

# TRANSFORMING YOUR BUSINESS

## LEVERAGE CAPITAL GROUP

T H E P O W E R O F T H O U G H T



LEVERAGE  
THE POWER OF THOUGHT

INDIA

SINGAPORE

LONDON

# WHY LEVERAGE?

We believe we will be successful if our clients are successful. Our belief is that solving the hardest problems requires the best people and that the best people will be drawn to the opportunity to work on the hardest problems. Our firm has been built around that belief.

We believe you can't do one without the other. These two parts of our mission reinforce each other and make our firm strong and enduring. The spirit of sheer professionalism drives the objectives of Leverage Capital Partners. For us, this means to always:

## **Put the client's interest ahead of our own.**

This means we deliver more value than expected. It doesn't mean doing whatever the client asks.

## **A Completely Professional Approach.**

Uphold absolute integrity. Show respect to local custom and culture, as long as we don't compromise our integrity.

## **Keep our client information confidential.**

We don't reveal sensitive information. We don't promote our own good work. We focus on making our clients successful.

## **Tell the truth as we see it.**

We stay independent and able to disagree, regardless of the popularity of our views or their effect on our fees. We have the courage to invent and champion unconventional solutions to problems. We do this to help build internal support, get to real issues, and reach practical recommendations.

## **Deliver the best of our firm to every client as cost effectively as we can.**

We expect that our people spend clients' and our firm's resources as if their own resources were at stake.

## VERTICALS

CORPORATE FINANCE

INFRASTRUCTURE & REAL  
ESTATE

MERGERS & ACQUISITIONS

TRADE & STRUCTURED  
FINANCE

STRATEGIC BUSINESS  
ADVISORY

INVESTMENT MANAGEMENT

# OUR TEAM

## MANAGEMENT TEAM

Arun Sharma  
Manish Agarwal  
Neeraj Kanoria  
Sumeet Chugh  
Ravinder Agarwal

## BOARD OF DIRECTORS

Devendra Newar  
Manish Agarwal  
Manoj Jain  
Ratanlal Agarwal  
Sumeet Chugh

## ASSOCIATE DIRECTORS

Vipul Kumar

## BUSINESS DIRECTORS

Surabhi Jhajharia

## VICE PRESIDENT

Dilip Kumar Mitra

## BUSINESS ANALYSTS

Abhishek Agarwal  
Chandra Kumar  
Manoj Damani  
Mitesh Demblani

## ASSOCIATES

Ashish Giria  
Deepak Pithisaria  
Gourav Saraf  
Rahul Parakh

## CORPORATE MANAGERS

Priyanka Chatterjee  
(Corporate Communications)

We maintain consistently high standards for service and people so that we can always bring the best team of minds from around the world—with the broadest range of industry and functional experience—to bear on every engagement. We believe in teamwork and collaboration. We come to better answers in teams than as individuals. Instead, we share a structured problem-solving approach, where all opinions and options are considered, researched, and analyzed carefully before recommendations are made.

# THE TEAM

## Manish Agarwal, MBA, AICWA, CFA - Director



- **14+ Years of Experience**
- **Sector Wise Experience:** Fund Raising, Investment Management, Corporate Projects, Real Estate and Infrastructure financing, Restructuring.
- Responsible for the business ,strategy and long term direction of the Group.
- Email ID: [manish@leveragecp.com](mailto:manish@leveragecp.com)

## Neeraj Kanoria , CA- Director



- **33+ Years of Experience**
- **Sector Wise Experience:** Strategic advisor, merchant banker and finance consultant .
- Responsible for Strategic Advice & Business Development.
- Email ID: [neeraj.kanoria@leveragecp.com](mailto:neeraj.kanoria@leveragecp.com)

## Sumeet Chugh , CA- Director



- 15+ years of experience
- **Experience:** Finance Advisory services, equity and debt syndication.
- Responsible for the Business development and give Strategic direction & advice for businesses in India., besides Public Relations
- Email ID: [sumeet.chugh@leveragecp.com](mailto:sumeet.chugh@leveragecp.com).

## Ravinder Agarwal , FCA , Director



- 22+ years of experience
- Experience: Project management, FMCG and Real Estate Industry .
- Responsible for the Business development, Policy formulation & system implementation.
- Email ID: [ravinder@leveragecp.com](mailto:ravinder@leveragecp.com)

## Arun Sharma, CA- Partner



- **25+ Years of Experience**
- **Sector Wise Experience:** Management Consulting in the USA, Nigeria, Thailand, Nepal, India and Singapore; Corporate finance;
- Responsible for Singapore Office.
- Email ID: [arun@leveragecp.com](mailto:arun@leveragecp.com)

## TEAM MEMBERS

**Vipul Kumar**  
Associate Director

**Surabhi Jhajharia,**  
Business Director

**Dilip Kumar Mitra,**  
Vice President

**Ashish Giria,**  
Associate

**Rahul Parakh**  
Associate

**Deepak Pithisria,**  
Associate

**Gourav Saraf,**  
Associate

**Abhishek Agarwal**  
Business Analyst

**Chandra Kumar,**  
Business Analyst

**Manoj Damani,**  
Business Analyst

**Mitesh Demblani,**  
Business Analyst

**Priyanka Chatterjee,**  
Corp. Communications

# CORPORATE FINANCE

Our corporate finance division is involved in the identification, structuring and execution of transactions for our clients in diverse industries and geographies.

Some of the typical transactions include mergers & acquisitions, divestitures, private equity syndication and IPO advisory. Through our diligent processes in Investment Banking, LCP wishes to partner with the midcaps, be it for Transaction Advisory services, Private Equity placements, Debt Syndication or even entering the Primary Market, ECB, FCCB, GDR/ADR, etc. Our Corporate Finance Division is a one-stop shop for all these services.

At LCP, we seek to provide our clients with the widest possible range of opportunities including the Management of Equity, Capital Restructures of Advisory and Equity Capital transactions. We also offer a range of merchant banking and equity placement services in consortium with leading merchant banks in India. Our Corporate Finance team offers our Corporate, Institutional & Business Banking clients a combination of advisory services and customized structured products to meet their specialized requirements. We offer our wide range of Corporate Finance solutions to categories of clients like Local Corporate, Multinational Companies, Financial Institutions & Public Sector Undertakings.

We have unparalleled experience across all major industry sectors - Banking & Financial services, FMCG, Pharmaceuticals & Healthcare, Power, Transportation, Logistics, SEZs, Automobiles, Aviation, Telecom, Technology, Metals and Minerals, Retailing and Media & Entertainment.



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**DILIP KUMAR MITRA,**  
Vice President  
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**ASHISH GIRIA,**  
Sr. Associate  
Email: [ashish@leveragecp.com](mailto:ashish@leveragecp.com)



## RECENT DEALS



### AMIRA FOODS

As an Exclusive Financial  
Advisor for working Capital

₹ 1000 Million



### PREMCO RAIL ENG

Working Capital Solutions

₹ 1100 Million



### MC NALLY BHARAT

Acquisition funding of KHD  
HUMBOLDT GMBH German

US \$ 16 Million



### EASTERN SILK INDUSTRIES

Co- advisor for placement  
of Equity Shares

₹ 550 Million



### MARG LIMITED

Placement of GDR Issue as  
Transaction & Placement advisor  
listed in Luxembourg

US \$15,000,000



### MARG LIMITED

Placement of FCCB Issue as  
Transaction & Placement  
Advisor listed in Luxembourg

US \$12,500,000



### MC NALLY BHARAT

Placement of FCCB as Transaction,  
Placement & Indian Financial  
Advisor listed in Luxembourg

US \$10,000,000



### MC NALLY BHARAT

Placement of FCCB Issue as  
Transaction & Placement  
Advisor listed in Luxembourg

US \$7,000,000



### MCNALLY SAYAJI ENGINEERING

Structuring, Reorganization &  
Placement of Equity

US \$ 11 Million

# INFRA & REAL ESTATE

## EQUITY

Oftentimes, the most crucial and most demanding piece of a real estate transaction is the placement of equity. Our expertise allows us to identify the most efficient capital alternatives for any situation. Over the years, we have nurtured a host of strong ties with equity investors. The discernments of these investors are varied and range from opportunity fund investors seeking high yields over relatively short-term periods to those with a long-term horizons and a preference to avoid risk..

## LOAN & CREDIT FACILITIES

We understand that constructing commercial real estate debt is a series of complex steps. Our experience and deep-rooted network of nationwide relationships confirms that we're tremendously well-versed within the capital markets field. We raise long-term, non-recourse permanent debt and shorter-term, floating-rate or bridge debt from institutional investors to arrange and structure the best debt financing available.

## STRUCTURED FINANCE

Finding capital in today's market isn't necessarily the challenge. To ensure an asset reaches its potential, the challenge is finding the right capital and the right capital partner. Along with our unparalleled research capabilities, LCP often serves as consultant to developers and builders, providing insight and analysis for structuring capital, positioning assets and maneuvering through rapid shifts in the market.

We work in many different markets and add value to a broad spectrum of transactions.

REAL ESTATE INVESTMENT  
BANKING

PRIVATE EQUITY

LOAN & CREDIT FACILITIES

PROJECT FINANCE

RESTRUCTURING

INFRASTRUCTURE ADVSORY

VERTICAL MEMBERS

SUMEET CHUGH,  
Director

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## RECENT DEALS

**PASARI**  
G R O U P

**PASARI GROUP**

Placement Advisor to Debt

₹ 350 Million

**EDEN City**  
MAHESHTALA

**EDEN CITY, MAHESHTALA**

Project Construction Finance for a  
Large Residential Project

₹ 350 Million



**SHRACHI**

**SHRACHI GROUP**

Project Construction Finance for a  
Retail Mall & Commercial Green  
Building

₹ 1050 Million



**DHOOT DEVELOPERS LIMITED**

Project Construction Finance for two  
commercial office buildings

₹ 550 Million



**DIAMOND GROUP**

Project Construction Finance for  
Heritage Mall

₹ 920 Million



**SUNCITY PROJECTS**

Project Construction Finance for  
Multiple RE Projects

₹ 8000 Million



**SHRACHI**

**SHRACHI GROUP**

Private Placement of Equity  
Strategic and Placement  
Advisor

USD 30 Million



**SALTEE GROUP**

Placement Advisor to Debt

₹ 180 Million



# MERGERS & ACQUISITIONS

We, at Leverage Capital Partners, offer strategic advisory services that enhance shareholder value. We pride ourselves on our level of client understanding coupled with the knowledge of what will motivate buyers and sellers, thereby providing essential resources to ensure successful transactions. We provide personalized service throughout every phase of the transaction and create “win-win” solutions for both sides in a transaction.

## SELL SIDE SERVICES

- Preparing the company for merger or sale.
- Writing the Information Memorandum.
- Performing the business valuation & determining the fair market value.
- Identifying, screening and contacting possible buyers.
- Negotiating and drafting letters of intent, Term Sheets, & Heads of Agreements.
- Managing the due diligence process & assisting in negotiations until closing.

## BUY SIDE SERVICES

- Identification of possible acquisition targets.
- Valuation of the acquisition target.
- Recommendations on deal structure.
- Coordination of the due diligence process.
- Support in negotiating the best price & Terms of the deal.
- Arrangement of financing for the purchaser.

INTERNATIONAL &  
DOMESTIC

INBOUND & OUTBOUND

VERTICAL MEMBERS

VIPUL KUMAR,  
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RAHUL PARAKH ,  
Associate  
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DEEPAK PITHISARIA ,  
Associate  
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# INVESTMENT MANAGEMENT

LCP's Investment Management Division, is a comprehensive investment management service covering a full range of investment products and strategies. Our dedication to flexibility and innovation ensures we are able to secure new and tactical opportunities for improved returns within your investment strategy. We help you understand as to how you can harness the experience and knowledge of an international team of investment professionals specializing in a range of asset markets and classes. We can create investment solutions based on individual securities and structures, or on a fully-funded collective investment approach. Our investors can benefit from a comprehensive range of investment products including alternative assets and derivative-based instruments, and exclusive solutions and products normally only available to large institutions. We are constantly developing new structures, products and investment strategies to protect assets and manage specific risks and exposures. Take advantage of our specialist investment services for onshore and offshore investors.

You can benefit from:

- Proactive, tailored service
- Ongoing contact with your investment management team
- Regular valuations and performance updates
- As much control over your investments as you want
- All the advantages of a well-diversified portfolio

At LCP, our constant endeavor is to forge strong relationships and our innovation and uncompromising ethical standards that have enabled us to develop global distribution & execution capabilities. We, at LCP, believe we have a substantial "knowledge arbitrage" over the market, helping our clients to obtain superior financial returns in a risk mitigated manner.

THIRD PARTY FUND

PROPRIETARY FUND

VERTICAL MEMBERS

**SUMEET CHUGH,**  
**Director**

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**MANISH AGARWAL,**  
**Director**

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# TRADE & STRUCTURED FINANCE

Our customized trade finance solutions offer a mix of manual and automated processes. We assist in protecting your business and your goods with access to tools that can prepare you for natural disasters, vendor defaults and other unforeseen risks.

## GENERIC SOLUTIONS

- Letter of Credit / Open Account
- Bank-to-Bank Reimbursement
- Supply Chain Financing
- Working Capital, etc.

Our innovative structured trade solutions go beyond classical trade finance off-the-shelf products to bring a customized value to larger, more strategic transactions and broader segments of the value chain.

## STRUCTURED SOLUTIONS

- Syndicated, Medium and Long Term Trade Related Loans
- Bilateral and Multilateral Agency Backed Finance
- Private Sector Insurance
- Secured Receivables Finance
- Project-Related Finance Structures
- Limited Recourse Export-Backed Finance
- Supplier-driven Medium and Long Term Finance Structures
- Silent Trade Payment Guarantees

Our solutions provide faster transactions of documents/money reducing transaction time and hence improving a system's overall performance. We offer end-to-end services for implementing the leading trade finance products. We possess strong domain knowledge in Trade Finance areas and offer best technology and practices to enhance trade financing systems. We reduce overall cost of implementation and maintenance to achieve high returns on investments

TRADE FINANCE

EXPORT IMPORT FINANCE

STRUCTURED TRADE  
FINANCE

RISK MANAGEMENT

STRATEGIC ADVISORY

UPSTREAM & DOWNSTREAM  
FINANCING

STRUCTURED FINANCE

VERTICAL MEMBERS

**GOURAV SARAF**

Associate

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# STRATEGIC BUSINESS ADVISORY

LCP offers specialist business advisory services for industry targeted to assist our clients in strategizing for growth and consolidation covering the entire project development cycle and beyond.

Services are designed to help clients introduce new operational practices and business approaches that sharpen efficiency, enhance corporate image and improve financial performance. Our ability to provide such advice owes much to our sound commercial acumen and deep insight into industry sectors and linkages as well as our detailed knowledge of issues that affect business processes such as manufacturing, operations, marketing and finance.

We assist local and multinational corporate clients in market diversification and planning, strategies for restructuring and revival, product planning, financial management and business process restructuring. At LCP we take pride in our experience, the quality of our business advisory services, and our ability to work successfully with our clients toward maximizing shareholder value and achieving their business goals. Our number one objective is to enable our clients to make informed business decisions concerning every business opportunity. We work with business buyers, sellers, senior management, domestic and international business development teams.

Along with our business valuation service practice, our business advisory services consulting portfolio includes CFO services, financial performance planning, business plan development, design of sophisticated financial models, business opportunity assessment, and business evaluation.



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**MANISH AGARWAL,**  
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# ONGOING DEALS

## CORPORATE FINANCE

- An aviation MRO company for raising INR 400 Million.
- A leading Telecom company for raising INR 100 Million.
- A logistic Infrastructure Company for Raising INR 750 Million.
- An auto equipment manufacturing company for raising 550 Million.
- A company into turbine manufacturing space for raising INR 100 Million.

## DEBT SYNDICATION

- Replacement of Debt for an Infrastructure company ,of INR 400 Million.
- A Steel Company for raising ECB .
- An Aviation Company for raising Term Loan in INR 1200 Million.
- An Engineering for raising Bank Guarantee.
- A Leading Telecom Company for raising fund in its Italian subsidiary.

## INFRA & REAL ESTATE

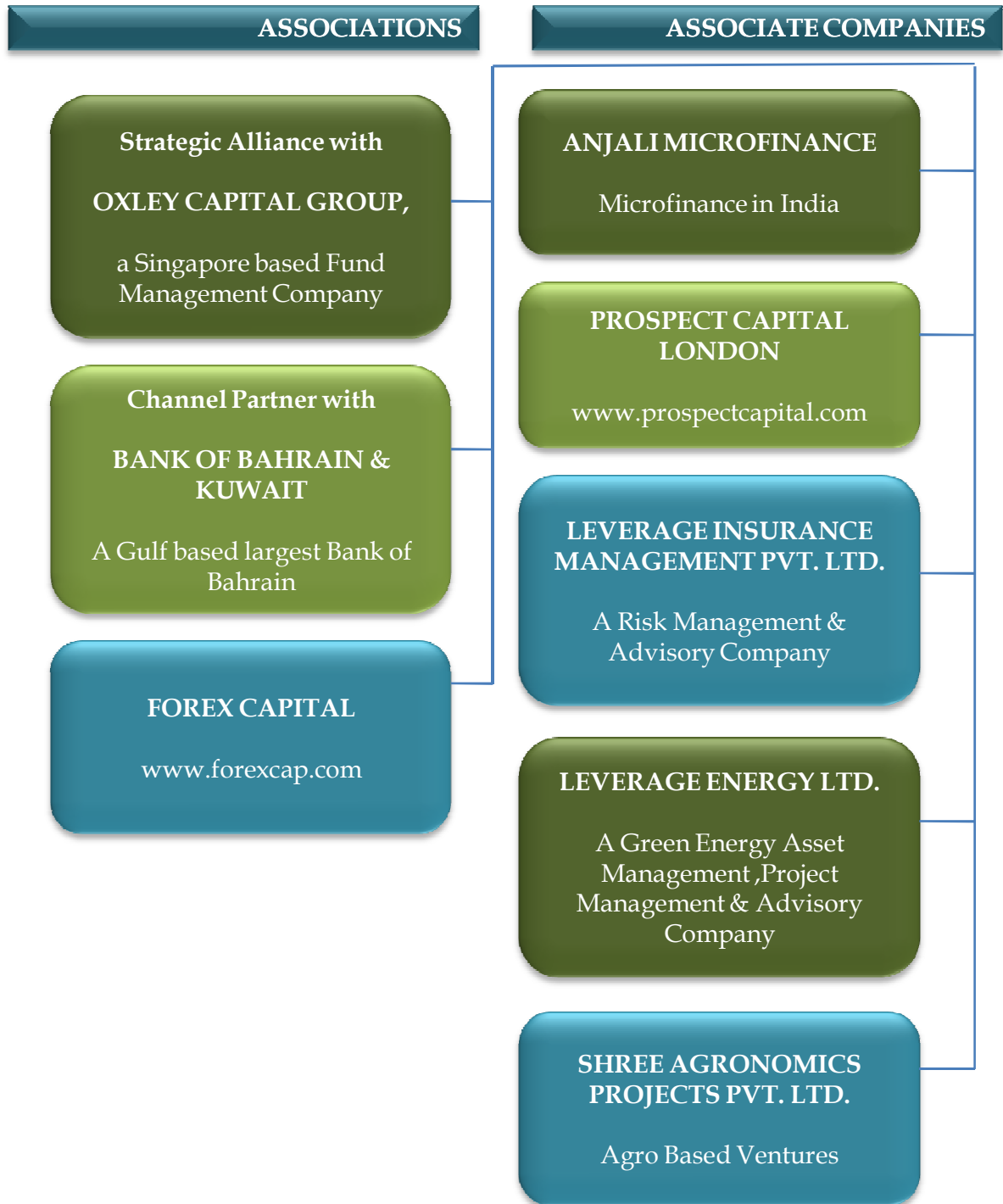
### PRIVATE EQUITY

- For a residential project in NCR.
- For residential Project in New Town

### DEBT

- For raising construction debt for residential projects in Bangalore.
- For raising construction Finance for Commercial Project in Kolkata.
- For residential project in Kolkata.
- For raising Construction Debt for Residential project in Kolkata.
- An IT company for Loan Arrangement , for their property in Kolkata.
- One of the largest investment Bankers in Bahrain for financing project in Bombay.

# STRATEGIC ALLIANCES



# CONTACT DETAILS

We have offices Located at Kolkata (Corporate Office),Bangalore, Delhi ,Singapore and London specializing on the various segments of financial & corporate services. Please send us an email at [corporate@leveragecp.com](mailto:corporate@leveragecp.com) or contact one of our team members.

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## BANGALORE

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## DISCLAIMER

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