



ANAROCK
INVESTMENT BANKING

Connecting Assets to Capital

ANAROCK Capital

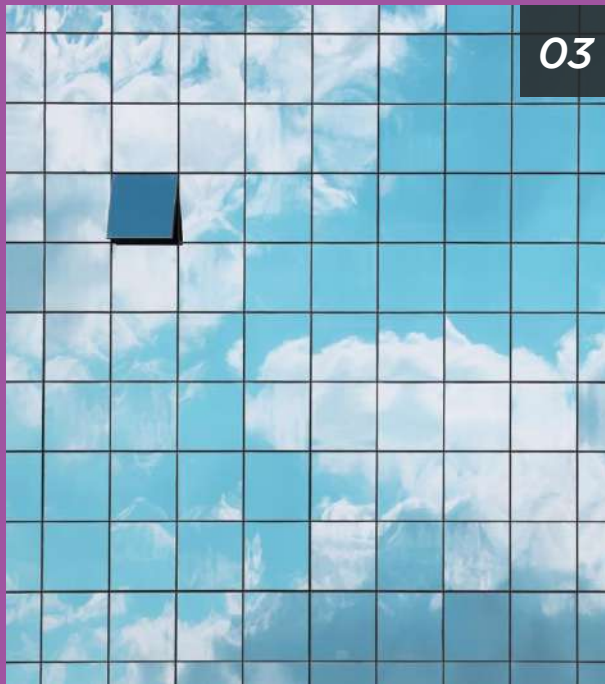
Corporate Deck

MARCH 2021

Credential Outline

01

*ANAROCK
GROUP*



02

*ANAROCK
CAPITAL*



03

*THOUGHT LEADERSHIP &
BRAND BUILDING*



01

ANAROCK Group

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

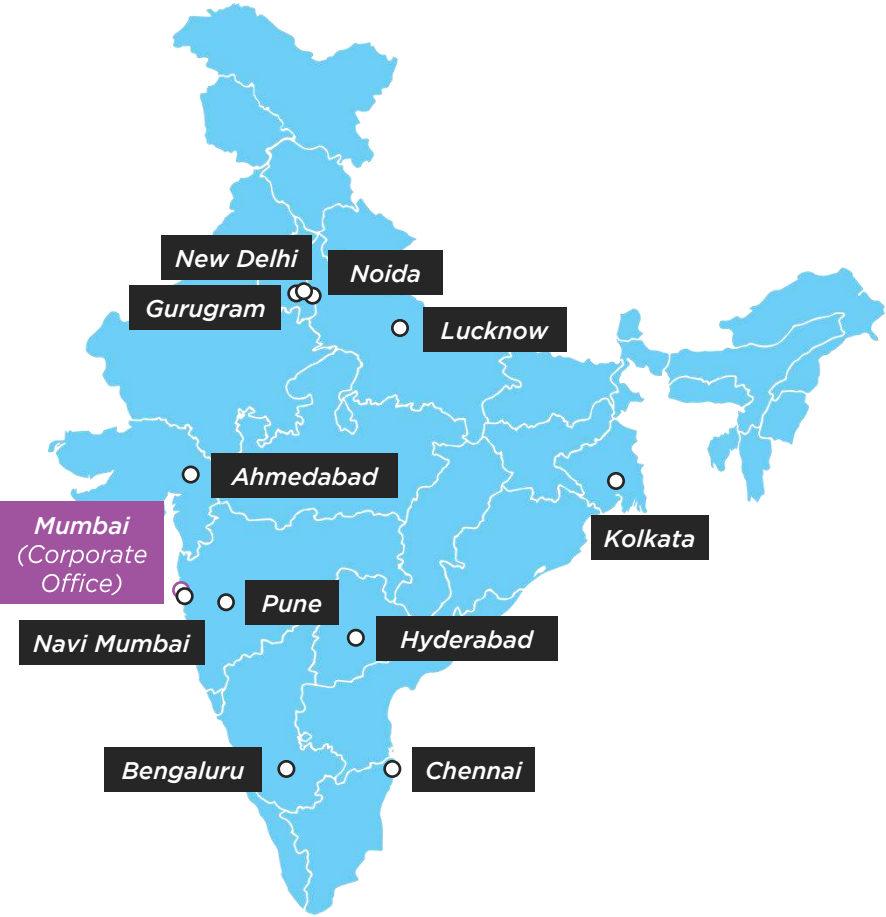
Group Profile & Strength

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 GCC



Our Global Partnerships

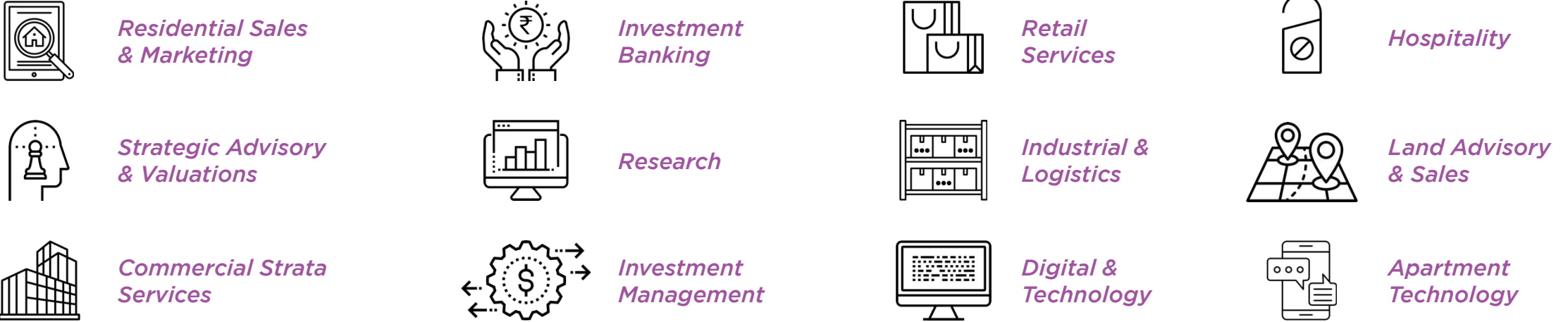
 **BINSWANGER** | **ANAROCK**
Industrial & Logistics

ANAROCK |  **VINDICO**
Retail

 **mace** | **ANAROCK**
Project Management

 **HVS** | **ANAROCK**
Hotels & Hospitality

Business Services



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

02

ANAROCK 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 Economies



Corporate Finance

- 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)

HVS | **ANAROCK**

BINSWANGER | **ANAROCK**

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 Akhoury
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

INVESTMENT ADVISOR **ANAROCK**
INVESTMENT BANKING

WE ARE PROUD TO BE ASSOCIATED WITH
A large investment platform
for India Data Centres

Fund Size
\$ 500 Mn

Between
One of Europe's Prominent
Data Centre Operator
&
One of the Asia's
Leading Investment Firm


* Names undisclosed due to confidentiality



\$ 500 Mn

Deal Size

**One of India's
Most Recognised
& Awarded
Business Parks** **ANAROCK**
INVESTMENT BANKING



SUCCESSFULLY RAISED
₹ 300 Cr against a Pre-Leased
Prime Grade-A Commercial Office

LOCATION
Embassy GolfLinks Business Park
Bengaluru

SALEABLE AREA
Circa 300,000 sf

CLIENT
One of India's Leading PE Fund


Names undisclosed due to confidentiality anarock.com

₹ 300 Cr

Deal Size

SOLE ADVISOR **ANAROCK**
INVESTMENT BANKING

SUCCESSFULLY RAISED
₹ 168 Cr for a Pre-Leased
Grade A Warehousing Asset



LOCATION
Off Gurugram, NCR

LAND AREA
42 acres

BETWEEN
One of the Largest
Global PE Fund
&
India's Largest Bank

TRANSACTION TYPE
Construction
Financing


Names undisclosed due to confidentiality anarock.com

₹ 168 Cr

Deal Size

anarock.com **SOLE ADVISOR** **ANAROCK**
INVESTMENT BANKING

SUCCESSFULLY CONCLUDED
Prime Grade A
Industrial Space



TRANSACTION TYPE
Forward Sale - Yielding Asset

SALEABLE AREA
circa 100,000 sf

LOCATION
Bhiwandi, MMR

Names undisclosed due to confidentiality

Trophy Deals 2020

ANAROCK
INVESTMENT BANKING

We concluded our
1st
OFFSHORE
FUNDING

USD 103 Mn
Structured Debt

Between
One of India's Leading
Private Equity Fund
&
One of the Leading
Global Investment Fund

* Names undisclosed due to confidentiality

\$ 103 Mn

Deal Size

ANAROCK
INVESTMENT BANKING

“
When the whole
country was locked,
we concluded the
LARGEST
USD 100 Mn
Structured Debt
Between
One of India's Leading
Corporate Developer
&
One of the Leading
Global Investment Fund

* Names undisclosed due to confidentiality

anarock.com

\$ 100 Mn

Deal Size

ANAROCK
INVESTMENT BANKING

We are proud to be associated as the
Transaction Advisor

ET Xander Group set to make over Rs 700 crore exits
from Rustomjee projects

mint Xander nets 2x returns in exit from
Rustomjee projects

VCCIRCLE Xander set to check out of Mumbai developer's
township project

₹ 700 Cr

Deal Size

EXCLUSIVE
ADVISOR

ANAROCK
INVESTMENT BANKING

JUST
IN
80
DAYS
DEAL CONCLUDED !!!

Prime Land
Parcel


A Corporate
House

Mumbai

₹ 64 Cr

Deal Size

Trophy Deals 2019



SOLE ADVISOR


ANAROCK
INVESTMENT BANKING

Concluded Joint Development Deal to transform Kamal Amrohi Studio into one of India's Largest Office Park

DB REALTY & **RMZ**

-16 acres Land Area
Mumbai Location
7.6 Mn sf FSI Potential

₹ 5,330 Cr | Deal Size



SOLE ADVISOR

ANAROCK
INVESTMENT BANKING

Concluded India's largest 'single-building deal' in office space

MARQUEE DEAL

ONE BKC

700,000 sf Saleable Area

Blackstone & **RADIUS**

₹ 2,700 Cr | Deal Size

Concluded a **Prime Office Park Deal** in Pune

New Vernon Capital & **XANDER**

WEIKFIELD
IT CITI INFO PARK


JOINT ADVISOR

ANAROCK
INVESTMENT BANKING

1.1 Mn sf Leasable Area
900 Cr Deal Size



₹ 900 Cr | Deal Size



SOLE ADVISOR

ANAROCK
INVESTMENT BANKING

Concluded Sale of 2 Retail Malls in prominent Tier-II cities

USD 100 Mn Deal Size

Amritsar | Nagpur Location
1.1 Mn sf Total Leasable Area

TATA REALTY AND INFRASTRUCTURE LIMITED & **VIRTUOUS RETAIL**

₹ 700 Cr | Deal Size

Key Concluded Deals

RESIDENTIAL OFFICE RETAIL INDUSTRIAL & LOGISTICS LAND REITS

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 & Rustonjee 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 Sachs Chrys Capital
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 ₹ 44 Cr 2018	Industrial & 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

						<i>Developers</i>
						
						
<i>Banks & NBFCs</i>						
						

Industry Relationships

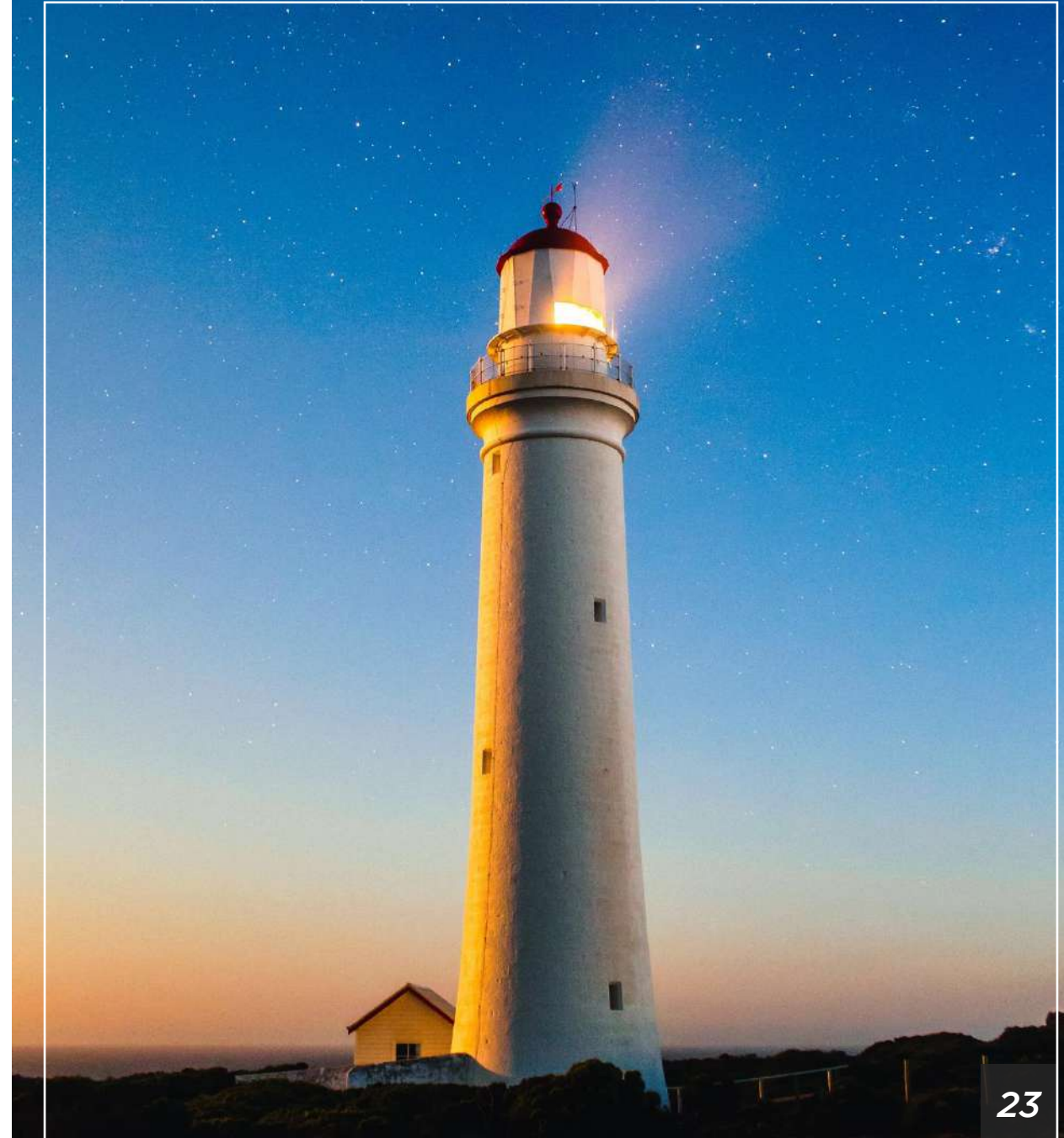
					
					
					
					

PE Funds,
Investment
Firms &
Family Offices

03

*Thought
Leadership*

*Research & Insights
Media Coverage
Share of Voice
Awards & Accolades*

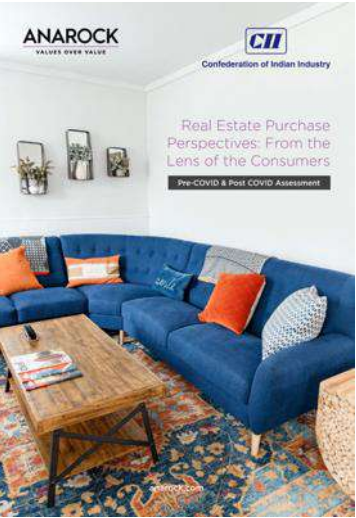


Research & Insights

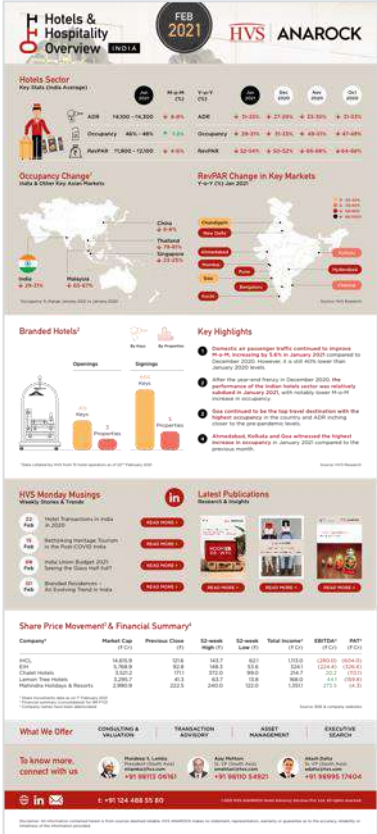


Newsletters
for stakeholder engagement

90+ Reports/Whitepapers/Surveys
in past 3 years



For regular updates,
please subscribe on our website
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



SHOBHIT AGARWAL
MD & CEO
ANAROCK CAPITAL

shobhit.agarwal@anarock.com

Corporate Office

ANAROCK Capital Advisors Pvt. Ltd.

1002, 10th Floor, B Wing
ONE BKC, Plot No. C-66, G Block
Bandra Kurla Complex
Mumbai 400 051

© 2021 ANAROCK Capital Advisors Pvt. Ltd. All rights reserved.

Disclaimer: This publication is the sole property of ANAROCK Group, and must not be copied, reproduced or transmitted in any form or by any means, either in whole or in part, without the prior written consent of ANAROCK Group. The information contained in this publication has been obtained from sources generally regarded to be reliable. However, no representation is made, or warranty given, in respect of the accuracy of this information. We would like to be informed of any inaccuracies so that we may correct them. ANAROCK does not accept any liability in negligence or otherwise for any loss or damage suffered by any party resulting from reliance on this publication.