



Contents

About Unified Vision Capital

Our Services

Our Focused Sectors

Value Proposition

Our Credentials

Founders

Contact Us



About Unified Vision Capital Pvt. Ltd. (UVCPL)

Who we are

We are a Global Investment Bank established in 2011, committed to enhance value for our clients. We are known for the quality of our services, integrity of our conduct and application of scientific methodology at work.

Where we work

We are a Global company headquartered in New Delhi, with pan-India presence and offices in Mumbai, Chandigarh and Noida. We work through our representative offices and partners across the globe in key geographies such as Middle East and the UK.

What we do

We provide an array of Investment Banking services to corporates by timely facilitation of debt and/or equity funding at attractive rates to support their strategic and critical financing needs. We help our clients cut through the complexities of fundraising & executing transactions, mergers and acquisitions, and financing key projects through a team of expert advisors.

Our People

Our Team consist of 40+ professionals bonded together, with personal commitment to provide best-in-class services to our clients. Our team comprises functional experts and industry specialists with professional qualifications such as CA, CFA, and MBA.

Our Services

Our motto - Affirmation & Value Creation

Propel to provide the best support on the complex transactions to help our clients grow

Investment Banking Service

We are resolute on providing capital raising services to enable our clients in meeting their financial requirements

Investment Banking



Expertise in assessing financial requirements of corporates, raising funds from institutional and private investors, providing structured/ non-structured financing, and assistance in mergers & acquisitions.

Fund Raising



We assist in raising fund for our clients through traditional as well as non-traditional instruments.

Private Equity



We assist Private Equity (PE) fund houses to raise capital from investors. We also provide fund placement services to PE funds, right from the fund development to final closure.

Corporate Advisory



Our corporate advisory services broadly entails client-focused research, information memorandum preparation, business consulting, risk mitigation, and transaction support.

Corporate Finance

We provide tailor made solutions to meet fund based and non-fund based requirements of corporates

Structured Finance

We develop structured finance options by aggregating debt / equity instruments

Syndication

End-to-end assistance in debt syndication from structuring financing options to negotiations and deal closure

Mergers & Acquisitions

We enable our clients' inorganic growth through mergers and acquisitions

Investment Banking Services

Corporate
Finance

Structured
Finance

Through our best-in-class Corporate Finance services, we intend to



Assist Corporate in securing credit lines: Both Fund and Non Fund Based



Retain the credit worthy clients by ensuring expeditious disposal



Rationalize fee income by optimizing the cost of delivering the best possible service



We work closely with project lenders to focus on key issues affecting the potential financial performance of the object

We develop Structured Finance options by

Re-Capitalisation: Applying improved combination of Debt and Equity

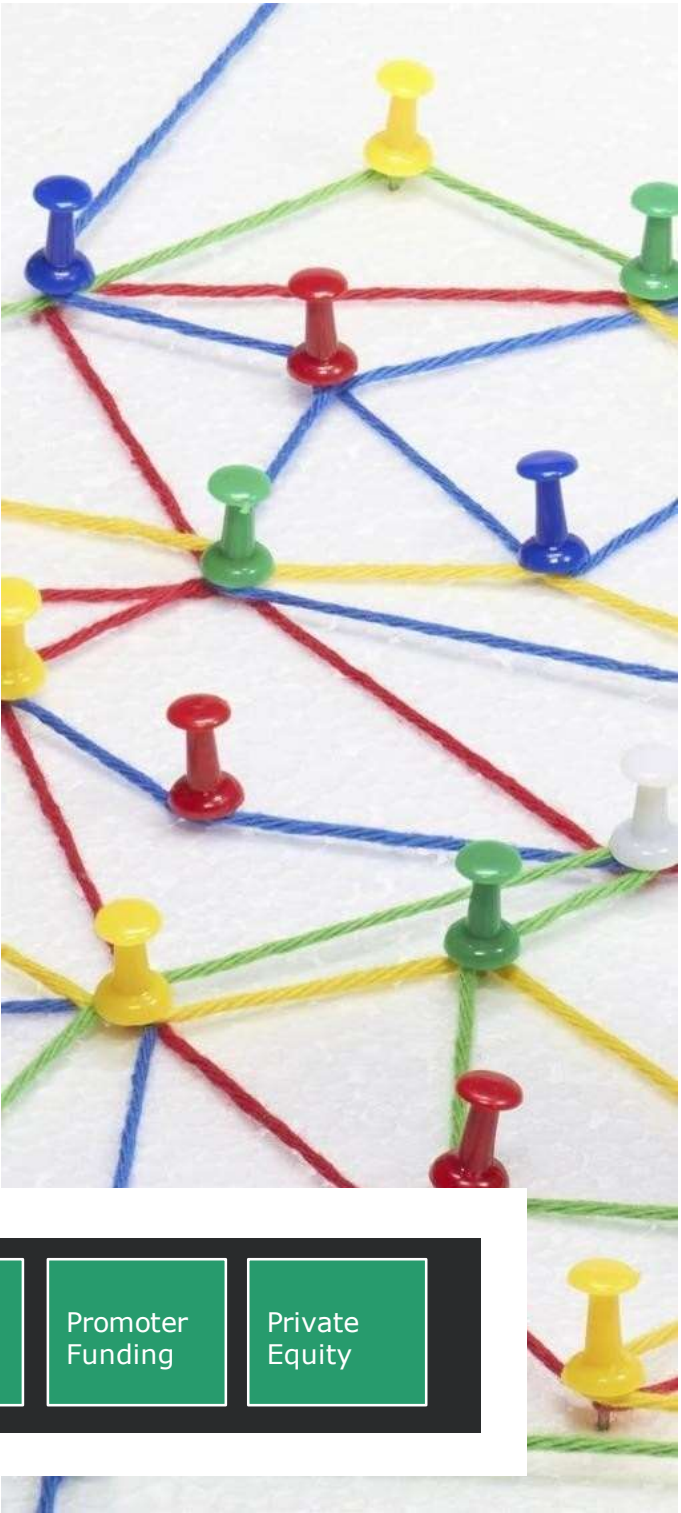
Providing range of options for buyer of all asset classes



Risk redistribution



Creating Win-Win situation for all the Stakeholders



Some of the structured finance options:

Acquisition
Funding

Bridge
Finance

Promoter
Funding

Private
Equity

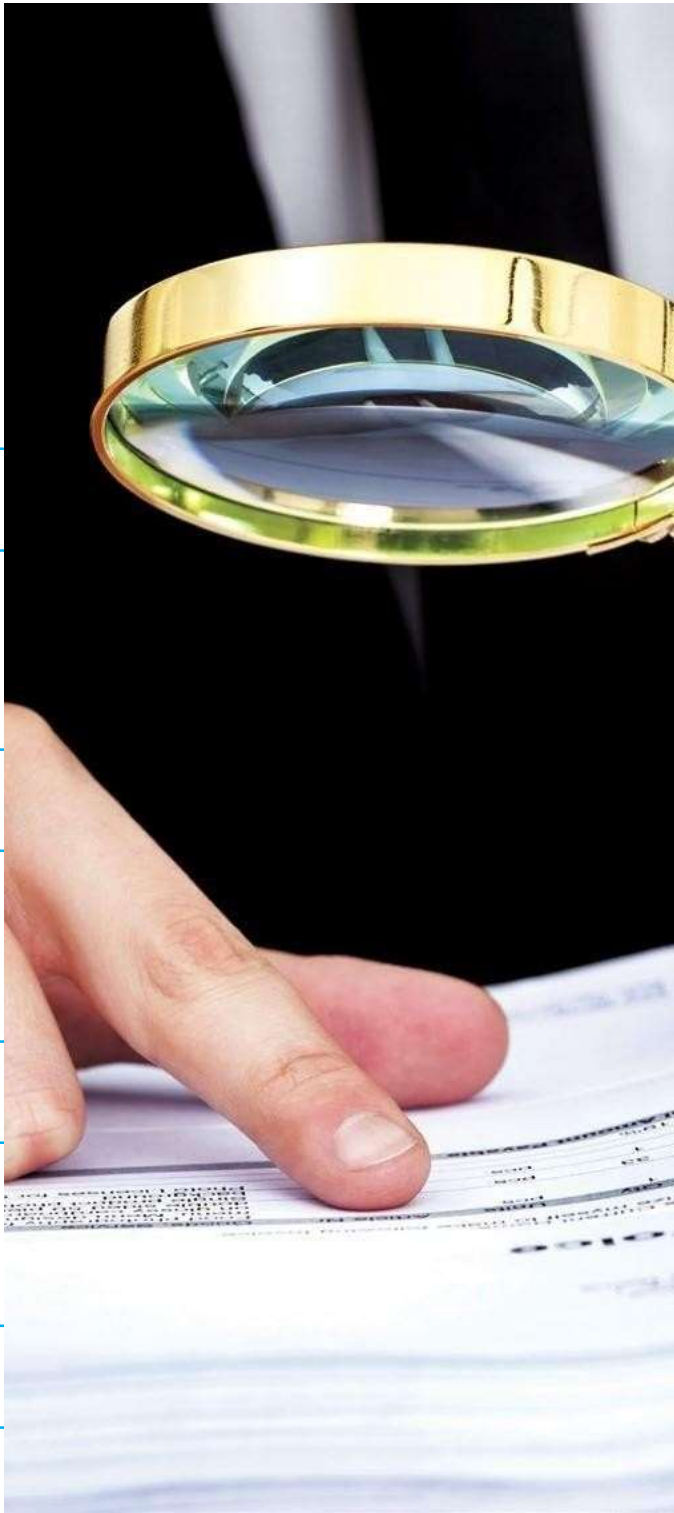
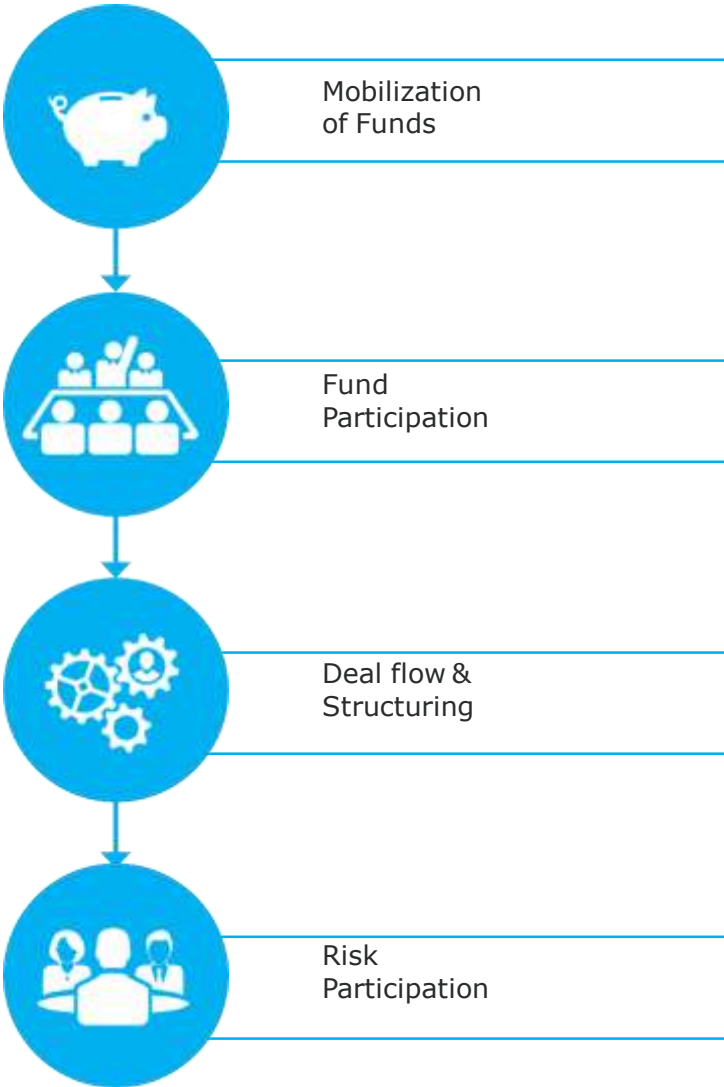
Investment Banking Services

Syndication

Merger & Acquisition

Our lifecycle approach to debt syndication proposed action

Evaluating the proposals for Banks/ FI, negotiating and recommending the proposed action



Key facets of our M&A services

Creating appropriate structures to successfully combine two autonomous organizations



Strategic Planning



Target Identification & Screening



Transaction Structuring & Execution



Fund Raising

Fund Raising activities we undertake include

Private Equity

We provide the following Private Equity services



Corporate Finance

Raising funds for corporate requirements such as project finance, working capital, and term lending.

Money Market

Raising finance through money market instruments such as Commercial Paper, Non Convertible Debentures and Bonds.

Structured Finance

Raising Funds through structured instruments such as secured loans, share placement, promoter funding, pre-IPO funding and mezzanine funding.

Private Equity

Raising private equity capital for the PE Fund Houses and corporate entities.

Cross-Border Fund Raising

Raising foreign funds in the form of foreign loans such as external commercial borrowings, foreign currency convertible bonds, buyers credit, and equity through inbound FDI.

Non-Traditional Financing

Raising funds through non-traditional instruments as and when required.



Fund Raising for PE Fund Houses

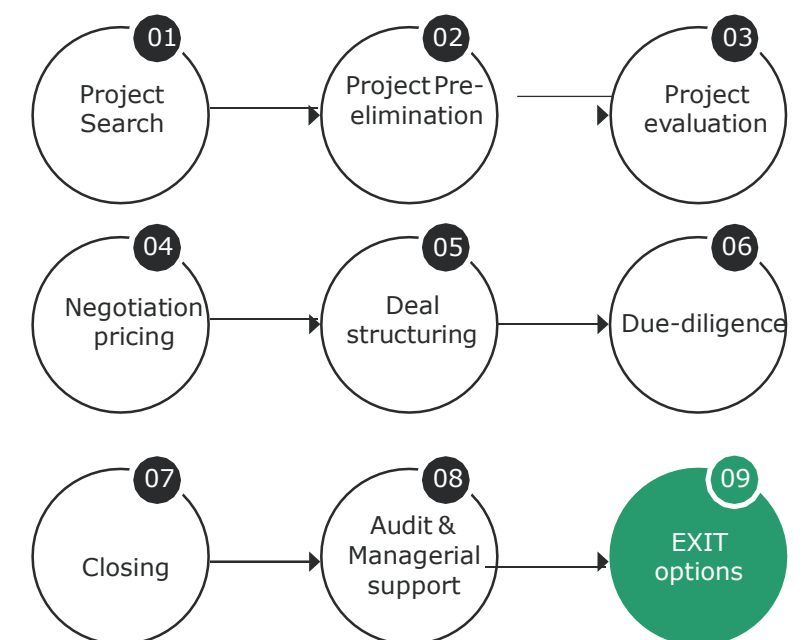
We assist in raising funds for Private Equity / Venture Capital funds and listed funds from banks, financial institutions, pension funds and family offices.



PE Fund Raising for Corporate Entities

Our fund placement services are customized to client's requirements and aim to cover all aspects of PE fund raising right from the development of fund proposition to final closure.

Our typical PE investment process covers the following modules



Corporate Advisory

Our transaction expertise in valuation, deal structuring and closure instil confidence among investors, executives, and business groups we serve



Our advisory services help firms construct meaning and purpose relevant to their business so that they adapt and adjust to their changing environment. In particular, we drive the following practices:

- Research and Scenario Analysis
- Information Memorandum, Financial Modeling, Sensitivity analysis, Presentations and Pitch Reports.
- Business Consulting covering different

Aspects of Corporate Affairs and Project Appraisal

- Transaction Support: Mergers & Acquisition, Valuation, Pricing, Negotiation, Deal structuring and EXIT Options

Our Focused Sectors

1 Infrastructure



- Roads & Bridges
- Ports
- Solid & Waste Management
- Social & Commercial Infrastructure
- Education Institutions
- Hospitality
- Logistics
- Storage & Warehousing
- EPC

2 Manufacturing



- Steel
- Coal
- FMCG
- Chemical
- Non Metallic
- Engineering
- Auto & Auto Ancillary
- White goods

3 Real Estate



- Residential
- Commercial

4 Healthcare & Pharmaceuticals



- Hospitals
- Pharmaceuticals
- Diagnostic Chain

5 Energy



- Electricity Generation: Thermal Power, Solar Power, Wind Power, Hydro Power
- Distribution & Transmission

6 Agriculture



- Food Processing
- Dairy & Poultry
- Farm Equipments

7 Others



- New Technology & Innovation
- Retail

Value Propositions

Unparalleled Intellectual Capability

Our team is a perfect blend of highly skilled people endowed with diverse professional qualifications in the banking and finance ecosystem



Domestic and Cross-Border Resourcing

We differentiate our pragmatic service delivery approach by bringing in the wealth of sector specific experience of our people



Sector Focused Service Delivery

We are adept at financing strategic projects of our clients by raising funds from domestic as well as from cross-border investors



Life Cycle Approach to Funding

We assist our clients with varied funding options such as equity infusion or debt syndication to finance large projects at critical stages of its life cycle



Strong Industry Relationships

Relationship with key leadership positions in corporate as well as in public sector enterprises is our forte



Our Credentials

LENOVO1
2022-11-02 12:41:54

Value proposition is about the organizational philosophy about being customer centric and fair and ethical towards customers

Our Credentials

Pulsating the Healthcare & Pharma Nerves



A leading super specialty hospital chain in North India

A hospital group was facing severe cash crunch as it was servicing its debt to support expansion. Our solution provided the group with a structured funding proposition through Private Equity investment, replacing the debt. We advised an asset sale and leaseback structure, wherein a revenue sharing agreement between investor and the Group was executed.

We delivered value not only by facilitating fresh funding, but also by conserving the group's equity capital

A globally leading manufacturer of OSD formulations

This leading pharma company has significant presence in the CIS countries, hence the debtor conversion period was higher vis-à-vis its peers. This was decreasing the company's financial competitiveness. We executed a transaction by placement of shares with suitable financial institution and raising the working capital.

We added value by providing the much required buoyancy by uplifting its competitiveness and by ensuring its sound financial health

A Pharma company comprising bulk APIs and intermediaries manufacturing

The client required short term funds at low interest rates. However financing was not available at the desired cost. We identified suitable investor and the right financing instrument to meet the company's objectives.

We delivered value by assisting the client in timely issuance of Commercial Paper to procure funding from a suitable bank

A leading hospital chain in India and one of the most technologically advanced hospitals in the world

The client desired to raise short term unsecured loan by issuing Commercial Paper at attractive interest rate. The challenge was to gain mutual agreement of the borrower and the investor on the cost of funds.

By virtue of our strong relationships, we managed to introduce suitable banks assenting to provide short term loan at attractive rates

Our Credentials

Helping build the Indian infrastructure



A giant EPC company catering to Indian and International markets

To successfully execute its projects in pipeline, the client needed a working capital tie-up for timely fund flow to ensure uninterrupted business operations. However the primary challenge was to gain investor confidence in the infrastructure sector.

Through our pragmatic approach, we delivered value by judiciously convincing bankers and ensuring timely disbursement of funds at attractive cost

A construction company in public sector specializing in underground excavation and tunnelling

The client needed assistance in working capital financing to complete its infrastructure projects in pipeline. However due to the slow growth of the sector, financing was not readily available

Our inert ability to raise funds from suitable investors enabled us to drive value by facilitating finance at critical times of project execution

A diversified company and one of the construction leader in India

This leading construction company wanted to raise short term capital by issuing Commercial Paper. However lending was difficult as most investors lacked confidence in the sector.

We delivered value by assessing the specific needs of the client and translating it into a robust business case to win funding at attractive interest

Our Credentials



Navigating the Real Estate turbulence

A prominent Real Estate company in North India

The client was looking to develop a project at a site where the sector was at nascent stage. Gaining investor confidence was the major challenge for the client. We did extensive market assessment and was able to positively portray the financial viability of the project to suitable investors.

The value we added is by arranging project funding from a bank at reasonable cost that enabled the client to effectively develop a unique residential project

A prominent real estate player in the residential and commercial segment

The client was planning to develop a residential project in a Tier 3 city. As the funding requirement was large, project financing through term loan was challenging. We reached out to several financial institutions with viability of the proposed project and impressed upon the bankers for funding.

The impact we created was in availing timely funds through a consortium of banks assisting the client to successfully execute the project in the target location

Manufacturing to perfection



One of the leading manufacturer of auto grade steel

The client required funding to import raw materials for increasing its production capacity. Due to the high volatility in steel prices the company was experiencing challenges in procuring external funding.

We enabled the company to meet its objective of steel import by advising on the right channel of funding through a multinational financial institution

A leading Indian conglomerate with presence in over 90 countries

Lenders of the client were hesitant to provide additional funding as the project was undergoing time and cost overruns. The solution we provided was by arranging suitable funding for project completion.

We delivered value by providing the last mile funding through a Non-Banking Financial Company (NBFC) enabling successful project completion

Our Credentials



Enhancing Agricultural Productivity

A star agro trading house and agro commodity exporters in India

Bankers of the client were hesitant in funding as the collateral provided was not meeting the threshold requirements of the bank. The funding has to be done through a consortium of banks and the client was facing challenges in identifying and convincing the investors.

Through our extensive experience and technical capabilities, we managed to bridge the gap between the assessed limit and the sanctioned limit of the credit facility

A prominent dairy product processing unit in North India

The client was unable to meet the investor's norms for term loan and cash credit limit at the desired cost.

We negotiated the deal with suitable financial institutions and availed short term loan for the clients' business operations

A prominent player in Agriculture and allied activities in North India

To set up a new business unit, our client needed project finance at an affordable cost and within a stipulated timeframe. The proposed expansion plan was critical to the client's business success.

We delivered value to the client's growth as timely availability of funding enabled forward integration of its business

Our Credentials

Enabling the Lending Community



A fund promoted by Technology Industry leaders

The client is a venture Capital Fund with collective operating experience of over 200 years in the global environment, focusing on tech startups in B2B business. As the investors were hesitant in investing in Venture Capital funds, it was challenging for the client to raise project finance.

A prominent fund in India engaged in developing and nurturing India's mid-cap businesses

To fuel its growth and expansion, our client – an asset management and investment fund, needed to raise project finance. However realizing appropriate financing was difficult in the client's industry.

We skilfully assessed the requirements and the market scenario by identifying suitable investors and managed the project finance through a family fund

Through our relationship driven approach, we added value by identifying suitable financial institution that agreed to the project financing demands of the client

Energy to drive the Economy



A market leader in India and the world's top ten global renewable energy solution provider

The company was sailing through a phase of financial stress and needed assistance in raising fund. The solution we provided was not only to meet the working capital, but also to restructure the debt profile to ensure a consistent future cash flow.

We added value to the client by introducing them to suitable investors and ensured availability of liquidity at times of need

Hospitality to win guest loyalty

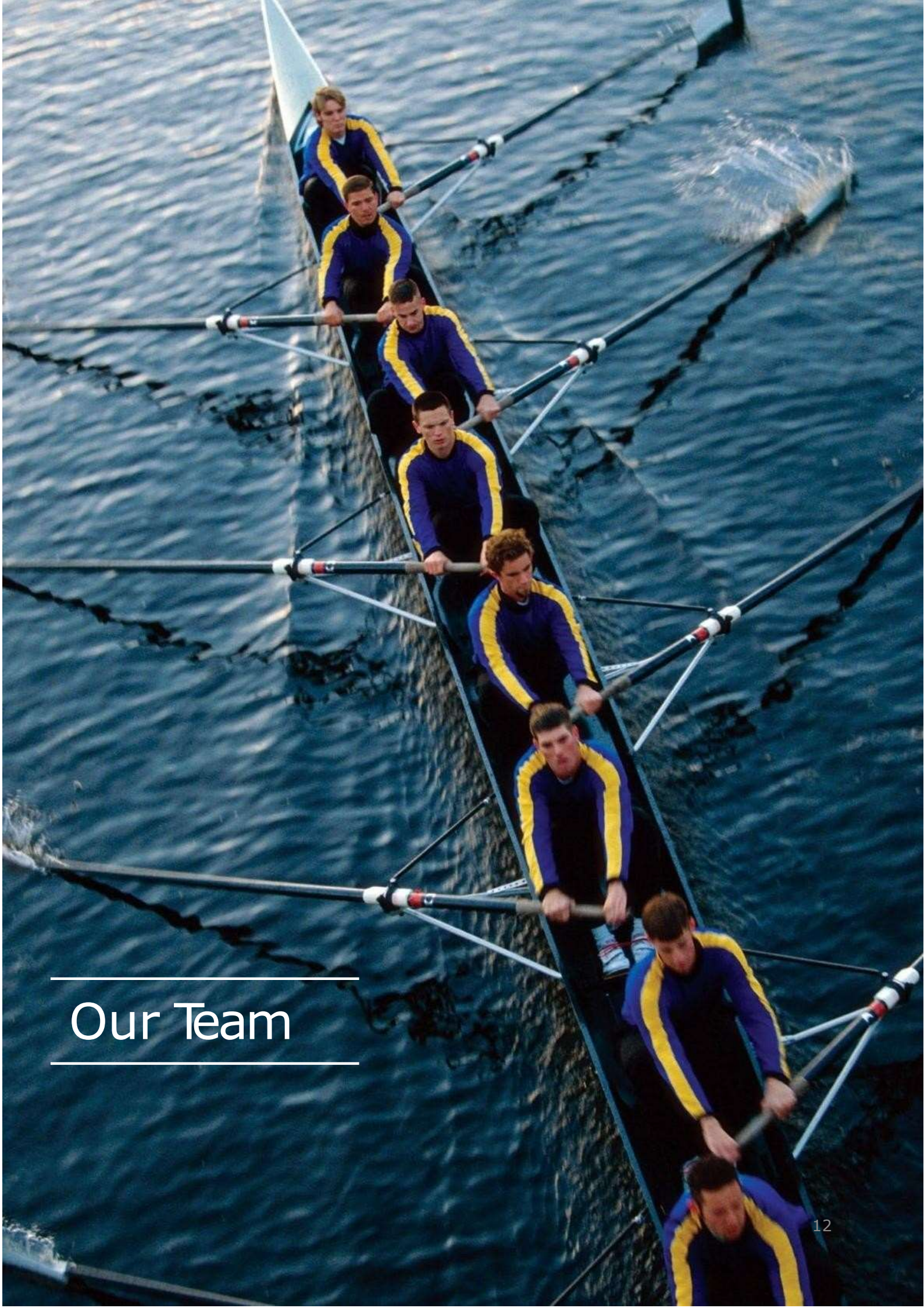


A popular hotel chain having its presence across India, Nepal, Sri Lanka and Bangladesh

The hotel chain was looking for a term loan to drive its growth and expansion plans but was unable to attract funding at the desired cost. Finding capital at an affordable cost was a daunting task, adversely impacting the client's business. Through our experience, we assisted funding from a bank at desired timelines.

We made an impact by enabling the client's ambitious plans of developing hotels at key locations in India, thereby meeting its mission critical objectives

Our Team



Founders

Ajay Kumar,
Chief Executive Officer

Mr. Ajay Kumar has over 26 years of experience in driving corporate banking, investment banking, fund raising, private equity and corporate advisory services.

He manages UV Capital's client relationships creating a team work environment to enhance productivity of the Company. Mr. Kumar is an executive management graduate from IIM Kolkata.

Nipun Mahajan,
Sr. Managing Partner

Mr. Nipun Mahajan has over 15 years of experience in private equity fund raising, project finance, due diligence, deal structuring, and valuation.

He has worked with top-notch financial institutions, consulting firms, and central government's skill development initiative project.

Mr. Mahajan is an MBA Finance and holds a CFA degree.

We have a team aligned with a common vision to transform how fund raising services are delivered worldwide. Our Team of 40+ professional comprises functional experts and industry specialists with professional qualifications such as CA, CFA and MBA, we bring together over 200+ years combined experience of team. The group collectively desires to unlock and provide value to the stakeholders, the leadership, and the organization. Overall, the organization is being geared to deliver excellence in Investment banking by pooling in the best available talents in the industry that is driven by passion and guided by values.



**Regd. Office
New Delhi**

47, Capital Trust House, New Friends Colony,
New Delhi 110025
Website: www.uvcapital.in

**Corporate Office
Noida**

G-1, Floor at Berger Tower,
Plot No. C-01 A/2,
DND Flyway, Sector - 16B,
Phone No : 0120 - 6953300
Noida - 201 301

Mumbai

One BKC, C Wing, Unit No. 716, 7th Floor,
Bandra Kurla Complex, Bandra (East),
Mumbai - 400051
Phone No : 022- 67139600
Fax No: 022-6713-9604

Chandigarh

SCO - 52 - 53, Level 1, Sector 9- D, Madhyamarg,
Chandigarh Postal Code : 160009
Phone No : 0172-46-10206 /20206
Fax No. : 0172-4630-206