

Casting **Vision** Creating **Value**

GLOBAL INVESTMENT BANKING

Precision Strategies | Seamless Execution | Amplified Outcomes

January 2025



www.uvcapital.in



GLOBAL INVESTMENT BANKING

14 YEARS OF EXCELLENCE

Crafting bespoke financial solutions since 2011

GLOBAL PRESENCE

*Operations across **seven domestic offices and offshore** representative offices*

70+ INVESTMENT BANKING PROFESSIONALS

*More than **400 years** of combined financial experience*

USD 3.5 BILLION + TRANSACTION VALUE

*More than **50 marquee** deals across equity, debt and M&A*

MANAGING GLOBAL COMPLEXITY

***One-third of transactions** handled required cross-border expertise*

SECTOR EXPERTISE

*Deep expertise across **high-growth sectors***



GLOBAL PRESENCE

- Headquartered in **India with a global outlook**
- Two foreign representative offices in **the UK and Netherlands**
- Offices in key financial hubs: **Noida, Delhi, Mumbai, Pune, Chandigarh, Hyderabad & Chennai.**
- One-third** of transactions handled in our portfolio required cross-border expertise



OUR EXPERTISE: ARCHITECTING FINANCIAL SUCCESS



DEBT SOLUTIONS

- ✓ Corporate Financing: Structured Finance, project finance, mezzanine debt & working capital
- ✓ Innovative Structures: CCDs, CCPS
- ✓ Specialized Offerings: Special Situation Credit, Acquisition Finance and Promoter Financing



STRATEGIC EQUITY ADVISORY

- ✓ Public Markets: Block trades, follow-on offerings
- ✓ Private Equity: Pre-IPO investments, growth capital,
- ✓ Private Equity placement advisory for Private Limited companies



MERGERS & ACQUISITIONS

- ✓ Business / Asset Acquisition
- ✓ Company Acquisition
- ✓ Strategic Sale



CORPORATE ADVISORY SERVICES

- ✓ Tailored financial strategies
- ✓ Complex challenge resolution
- ✓ Long-term success planning



FUND RAISING



DEBT/CREDIT-BASED FUNDRAISING

- ✔ Structured Finance: Engineering complex financial instruments balancing risk and reward
- ✔ Corporate Finance: Providing comprehensive corporate lending solutions
- ✔ Special Situations: Navigating challenging financial landscapes with critical support



EQUITY-BASED FUNDRAISING

- ✔ Capital Markets – Listed Equities: Orchestrating sophisticated transactions in public markets
- ✔ Capital Markets – Unlisted Equities: Facilitating pre-IPO investments and significant stake transactions
- ✔ Private Equity Fundraising: Structuring tailored solutions for growth-stage and mature companies



MERGERS & ACQUISITIONS



STRATEGIC SALE

Orchestrating high-stakes divestments for optimal seller outcomes

BUSINESS / ASSET ACQUISITION

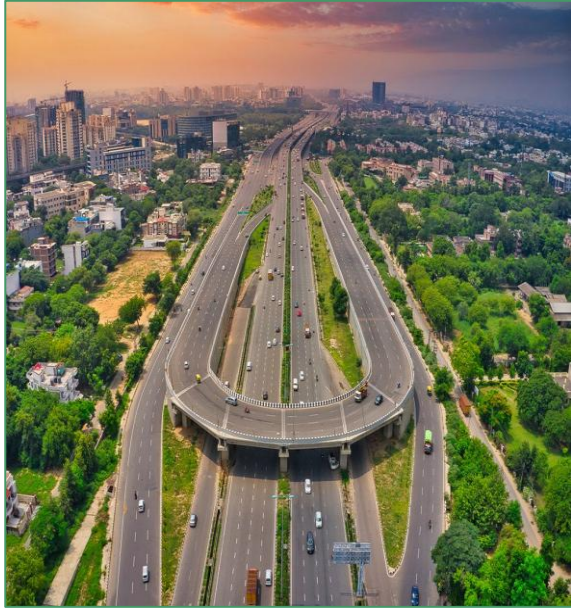
Managing targeted acquisitions to expand capabilities or enter new markets

COMPANY ACQUISITION

Navigating full company takeovers from due diligence to deal closure



VERSATILE EXPERTISE ACROSS KEY INDUSTRIES



INFRASTRUCTURE

Structuring complex financial solutions for transformative projects



ENERGY & RENEWABLES

Comprehensive advisory across the entire energy value chain



HEALTHCARE & LIFE SCIENCES

Biotech startups to multinational pharmaceuticals



REAL ESTATE

Complete bouquet of real estate clients



VERSATILE EXPERTISE ACROSS KEY INDUSTRIES



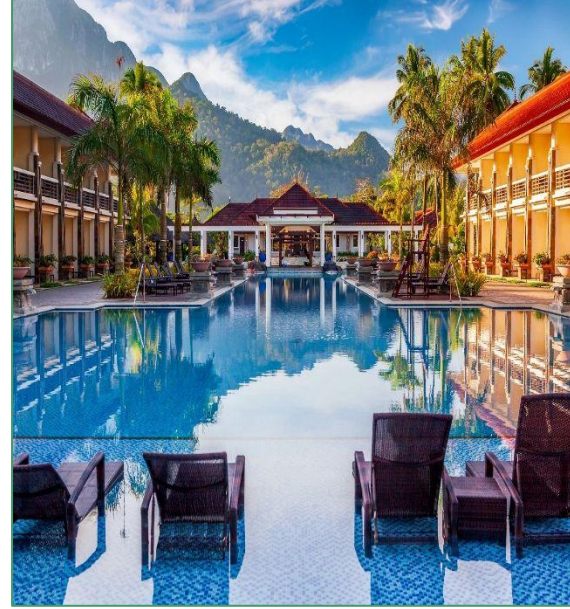
MANUFACTURING & INDUSTRIALS

Optimizing operations and expanding global footprint



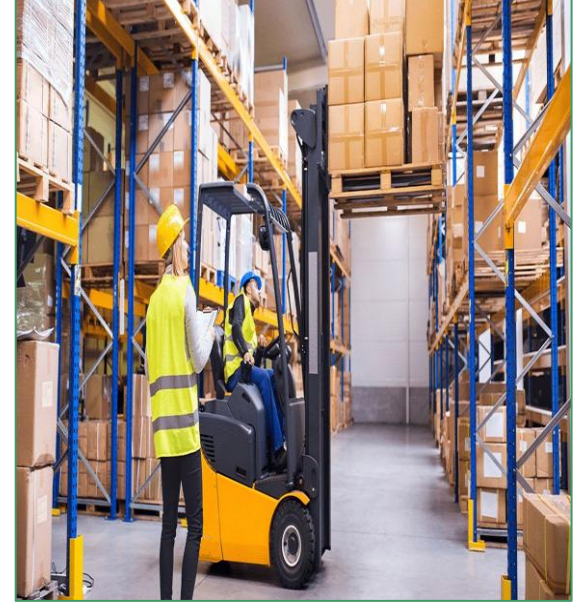
AGRIBUSINESS & FOOD TECHNOLOGY

Tailored solutions addressing unique sector challenges



HOSPITALITY

Innovative deal structuring for diverse property portfolios



WAREHOUSE & LOGISTICS

Keeping up with the trailblazing developments in the industry

Our team's ability to apply cross-sector insights, combined with in-depth industry knowledge, enables us to identify innovative solutions and capitalize on emerging trends across various sectors.



OUR AFRICA FOCUS - STRATEGIC EXPANSION



UNLOCKING AFRICA'S POTENTIAL

- ✔ Leveraging our global expertise to tap into Africa's rapidly growing markets
- ✔ Focus on key high-growth sectors: **Infrastructure, Energy & Renewables, Healthcare, and Technology**

OUR APPROACH

- ✔ Local Partnerships: Collaborating with established African financial institutions and advisors
- ✔ Cross-Border Expertise: Applying our experience in managing global complexity (**33% of our deals involve cross-border expertise**)
- ✔ Tailored Solutions: Adapting our services to meet the unique challenges and opportunities in African markets

KEY MARKETS

- ✔ Initial focus on major economic hubs: **Nigeria, Kenya, South Africa, Egypt, and Ghana** - Plans for gradual expansion into emerging African markets



GLIMPSES OF OUR TRACK RECORD

*Raised USD **650 Mn+** in pre-FPO funding for a global telecom leader through anchor investors.*

Company needed capital mainly to set up new 5G sites and expand the existing 4G network in India.



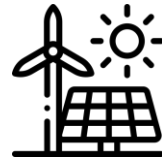
We were strategic advisors to bring-in global Foreign Institutional Investors as anchor investors.



GLIMPSES OF OUR TRACK RECORD

Debt funding for refinancing with enhancement for a solar power project in India with a capacity of 56 MWp of USD 25 Mn+.

The client specializes in developing and operating world-class infrastructure assets. Their portfolio includes projects in power, transportation, ports, terminals, and natural resources.



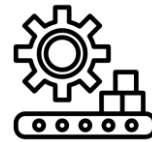
We gave enhancement on the expected cash flows to the company, on the other hand, provided adequate comfort to lenders meeting their expectation on project financing matrices.



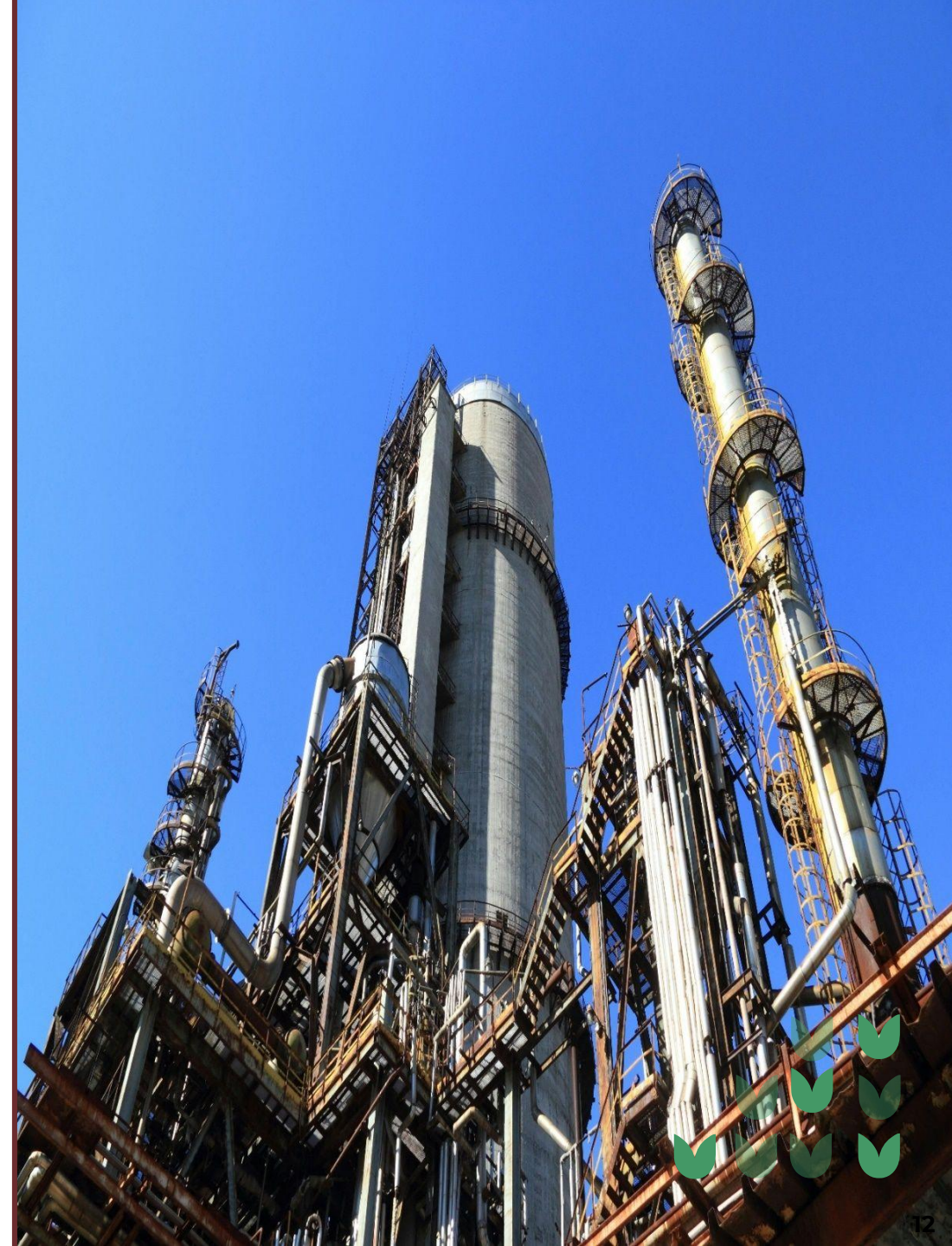
GLIMPSES OF OUR TRACK RECORD

*Strategic sale worth USD **90 Mn+** of chemical plants owned by a US-based company.*

The client has global presence with **20+** chemical manufacturing plants across **10+ countries**



We identified and represented the buyer side for sale of client's India-based plants



GLIMPSES OF OUR TRACK RECORD

*Monetization of **USD 220 Mn+** block held by an offshore institutional investor ahead of IPO through secondary sale to domestic institutional investors.*

The client was an offshore Asia-based institutional investor seeking a partial monetization of its holding in a tech based hyperlocal food delivery entity, ahead of public listing.



*We created required liquidity for the offshore institutional investor in record time of **4 weeks** by garnering **2.5X** subscription for proposed block. Secured optimum pricing for buy side investors with sizable arbitrage potential for downside exit.*

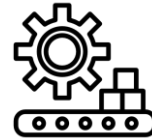
Facilitated both Buy & Sell side with market intelligence, price discovery, documentation closure, obtaining third-party Tax and Valuation opinions, coordinating cross-currency remittances and documentation support in RBI/FEMA compliances.



GLIMPSES OF OUR TRACK RECORD

*Demand of **USD 9 Mn+** of Anchor investors through QIBs and **USD 4 Mn+** pre-IPO was met with a mix of Institutional investors and HNIs.*

The client is a leading Indian manufacturer of tractors, cranes, and other agricultural machinery exporting to **20+ countries** across Europe, Asia and Africa.



We helped them with finding the right set of investors for pre-IPO earmarked for a plant setup, keeping a good tenure engagement and industry mapping in mind.

This required a consultative approach for investor onboarding which was executed seamlessly, inviting anchor book handling request from BRLM which they usually handle.

*The turn around was **~3 months** for pre-IPO and **~1.5 months** for meeting Anchor investor demand.*



GLIMPSES OF OUR TRACK RECORD

*Strategic acquisition of prime real estate asset worth **USD 70 Mn+** by a leading Indian conglomerate.*



One of the oldest buildings in a prime location of West India with complexities of sellers and managers.

We facilitated the buyer and enabled the deal with multiple stakeholders in the ecosystem.



WHY CHOOSE UNIFIED VISION CAPITAL



Deep sector expertise across high-growth industries

- Specialized knowledge in **10+ sectors** including Infrastructure, Energy & Renewables, Real Estate, Healthcare and Pharmaceuticals

Proven track record of successful deals and satisfied clients

- **\$3.5+ billion** in transaction value across 50+ deals in equity, debt, and M&A
- Successful equity (including secondaries) deals in **new sectors viz. telecom, education, agricultural manufacturing and tech-based consumer services** within current financial year

Global perspective with local market insights

- Company and representative offices in **3 countries**
- **33% of deals** involving cross-border expertise

Global Financial Partnerships

- Strong networks with global **PE funds, FIs, DFIs and pension funds**
- Collaborations with **banks, NBFCs and private credit funds**



WHY CHOOSE UNIFIED VISION CAPITAL



Commitment to long-term client/investor relationships and value creation

Industry leadership and pioneering deals

Tailored, innovative solutions for complex financial challenges

- Significant part of our business comes **from repeat clients and referrals**
- Longstanding relationships with domestic and international investors and lenders for evolving portfolios
- **~USD 350 million fundraising** in the renewable energy equipment manufacturing space over 10 years ago (then perceived as a high-risk segment)
- **CEO and Co-Founder's background in India's pioneering and marquee Corporate Banking, Private Equity and Venture Capital organizations**
- **Bespoke strategies** leveraging cutting-edge financial instruments and market intelligence
- Facilitating the **right financial instruments structured** optimally in terms of costs, returns, tenors and business value generation



OUR TEAM

Founding Team



Ajay Kumar

Founder & CEO

With **over 26 years of experience** in **corporate banking, investment banking, fundraising, client coverage, private equity, and offshore fundraising**, Ajay leads the company's client relationships and fosters a collaborative work environment that promotes excellence and innovation.

Before founding Unified Vision Capital, Ajay held key roles at prominent financial institutions including ICICI Bank and IFCI Ventures, where he gained extensive expertise in treasury management and corporate banking. His leadership has been instrumental in **expanding the company's footprint** across five cities in India.

Ajay Kumar is an alumnus of the **esteemed Indian Institute of Management, Calcutta**, and is widely respected within the Indian financial services sector for his strategic insights and deep industry knowledge.



Nipun Mahajan

Co-Founder & Managing Partner

Nipun Mahajan is **Co-founder and Senior Managing Partner** at Unified Vision Capital since 2011. He leads several domains in the firm; including, but not limited to **Structured Credit, Private Equity, Investor Relations, domestic & offshore**.

With **over 17+ years of experience** in the financial industry, Nipun has successfully completed multiple transactions with varying requirements of debt and equity based fundraising and strategic financial solutions.

Before promoting Unified Vision Capital, he worked with ICRA Management Consulting and IFCI Venture Capital Funds Ltd and is now serving as a Sr. Managing Partner in his final stint. He is an MBA with commerce background and holds a **CFA L3 certification**.



OUR TEAM

Advisory Board



Ajay Bisaria
Senior Board Advisor

35+ years of distinguished diplomatic experience, including roles as Indian High Commissioner and Ambassador to multiple countries



Rajeev Talwar
Senior Board Advisor

Former IAS Officer with 35+ years of experience both as a bureaucrat in government sector as well as in a leadership role in the private sector.



Dr. Suresh Nanda
Senior Board Advisor

Extensive career in leadership roles at prestigious financial institutions, with expertise in international banking and new business ventures



A.K. Sharma
Senior Business Advisor

39+ years of experience at LIC of India, including successful leadership in real estate focused private equity fund raising



Dilesh Gathani
Strategic Advisor

26 years of global experience in leading large-scale profit centre operations across various technology and infrastructure domains



Kavita Mathur
Strategic Advisor

30+ years of experience in HR Transformation, Culture and People. Expertise in Organization & Leadership Development through culture transformation



OUR PURPOSE AND CORE VALUES

Our Purpose

Unified Vision Capital commits to collaborating with corporations to enhance their financial well-being and realize strategic growth goals. Our approach centers on delivering data-backed solutions that unlock enduring value for your enterprise.

Our values form the bedrock of who we are and how we function:

- ✔ **Integrity:** Unwavering commitment to ethical business practices
- ✔ **Transparency:** Open and clear communication in all our dealings
- ✔ **Accountability:** Taking responsibility for our actions and decisions
- ✔ **Continuous Learning:** Always evolving to stay ahead in financial landscape
- ✔ **Collaborative Excellence:** Fostering teamwork to achieve superior results





CONNECT WITH US



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