment banking practice for Industrial & Logistics real estate.



Aditi Watve President Investment Sales & REIT Advisory

Aditi brings to the table her broad experience in equity raising and deal structuring.

She has worked in the Indian real estate sector for more than a decade and has invaluable experience in on-site operations.

Aditi received her MBA from ISB Hyderabad.

Senior Leadership



Mohammed Aslam President - Capital Markets, Pune

Aslam is a seasoned professional with over 20 years of experience in Capital Markets, Structured Finance and Debt Advisory services.

During his 13-year stint at JLL India. he held senior leadership roles in their Capital Markets & Residential RE businesses. As the JLL India Head - Mid Markets, Capital Markets, he nurtured strategic relationships with marquee clients & identified potential opportunities for Business Development. Aslam received his MBA in Marketing & Finance from the Pune University.



Pratyush Pandey President - Warehousing, Industrial & Logistics

Pratyush has 20 years of rich experience in managing large real estate accounts dealing in Hospitality, Land, JD/JVs and Retail.

He has successfully managed to stitch few of the country's best-known hospitality and retail transactions with both national and international operators.



Sanjay Akhouri Sr. Consultant, Stressed Assets Resolution Practice

Sanjay is a banking veteran with over 36 years of extensive experience across Retail Banking, MSME Credit & Risk Management and Stressed Assets Management, with India's largest bank – SBI. Sanjay joined SBI as Probationary Officer (PO) in December 1983.

Having served as GM -Stressed Assets Resolution Group, for almost 2.5 years at their corporate centre at Mumbai, Sanjay retired from SBI in March 2020. He received his Bachelor's Degree in Economics (1980) from the Ranchi University, Jharkhand.



Mandeep S. Lamba President - South Asia HVS ANAROCK

At HVS ANAROCK, Mandeep leads Business Operations across South Asia and is instrumental in offering full stack Hospitality Consulting & Advisory Services.

Having spent over 30 years in the hospitality industry, Mandeep had successful stints with international hotel companies such as Choice Hotels, IHG & Radisson and has spent the last 17 years in CEO positions.



Trophy Deals 2021









\$ 500 Mn

Deal Size

₹ 300 Cr

Deal Size

₹ 168 Cr

Deal Size

Trophy Deals 2020









\$ 103 Mn

Deal Size

\$ 100 Mn

Deal Size

₹ 700 Cr

Deal Size

₹ 64 Cr

Deal Size

Trophy Deals 2019



₹ 5,330 Cr Deal Size



March State



₹ 2,700 Cr | Deal Size



₹ 900 Cr | Deal Size



₹700 Cr Deal Size

Key Concluded Deals

INDUSTRIAL & LOGISTICS LAND

CAPITAL MARKETS	LAND ADVISORY	CORPORATE FINANCE			PRIVATE WEALTH	BUY-SIDE ADVISORY
Radius Group Mumbai ₹ 2,700 Cr 2019	Nirmal Lifestyle Mumbai (2 Deals) ₹ 6,000 Cr 2018	Confidential Singapore USD 103 Mn 2020	Amanora Group Pune ₹ 272 Cr 2019	Dosti Group Mumbai ₹ 85 Cr 2018	Blackstone-Embassy REIT ₹ 30 Cr 2019	2021 Piramal Capital
New Vernon Capital Pune ₹ 900 Cr 2019	DB Realty & ABIL Mumbai ₹ 5,330 Cr 2019	Confidential Mumbai ₹ 700 Cr 2020	Confidential Pune ₹ 230 Cr 2019	MBM International UAE AED 26 Mn 2019	Mindspace Business Park REIT IPO ₹ 385 Cr 2020	2020 Al Fahim Enterprise Famy Care
Xander & Rustomjee Mumbai ₹ 700 Cr 2020	Logix Tribeca NCR ₹ 300 Cr 2020	Dosti Group Mumbai ₹ 500 Cr 2018	Confidential NCR ₹ 168 Cr 2021	Queensgate Investments UAE AED 26 Mn 2020	Brookfield REIT ₹ 75 Cr 2021	IFC PAG 2019 Goldman Chrys
TATA Group Amritsar & Nagpur ₹ 700 Cr 2019	HCL Corp. NCR ₹ 85 Cr 2018	Ideal Group Kolkata ₹ 350 Cr 2018	Vatika Group NCR ₹ 145 Cr 2019	Rajesh LifeSpaces Mumbai ₹ 4.4 Cr 2018	Industrial	Sachs Capital & Logistics
Hiland Group Kolkata ₹ 100 Cr 2018	Confidential MMR 100,000 sf 2021	Confidential Bengaluru ₹ 300 Cr 2021	Zonasha Bengaluru ₹ 135 Cr 2020	Umiya Holdings Bengaluru ₹ 37 Cr 2020	Confidential Data Centres USD 500 Mn 2021	Hindustan Dorr Oliver Mumbai ₹ 64 Cr 2020
		Shapoorji Pallonji Mumbai ₹ 300 Cr 2018	Omaxe Group NCR ₹ 115 Cr 2018	Koncept Ambience Tirupati ₹ 25 Cr 2018		

Industry Relationships

Strong relationships spanning over 2 decades







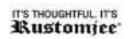




























































Industry Relationships











Morgan Stanley



















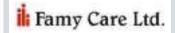






PE Funds, Investment Firms & Family Offices



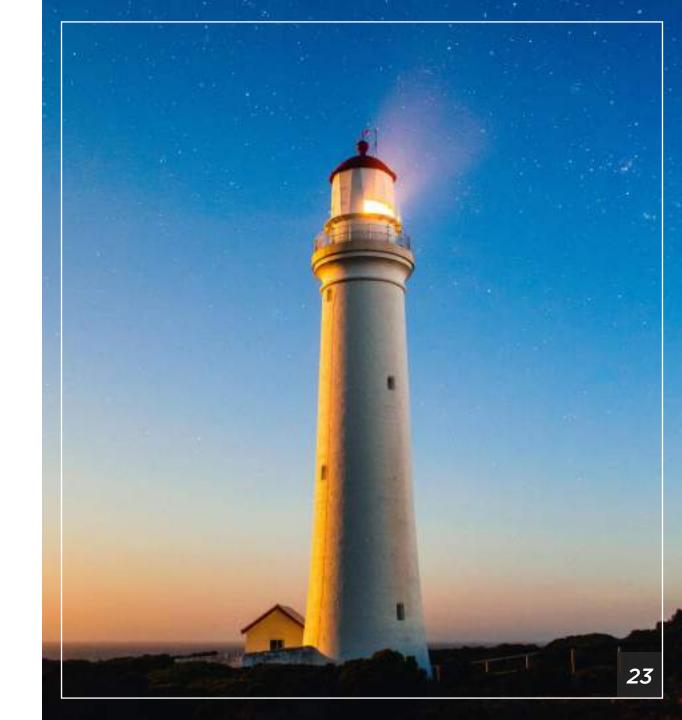






O3Thought Leadership

Research & Insights Media Coverage Share of Voice Awards & Accolades



Research & Insights



90+ Reports/Whitepapers/Surveys in past 3 years









ANAROCK

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anarock.com





Connect with us!

ANAROCK is India's leading independent real estate services company with a presence across India and the Middle East. The Chairman, Mr. Anuj Puri, is a highly respected industry veteran and India's most prominent real estate thought leader.

The Company has diversified interests across the real estate lifecycle and deploys its proprietary technology platform to accelerate marketing and sales. ANAROCK's services include Residential Broking & Technology, Retail (in partnership with Vindico), Commercial, Investment Banking, Hospitality (via HVS ANAROCK), Land Services, Industrial and Logistics (in partnership with Binswanger), Investment Management, Research, Strategic Advisory & Valuations, Project Management Services (in partnership with Mace) and Apartment Management Services (acquisition of ApnaComplex). The Company has a unique business model, which is an amalgamation of traditional product sales supported by a modern technology platform with automated analytical and reporting tools. This offers timely solutions to its clients, while delivering financially favourable and efficient results.

ANAROCK has a team of over 1,800 certified and experienced real estate professionals who operate across all major Indian (Mumbai, Navi Mumbai, Pune, Ahmedabad, NCR – Delhi, Gurugram, Noida, Chennai, Bangalore, Hyderabad, Kolkata, Lucknow) and Middle East markets, and within a period of two years, has successfully completed over 400 exclusive project mandates. ANAROCK also manages over 80,000 established channel partners to ensure global business coverage.

Our assurance of consistent ethical dealing with clients and partners reflects our motto - Values Over Value.

Please visit www.anarock.com



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