

# CAPITALSQUARE ADVISORS PRIVATE LIMITED

## Corporate Presentation

## About Us

We, CapitalSquare Advisors Private Limited (CSAPL) are SEBI registered category-I Merchant Banker and are fast growing boutique Investment Bank and amongst the preferred investment bankers in the mid market space.

We bring to you a strong and experienced team that has successfully delivered for several leading names in Indian business. Our people are intensely and perpetually client-focused. Clients in turn appreciate our knowledge, integrity, teamwork and quality of execution.



# Our Services

## Merchant Banking

IPO - Mainboard & SME

Rights Issue & Buyback

Takeover

Valuation

QIPs

ESOP

## Corporate Advisory

Financial Due Diligence

Stress Assets Management

Business Planning

Financial Modelling

TEV Study

## Equity Capital Raising

Placement of Listed/Unlisted Shares

Placement of Unlisted Shares

FCCB / ADR / GDR

Fund of Funds

## Debt Capital Raising

NCD & CP Placement

Term Loan

Working Capital

Structured Finance

Loan Against Shares/Property

## M&A Advisory

Strategic Tie ups

Acquisitions & Buyouts

Business Divestments

Buy/Sell Side Advisory

## Restructuring

Debt Restructuring

One Time Settlement

Recapitalization

Reorganization

# Our Strengths



One stop solution for  
all financial needs



Strong investors and  
lending community  
network



Proven track record in  
each of focus areas



200+ years of team  
experience in fund  
raising & advisory



250+ satisfied clients



Presence across India  
and key Asia Pacific  
markets

## Our Directors



**Sunil Kumar Manocha**

*Founder, Director & CEO*

Mr. Sunil Manocha is responsible for the strategic direction and positioning of the company, also working directly with the financial community and clients towards successful transactions.



**Geeta Manocha**

*Director*

Mrs. Geeta Manocha has more than 15 years of experience in the areas of HR & Admin. Presently she serves as HR & Admin Director of the group

# Our Team



**Viveka Singhal**

*Sr. Vice President*

An associate member of ICAI with over 10 years of experience in Investment Banking, primarily in Debt fund raising, Project Finance, Trade Finance, Structure Finance & ECBs



**Chander Prakash**

*Sr. Vice President*

Mr. Chander has over 35 years of experience in Banking & Mutual Fund Operations, Treasury & Fund Management, Wealth Management & Financial Services, Investment Banking and Advisory Services



**Rohit Yadav**

*Asst. Vice President*

Mr. Rohit has over 12 Years of experience in Investment Banking and Advisory Services. He has handled clients across all categories from mid to large Corporates to offer customized solutions in Debt & Equity Segment



**Senthil Pithambaram**

*Asst. Vice President*

Mr. Senthil Pithambaram has a rich experience of more than two decades into Supply Chain, Spend Analytics, Fund raising, Debt, Equity and M & A. Currently emerging into development of Fintech business models



## Our Merchant Banking Head



**Mihir Pandhi**

A qualified Lawyer with 26 years of experience which includes experience of more than a decade in secretarial and legal department of a listed company and over 16 years experience with category 1 merchant bankers. He has wide experience in handling large and complex merchant banking transactions in the field of IPOs, Right issues, open offers, buy backs etc. and handled various such transactions of large sizes.

## Associate Partner



**Surendra Reddy Challa**

Mr Surendra Reddy has rich experience of almost three decades into Debt Syndication, Fund raising, Participating in Equity rising through public issue by coordinating with Merchant bankers, SEBI, Stock Exchanges etc., have huge clientele network.



# Our Team's Experience in Merchant Banking



## Main Board IPO

*30 assignments*



## SME IPO

*20 assignments*



## Delisting of Securities

*27 assignments*



## Takeover / Open Offer

*47 assignments*



## Buyback of Securities

*6 assignments*



## Rights Issue

*14 assignments*



## Qualified Institutions Placement

*2 assignments*



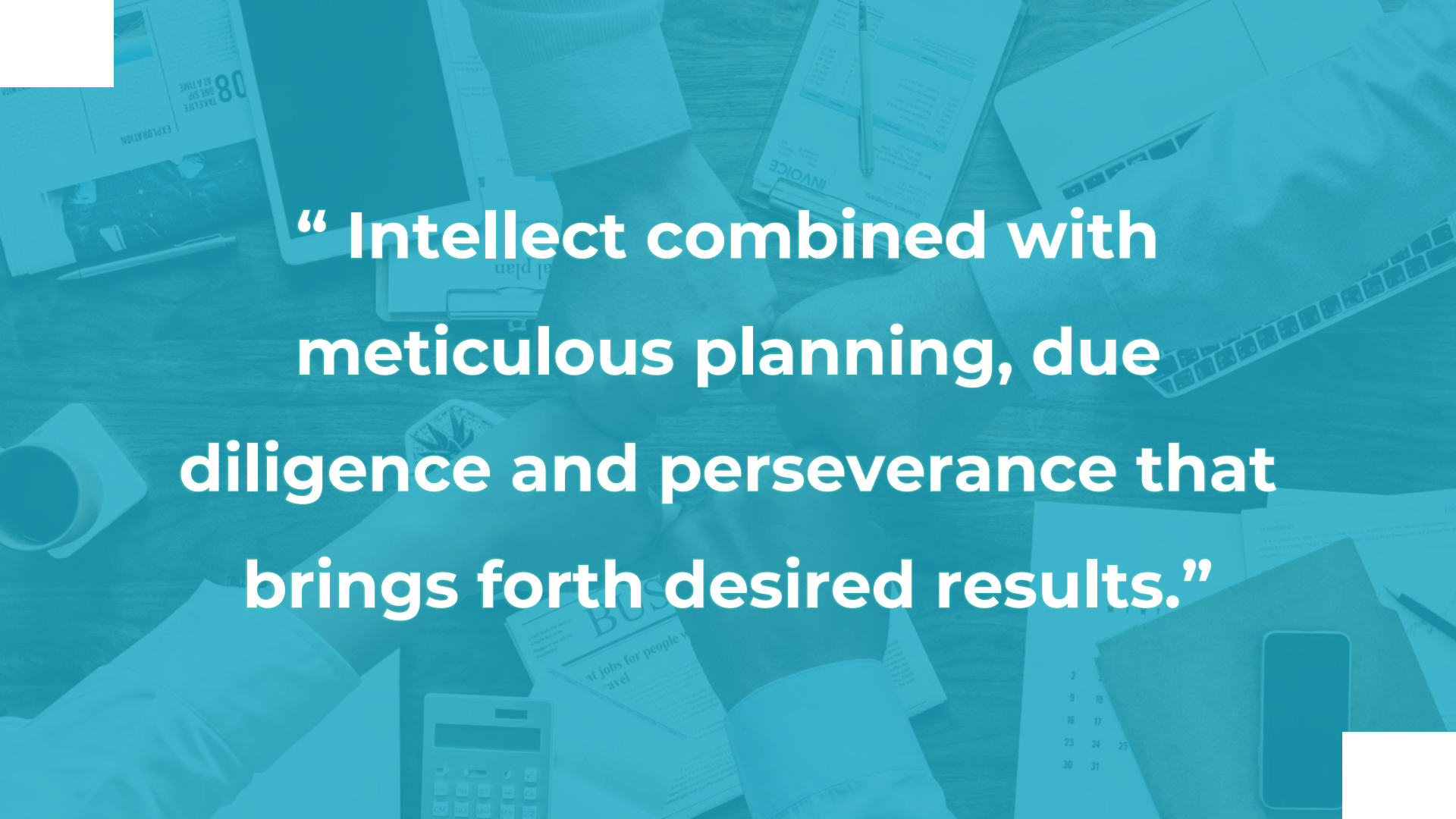
## Alternative Investment Funds

*2 assignments*

# Our Achievements

- ✓ Successfully restructured over 85 companies including 10 financial restructuring assignments involving large nationalized banks
- ✓ Successfully executed 10 private equity transactions across segments
- ✓ Successfully executed 10 Buyout and Advisory deals
- ✓ Completed financial due diligence of over 600 Corporate Accounts
- ✓ Completed valuation of over 400 Corporate Clients
- ✓ Completed Valuations of more than 900 companies in the last 3 years
- ✓ Carried out disinvestment of 8 public sector enterprises
- ✓ Managed over 30 public Issues across various industries
- ✓ Empanelled with 8 Banks for TEV studies
- ✓ Filing of most open offer transaction during Financial Year 2022-23





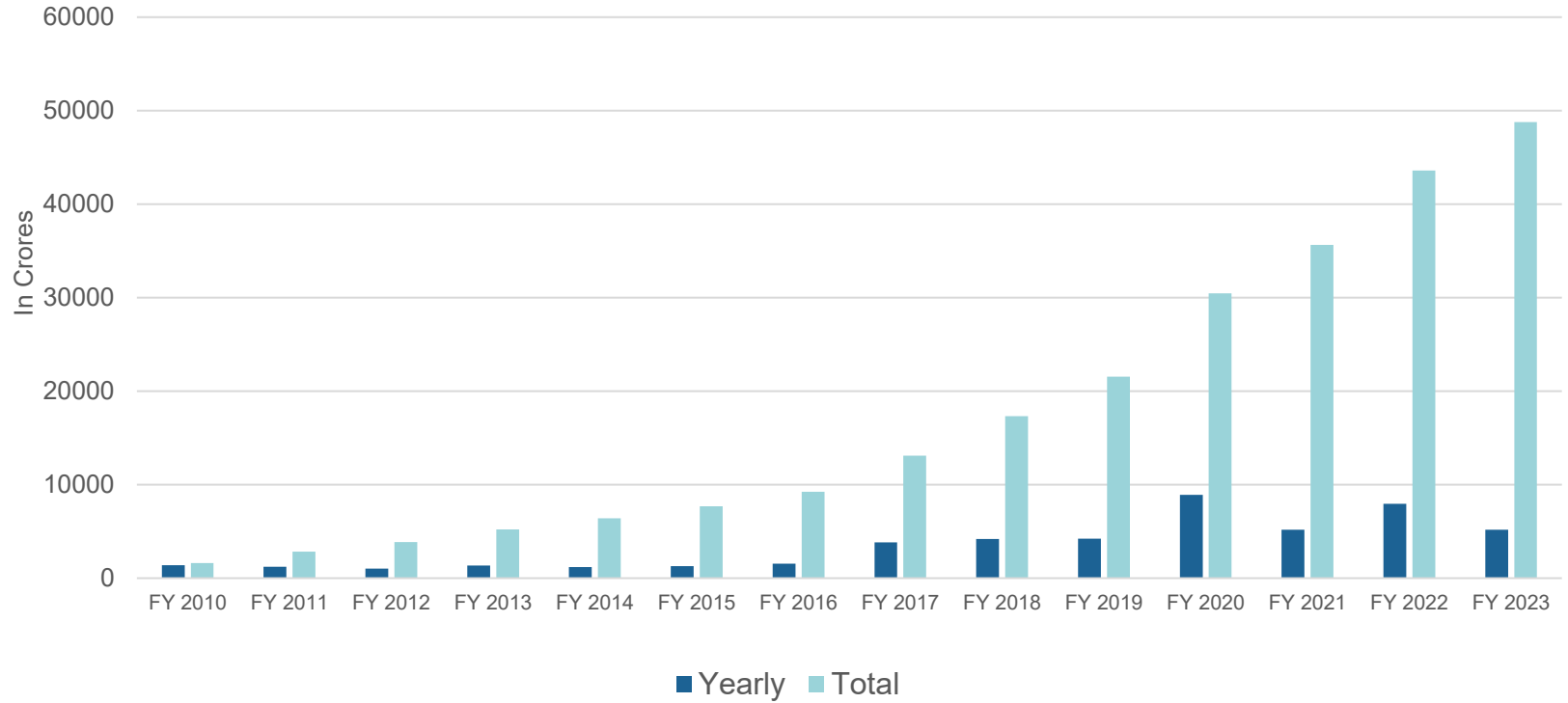
**“Intellect combined with  
meticulous planning, due  
diligence and perseverance that  
brings forth desired results.”**



# 487,844,100,000

Total fund raised in INR in the last 13 years

# Fund Raised



# NCD Issuance

from 1<sup>st</sup> April 2022 to 31<sup>st</sup> March 2023

- ✓ The company acted as one of the arrangers in the NCD issuance of over 73,000 Crs
- ✓ We are in Top 15 arrangers of NCDs in the Prime database

Name of Issuer	Issuance Size	No. of Issuance
Bank of Baroda	2,474	one issuance
Bank of Maharashtra	500	one issuance
Canara Bank	4,000	two issuances: 2000 Crs each
Gail (India) Ltd	2,500	one issuance
Hindustan Petroleum Corp Ltd	4,900	three issuances: a 1650 Crs issue, a 750 Crs issue, and a 2500 Crs issue
Housing and Urban Development Corporation Ltd	1,500	one issuance
Indian Oil Corp Ltd	10,000	four issuances: 2500 Crs each
Indian Railway Finance Corp Ltd	11,000	three issuances: one issue 3000 Crs and two issues of 4000 Crs
National Bank for Agriculture & Rural Development	5,000	one issuance
Nuclear Power Corporation of India Ltd	2,350	one issuance
Punjab National Bank	2,974	three issuances: one issue of 974 Crs and two issues of 1000 Crs
Small Industries Development Bank of India	22,000	four issuances: two issue of 5000 Crs and three issues of 4000 Crs
Union Bank of India	4,183	three issuances: a 663 Crs issue, a 2200 Crs issue, and a 1320 Crs issue
<b>Total</b>	<b>73,381</b>	

(Fig. in INR Crores)

# Equity Advisory

*Sole financial advisor for...*

## **Venture Fund**

Equity Placement  
Totalling INR 96.15  
Crore

## **Healthcare**

Private Equity  
Placement of INR 100  
Crore

## **Paper Industry**

Private Equity  
Placement of INR 20  
Crore

## **NBFC**

Private Equity  
Placement of INR 5  
Crore

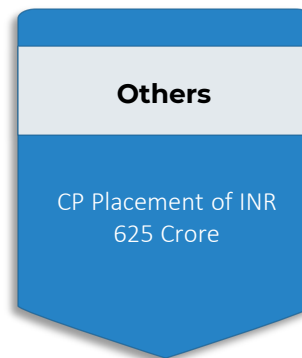
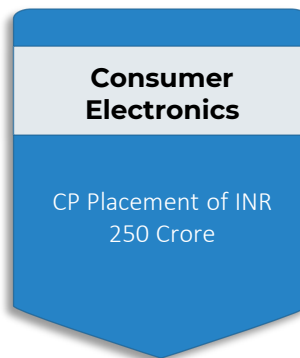
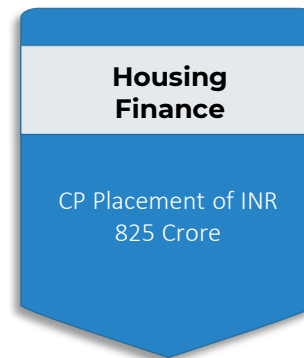
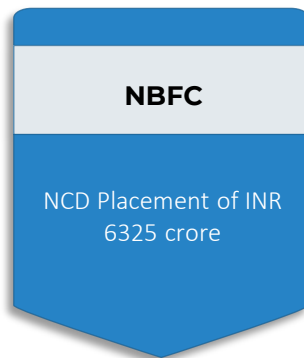
## **Education**

Private Equity  
Placement of INR 50  
Lakh



# Treasury Products

*Sole financial advisor for...*



# Restructuring Transactions

*Sole financial advisor for...*

## **Sugar Production**

Restructuring of Credit  
Facilities

## **Smart Education**

Restructuring of Credit  
Facilities

## **Learning Space**

Restructuring of Credit  
Facilities

## **Education School**

Restructuring of Credit  
Facilities

## **Prestressed Pipes**

Restructuring of Credit  
Facilities

# M&A and Joint Venture Transactions

## **Fitness Industry**

Sale of Promoter stake

## **Household Sector**

Sale of a brand to a listed FMCG Limited

## **Hospitality Sector**

Sale of 3 Star Hotel Property to a Leading Hospitality Company

## **Power Equipment**

Divestiture of transformer business to a Transformer & Switchgears Company

## **Infrastructure Sector**

JV between A Realty & An Infra Player For a INR 550 crores PPP project.

## **Infrastructure Sector**

JV between Two Realty Players for INR 500 crores PPP project

## **Telecom Sector**

Joint venture between Indian and French SP for Conference Services

## Valuation Assignments

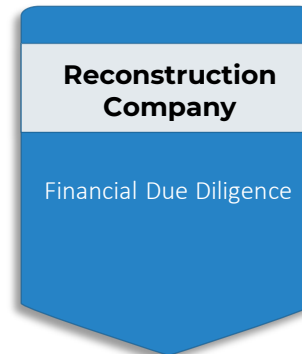
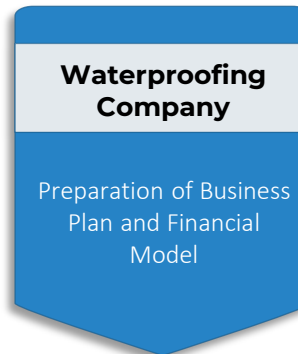
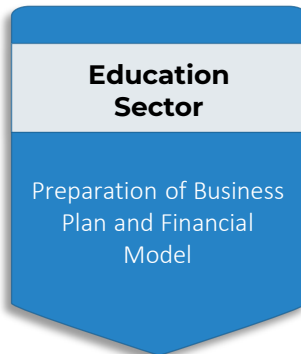
Sector	Assignments
Financial Services	102
Fintech	60
Cloud based platform	30
Manufacturing	45
IT and ITeS	40
Works Contract Services	15
Others	620
<b>Total Assignments</b>	<b>912</b>

## TEV Study Assignments

Sector	Project Cost (In Crore)	Assignments
Real Estate	1468.09	8
Solar Power	60.04	4
Textile	139.48	3
Steel Industry	300	2
Infrastructure	255	2
Education	78.35	2
IT Infrastructure	105.92	1
Others	346.08	7
<b>Total</b>	<b>2752.96</b>	<b>29</b>

# Corporate Advisory Transactions

*Sole financial advisor for...*



# Financial Due Diligence (FDD)

*Conducted FDD for Companies from various banks, some of these banks are ...*





# Our Valued Clients



ADITYA BIRLA GROUP



INDUS  
CHEMICALS



AL SALAMA  
EYE HOSPITAL LTD.



KIFS HOUSING FINANCE



MTC GROUP



Enabling Dreams. Empowering Lives.



Suprajit



The Power of Distribution



And many more..

## CapitalSquare Group

CapitalSquare is a well-established financial services group. It provides holistic spectrum of customized financial solutions to corporate across industries enabling growth and enhancing capital efficiency.

The Group is headquartered in Mumbai with operations across India. The Group has physical presence in key and emerging markets in India mainly the Tier I & Tier II metros.



# Group Structure

*Fundraising and  
advisory services*

**CapitalSquare  
Advisors Pvt.  
Ltd.**

**CapitalSquare  
Insurance  
Brokers Pvt.  
Ltd.**

*Risk management  
solutions*

*Distributors of  
financial products*

**CapitalSquare  
Financial  
Services Pvt.  
Ltd.**

**CapitalSquare  
Projects  
Consultants  
Ltd.**

*Turnkey solutions and  
project consultancy*

# Group Milestone

**2008**

We laid the foundation for CapitalSquare group with an employee base of 8 people and strong pipeline of projects and clients

**2015**

Ventured into Merchant Banking and obtained SEBI License to operate as Category-I merchant banker

**2021-22**

Launched Insure4Sure portal for purchasing of insurance policies for point-of-sales and retail customers

**2012**

Received license from IRDA (Insurance Regulatory and Development Authority) and started full-fledged Insurance brokerage operation

**2019-21**

Emerged as leader in carrying out valuation with completion of more than 900 valuation in just three years span

## Our Mission

- To be the preferred financial solutions provider for the client's financial needs by consistently delivering value through innovations and commitment.
- Our primary objective is to create avenues for wealth maximization for our clients through innovative strategies backed by expertise and vast knowledge base acquired by our team over the years.



# Group Presence





*For further details, please contact:*

**Mr. Sunil Kumar Manocha** (MD & CEO)

✉ [sunil.manocha@capitalsquare.in](mailto:sunil.manocha@capitalsquare.in)

☎ +91 9867009713 / 97024 46000

**Mr. Viveka Singhal** (Sr. Vice President)

✉ [viveka.singhal@capitalsquare.in](mailto:viveka.singhal@capitalsquare.in)

☎ +91 98333 65956

**CapitalSquare Advisors Pvt. Ltd.**

**Corporate Office:** 205-208, 2<sup>nd</sup> Floor, AARPEE Centre, MIDC Road No. 11, CTS 70, Andheri East, Mumbai – 400093.

**Branch Office:** Premises No. DPT 007, Ground Floor, Prime Tower, Okhla Industrial Area, Phase-I, New Delhi – 110020

**Phone:** 022 - 6684 9999 | **Fax:** 022 - 6684 9998

**Email:** [info@capitalsquare.in](mailto:info@capitalsquare.in)





**Looking Forward  
to Serve You**

**Thank You.**