



**Leverage Capital Group**

**THE POWER OF THOUGHT**

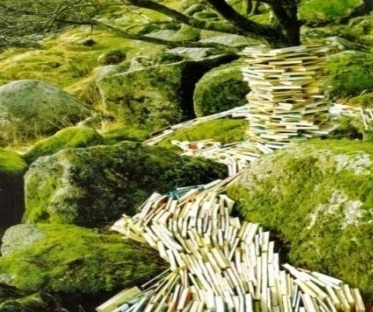


*A Bit Of Leverage can make The Difference*

*We Create*  
**OPPORTUNITIES**



*Transforming Your Business*



**Corporate  
Finance**

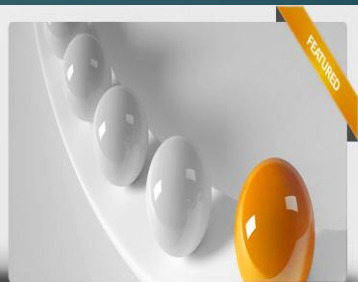


**Infrastructure &  
Real Estate  
Investment  
Banking**

**Mergers &  
Acquisitions**



**Trade &  
Structured  
Finance**



**Investment  
Management**



**Strategic Business  
Advisory**

# ABOUT LEVERAGE CAPITAL

## Background

- A boutique Investment Banking and Advisory Company offering specialized services in Capital Raising, Mergers & Acquisitions and Corporate Finance

## Experience as a Firm

- 15 years of experience in conceptualization, evaluation, structuring & closing deals across various sectors in domestic & international market.

## Experienced Team

- Seasoned professionals from top-tier Investment Banks, Private Equity Funds, Fortune 500 Companies and Accounting Firms with extensive experience across sectors in international and Indian markets

## Global Distribution Network

- A strong global distribution footprint covering investors and Corporates

## Presence

- Headquartered in Kolkata with offices in Mumbai, Bangalore, New Delhi, UK\* and Singapore.

# OUR VALUE PROPOSITION

## Global and Local Relationships

- Active relationships across the globe and in India with a strong ability to offer customized solutions with speed and flexibility

## Focus

- Strong focus on mid market companies and start up entrepreneurial ventures

## Strong Institutional Network

- Relationships with PE / Hedge / Mezzanine Funds, Sector-Focused Funds, Family Offices, National and Global Banks, and Institutional investors

## Cross Border Capabilities

- Strong associations and deal execution experience of team across the globe and sectors

## India Knowledge

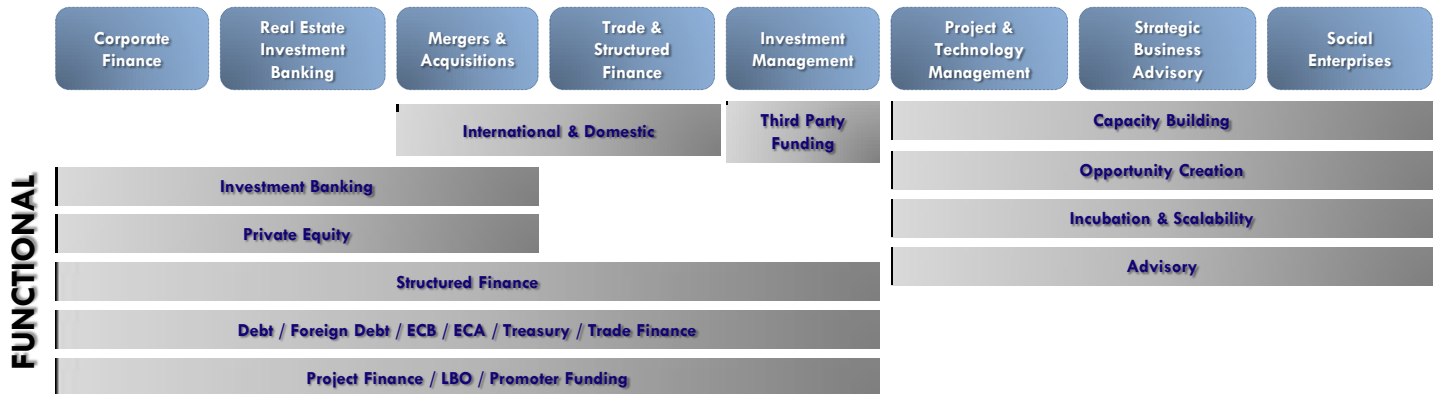
- “Feet-on-the-Street” approach enabling quick solutions
- In-depth India knowledge across sectors
- Well versed with regulatory framework and industry practices
- Deep understanding of the dynamics of entrepreneurial ventures/ businesses

***Global access and cross-border expertise with mid-market focus***

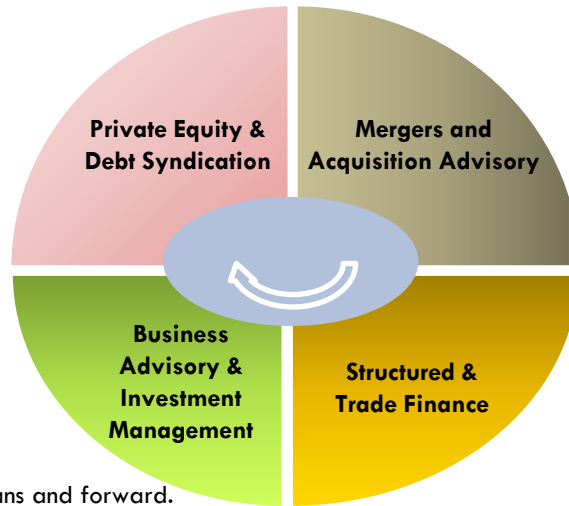
# LEVERAGE CAPITAL – THE DIFFERENTIATOR

1. One Stop Solution for all Financial Services & Advisory needs.
2. Entire gamut of syndication activities i.e. Private Equity, Debt Syndication.
3. Extensive network & market reach.
4. Proactive & Innovative Solutions.
5. Thinking ahead and value addition.
6. The group of passionate people.
7. Medium to large sized deals.

## VERTICLES



# OUR SERVICE OFFERINGS



## Fund Management

- Planning to actively take up Fund Management
- Focusing on Principle Lending, Securitized Lending, Mezzanine Funding etc.

- Development of Business Plans and forward.
- Preparation of the Information Memorandum and assessment note.
- Identification of prospective buyers/ sellers/ investors.
- Equity & Business Valuations, and Financial Models.
- Devising various transaction options and alternative structures to maximize the objective.
- Organizing investor road shows.
- Corporate & Debt Restructurings to add/enhance/optimize value to all the stakeholders.
- Strategic India entry inbound & outbound advisory both for Greenfield and Brownfield.

***One Stop Firm for All Investment Banking and Advisory Services***

# PRIVATE EQUITY & DEBT SYNDICATION

**Leverage Capital** offers complete **end-to-end solutions** which address the key issues at every stage of the financing process, from **conceptualization to transaction completion**.

## Laying the Foundations – the Leverage Way

- Capabilities to circulate the opportunity to selected yet comprehensive investors
- Review financing and related strategic options
- Optimize capital and corporate structure
- Prepare management for capital raising and after
- Transaction structuring and valuation
- Closing & Funding

## Deliverables – Transactions and Financings

### Equity Financing

- Private Equity
- PIPE
- GDR's and ADR's
- Seed Capital
- Strategic Partnership

### Debt Financing

- FCCBs
- ECBs
- Loan syndication
- Hybrid capital instruments
- Securitization

### Mezzanine Financing

- Convertible Instruments
- Hybrid Instruments
- FCCB

### Acquisition Financing

- Leverage Funding
- Non Cash Structuring
- Consolidation Funding
- Role Up Strategy



# MERGERS & ACQUISITION ADVISORY

**Leverage Capital** M&A Team possesses unmatched analytical approach and strong relationships across the globe. Its experience and excellence in executing domestic as well as cross border deals help its clients realize maximum benefits from such transaction.

## **Service Offerings :**

- Identifying appropriate target , sellers and potential buyers
- Mapping the right selling or buying strategy
- Preparing complete presentation material
- Deal structuring for maximum benefit ,And negotiations
- Consolidation Management
- Administering the Due Diligence process
- Interim Management
- Final Negotiations and Agreement(s)

## **Deliverables – Transactions and Financings**

### **Corporate Transactions**

- Mergers
- Acquisitions
- Divestments
- LBOs and MBOs
- Strategic Alliances and JVs
- Restructurings

### **Geographies**

- United States
- Latin America
- Africa
- UK & Europe
- South East Asia
- Australia

### **Sectors**

- Manufacturing
- Infrastructure
- Oil & Gas
- Food & Agriculture
- Natural Resources & Mining
- IT Services

- Suitable Target
- Acquisition Financing
- Interim Management
- Consolidation , Structuring, Listing & Value Upliftment

# STRUCTURED & TRADE FINANCE

**Leverage Capital** has partnered with key banks and financial institutions globally to offer the following trade finance / transaction backed products, even in diverse countries like Middle East, Africa, China, Europe ,Eastern Europe, Singapore, Japan , Korea, UK, USA etc.

## Deliverables - Total “On the ground” Support

### Trade and Structure Finance

- Buyer’s Credit / Suppliers Credit
- LC Bill Discounting
- Factoring
- Forfeiting
- Receivables Financing / Vendor Financing / Dealer Financing
- The structured financing solutions includes ECA financing, Credit Insurance backed receivables financing and payables financing, First Loss Default Guarantee / Limited Recourse backed dealer financing.
- Project financing solution mixed with insurance backing, mezzanine structure, leasing, deferred credit, Securitization Reserve Financing, Off take agreement financing & Strategic partnership.
- Working Capital solution through inventory financing, raw material procurement, tolling, cash & carry structure, reserve financing & securitization.
- Credit enhancement, surety & performance bonds, retention money bond & other solution for domestic & international projects & funding.

# STRATEGIC BUSINESS ADVISORY & INVESTMENT MANAGEMENT

**Leverage Capital** 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'

## Leverage's Offer :

- Substantial "knowledge arbitrage" over the market
- Sound commercial acumen
- Deep insight into industry sectors
- Understanding of linkages and detailed knowledge of issues that affect business processes such as manufacturing, operations, marketing and finance.
- Maximizing shareholder value and achieving their business goals
- Practical approach & out of box solution

## **Deliverables – Transactions and Financings**

### Strategic Advisory

- Business Opportunity Assessment
- Market Diversification and Planning
- Strategies for Revival and Restructuring
- Product Planning
- Financial Management
- Business Process Restructuring
- India Entry Services inbound & outbound

### Investment Management

- Customized Investment Solutions
- Comprehensive Range of Investment Products Including Alternative Assets and Derivative Based Instruments
- New structures, products and investment strategies to protect assets and manage specific risks and exposures

# KEY PERSONNEL



**Deo Hirawat**  
Partner

- Having 28 years of extensive experience & relationship with most of the Indian & foreign Financial Institutions, Banks & Government & Business Houses
- Specialized in Corporate Structuring , M&A and international placements.
- A fellow member of the Institute of Chartered Accountants of India.



**Manish Agarwal**  
Director

- Mr. Agarwal has 15 years of experience in Investment Management and Financial Services Industry.
- He is a strategist and has promoted several sustainable businesses in India and believes in value creation through innovative ideas & building organizations with identified leaders
- He is a Chartered Financial Analyst, MBA, and a Cost & Management Accountant by qualification.



**Sumeet Chugh**  
Partner

- More than 15 years of experience as a commercial & investment banker. with special focus on Real Estate & Infrastructure sector.
- Advised some of the leading real estate developers on their financial structuring, deal sourcing and project acquisition. His prior experience includes works in structured finance, loan syndications, project finance, private capital placement and many more.
- He holds a degree of a Chartered Accountant.

# KEY PERSONNEL



**Indranil Biswas**  
Executive Director

- He has a total of experience of 40 years in the strategic planning and advisory.
- He had been the MD of Duckback Group, one of the leading consumers goods companies in India & abroad , where he had set up a subsidiary company in Colombo, Sri Lanka.
- He was Director of PwC working in the area of Project Finance & IT. Also worked as ED in WEBEL, a Govt. of WB enterprise for Electronics & It. He was the President of the All India Rubber Industries Association, a member of the ISO Committee of EXIM Bank of India.



**Soumitra Lahiri**  
Executive Director

- He is an accomplished mission focused senior management and finance professional with extensive overseas as well as indigenous of over 3 decades and held key positions in various multinational conglomerates in locations soared over India, Middle East and Africa.
- He is by qualification M.Com from Calcutta University, F.C.A and CMILT

# KEY PERSONNEL



**Ashish Giria**  
Associate Director

- More than 7 years of experience in corporate finance, business restructuring, banking, due diligence, valuation, documentation & audit. He has been involved in deals relating to M&A, placing equity/debts for large corporate groups and formulating various financial strategies / business plans for organizational growth
- Prior to joining Leverage Capital, he was with Anand Rathi Financial Services Ltd as an Assistant Manager in their Investment Banking & Corporate Finance division ..
- He is an Associate Chartered Accountant from Institute of Chartered Accountants of India.



**Manoj Lahoti**  
Associate Director

- He is an MBA from IBS Hyderabad.
- Manoj has about 6 years of extensive experience in the placement of corporate debt and equity instruments of the companies across diversified sectors.
- He is responsible for identifying business opportunities and liaising with various financial institutions for the group's western region operations.
- Prior to joining Leverage Capital Group, he has worked for Reliance Capital, Money Matters and Toyal Group etc where he has successfully completed many syndication.



**Koyel Mojumder**  
Vice President

- She is an alumni of Calcutta University and has about 9 years of extensive expertise in Business Development, Public Relations, Shipping and Investment Banking in both National as well as in International level.
- She is responsible for identifying business opportunities and liaising with various financial institutions for the group's national and international operations.
- Prior to joining Leverage Capital Group, She has worked for The Park Hotels, Transworld Group of Companies & LSI Financial Services Pvt. Ltd.

# KEY PERSONNEL



**Ankita Karnani**  
Business Director

- She is an alumni from the Pune University and has about 5 years of extensive experience in Real-estate, Financial services and Investments strategies, marketing and public Relations has been her forte.
- Responsible for developing & creating new business opportunities along with maintain clientele relationship.



**Gourav Saraf**  
Business Director

- He is taking care of Trade & Structured Finance activities like Buyers Credit, International alliances, Forfeiting, Factoring etc.
- He carries with him 5 years of experience in Financial Industry and other related fields .Prior to joining Leverage, Gourav was an Assistant Manager in Barclays Finance (BILL) in Receivable Management unit. His work at BILL includes Empanelment and complete management of outsourced Agency, working jointly with FCU unit to check the frauds, Power of Attorney to sign the legal document and attending the court hearing in behalf of the BILL.
- Gourav is an MBA.



**Prasenjit Chakraborty**  
Senior Associate

- He has 6 years experience in Investment Banking – M&A, Due Diligence, Financial Research, Client Engagement and Business Development.
- Prior to joining Leverage Capital, he has worked with PricewaterhouseCoopers , Deutsche Bank, Copal partners.
- He is an MBA in Finance and Marketing

# KEY PERSONNEL



**Abhishek Agarwal**  
Senior Manager -  
Business Development

- He is a Management Graduate in Finance, Marketing and International Marketing from Indian Institute of Planning & Management (New Delhi)
- An accomplished and results oriented Senior Executive with extensive experience in CRM, business development, and product and services management within blue chip organizations in highly competitive markets. Highly developed leadership skills coupled with a strong customer insight approach. Highly developed interpersonal and communication skills with an excellent ability to motivate and lead teams in line with the strategic vision and corporate goals.



**Sunil Agarwal**  
Senior Manager –  
Strategy & Planning

- He has over 5 years of experience in various industry in strategy formulation and implementation. With a financial bend of mind, he is a multidisciplinary professional in the field of operational activities, business development strategy and corporate relationship management.
- Prior to joining Leverage Capital, he has worked with Vikram Group of Industries, Shracchi Group of Companies & SSJ Finance & Securities.
- He holds a degree of MBA in Finance & Marketing.



**Abhinav Jaiswal**  
Business Analyst

- He carries with him around 3 years' work experience in Financial Research & Analysis domain. Previously he has worked with companies like Amba Research (India) Pvt Ltd and Deloitte Touché Tohmatsu India Pvt Ltd, in the capacity of Analyst where he was responsible for preparing client deliverables in the Investment Research division.
- He is a qualified CFA from the CFA institute of USA. He has completed M.S. Finance and CFA from ICFAI university.



# RECENT DEALS



## McNALLY BHARAT Eng. Co. Ltd

Transaction & Placement Advisor for  
FCCB  
( Listed in Luxemburg )

**US \$ 11 Million**



## MARG Ltd

Transaction & Placement Advisor for  
FCCB  
( Listed in Luxemburg )

**US \$ 12.5 Million**



## McNALLY BHARAT Eng. Co. Ltd

Transaction & Placement Advisor for  
FCCB  
( Listed in Luxemburg )

**US \$ 10 Million**



## MARG Ltd

Transaction & Placement Advisor for  
GDR  
( Listed in Luxemburg )

**US \$ 15 Million**



Eastern Silk Industries Limited

## EASTERN SILK INDUSTRIES Ltd

Co- advisor for  
Equity Placement

**INR 550 Million**



## ELECTROSTEEL STEELS LTD

Advisor for  
Equity Placement

**US \$ 30 Million**



## McNALLY SAYAJI Eng.Co.Ltd

Structuring, Reorganization &  
Equity Placement

**US \$ 7 Million**



## MBE MINERAL TECHNOLOGIES Pte Ltd

Transaction Advisor for  
Deal & Acquisition Funding of a German Co.

**US \$ 16 Million**



## MARG INTERNATIONAL DREDGING Pte Ltd

Term Loan from Bank in Singapore

**US \$ 22.50 Million**



## AMIRA FOODS

Working Capital Funding

**INR 1000 Million**



## PREMCO RAIL ENG

Working Capital Funding

**INR 100 Million**



## MBE MINERAL TECHNOLOGIES Pte Ltd

Transaction Advisor for  
Acquisition of UK based Manufacturing Co.

# RECENT DEALS



Working Capital Funding

INR 50 Crore



Financial ECB with Bank

INR 450 Million



SUNCITY PROJECTS

Construction Finance  
( Multiple RE Projects )

INR 8000 Million



SHRACHI GROUP

Construction Finance  
( Retail Mall & Commercial Green Building )

INR 1050 Million



DHOOT DEVELOPERS LIMITED

Construction Finance  
( Commercial Office Buildings )

INR 550 Million



DREAM GATEWAYS HOTELS

Construction Finance  
( Hotel Project )

INR 510 Million

PASARI  
G R O U P

Construction Finance

INR 320 Million



DIAMOND GROUP

Construction Finance

INR 920 Million



EDEN CITY, MAHESHTALA

Construction Finance  
( Residential Project )

INR 350 Million



SALTEE GROUP

Construction Finance  
( Residential Project )

INR 180 Million

JAIN VINIMAY

Working Capital & Term Loan Funding

INR 180 Million



SHRACHI GROUP

Advisor for  
Equity Placement

INR 1500 Million

# RECENT DEALS



**USHDEV INTERNATIONAL Ltd**

Financial Advisory

**INR 500 Million**



**NANDI ECONOMIC CORRIDOR ENTERPRISES Ltd**

Term Loan  
(Bangalore Mysore Infrastructure Corridor)

**INR 2000 Million**



**MARG LTD**  
Advisory for  
Qualified Institutional Placement

**UNICON GROUP**

**UNICON MERCHANTS PVT LTD**

Corporate Funding

**INR 100 Million**



**STERLING DEVELOPERS**

Financial Advisory & Fund Raising

**INR 500 Million**



**WINDSOR GARDENS**

Financial Advisory & Fund Raising

**INR 950 Million**



**PRISHA PROPERTIES (INDIA)**

Financial Advisory & Fund Raising

**INR 250 Million**



**ARANI POWER**

Advisor for  
Equity Placement

**INR 200 Million**



**ELECTROSTEEL STEELS LTD.**

External Commercial Borrowing

**US\$ 20 Million**



**USHDEV GROUP**

Working Capital Funding in Hongkong

**US\$ 20 Million**



**RUIA GROUP**

Factoring Facility for German  
Company

**€ 10 Million**



**ELECTROSTEEL STEELS LTD.**

External Commercial Borrowing

**INR 500 Crore**

# OUR CLIENTELE

## Clients

- Adani Group
- Electrosteel Group
- GMR Project
- Gulf Finance House
- Karaikal Port
- MARG Group
- McNally Bharat Group
- Nandi Infrastructure(Bharat Forge)
- Spic Group
- Starlite Group
- Ushdev International
- Arani Power
- Amira Foods
- Eastern Silk Industries
- Ispat Group
- Jaiswal Neco Industries Ltd
- JVL Agro
- Monnet Group
- Premco Railway Engineering
- Ramswaroop Industries
- Rei Agro
- SAB TV
- Sadbhav Engineering
- RUIA Group
- BD & P Hotels
- Chittaranjan Housing
- Dhoot Developers
- Diamond Group
- Eden City Group
- Parsvanath Developers
- Pasari Group
- Saltee Group
- Shrachi Group
- Suncity Group
- Uppal Developers
- ViceRoy Hotel

# STRATEGIC ALLIANCES



# STRATEGIC ALLIANCES



Investment Management Company based out of Singapore, having diversified portfolio in RnE, Agro, Natural Resources, Real Estate & Others. The group manages US\$ 1 billion, across Asia & Australia. Leverage Capital is a strategic partner for inbound & outbound Indian Business



- Strategic management buy-outs and buy-ins
  - Venture capital / Greenfield projects, Special situations investments
  - Infrastructure fund management
- 

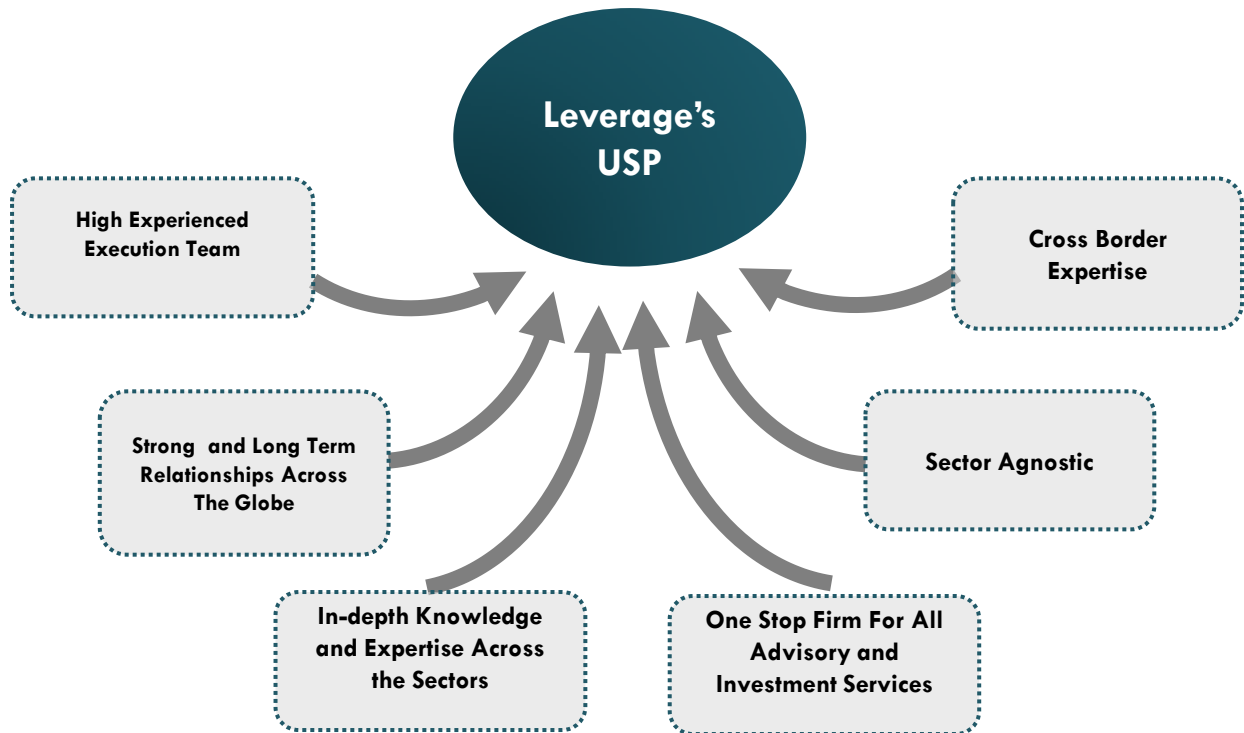


- Direct equity and mezzanine investments
  - Real estate investment trust management
  - Property development and investment joint ventures
  - Real estate securities fund management
- 



- Offers full range of wealth and asset management services, financial planning and capital expansion planning

## TO SUM IT UP.....



# CONTACT US

We have offices Located at Kolkata ( Head Office),Mumbai, Delhi , Bangalore, Singapore , German and London specializing on the various segments of financial & business services.

You may send us an email at [corporate@leveragecp.com](mailto:corporate@leveragecp.com) or contact one of our team members.

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## **DISCLAIMER**

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