



COMPANY PROFILE



Table of Contents

About Us.....	3
Services offered.....	4
Why Elysium Capital.....	4
How we do it.....	5
Our Team.....	6
Our work speaks for itself.....	8
Marquee Transactions.....	9



About us

Elysium Capital Advisory Pvt Ltd (Elysium Capital) is a boutique investment banking enterprise with a niche leadership in real estate ecosystem. Since our inception in 2012, we have brought in a new approach to real estate financing in the country. Headquartered in the financial capital of country - Mumbai, we have regional offices in Bangalore and Hyderabad.

We are an organization run and owned by a group of professionals who have built a culture of integrity, service and innovation. Our approach is driven by our senior management, a group of senior ex-bankers and professionals having an aggregate experience of more than five decades in project finance, business banking and investment advisory. The team drives business on an ownership based model taking full responsibility of clients and the associated financial institutions. Our goal has always been to be the first choice advisory company for anyone seeking project capital in India. To this end, our exclusive focus is to offer our clients a full spectrum of investment banking services including capital raising, debt syndication, deal structuring, corporate lease financing, working capital finance, mergers and acquisitions, private equity and research advisory.

Our experience and capabilities in raising capital for real estate and infrastructure companies is the hallmark of our success. We have assisted our clients raise over INR 4000 crores in the last four years of our operations while crossing more than INR 1100 crores in the last financial year itself. In all the transactions we have executed till now, we have worked on independent mandates and have had a success rate of more than 85%.

Elysium Capital was founded by Mr Subhash Udhvani – a senior corporate and retail banker. He is an IIM-B alumnus & a fellow member of Institute of Chartered Accountants of India.

Elysium Capital has been set up with a vision to be a pioneer in debt syndication and advisory services primarily in real estate sector providing boutique solutions to its clients.

With over 50 years of aggregate experience of its promoters in corporate sector, Elysium Capital thrives on its strong relationships with financial institutions, investors and corporate clients. Backed by a young and dynamic team, Elysium Capital is a frontrunner in providing innovative and best in class services to its clients. We take pride in retaining all the clients we have initiated a relationship which testifies our commitment and service oriented approach.

Elysium Capital provides structured financial products and designs innovative financial models with specialization in raising debt for Real Estate and Infrastructure Projects across all verticals with a personalized approach to each transaction.

Services Offered

- Debt Syndication and Project Finance Advisory - Elysium Capital's strong association with Indian banks, NBFCs, Foreign Banks and Global Financial Institutions has helped in executing mid and large ticket size debt proposals. These services address growth and expansion requirements and cover the entire spectrum ranging from project funding, receivables finance, asset backed loans, structured debt, offshore capital, special situations funds, restructuring, acquisition finance, external commercial borrowings and cross-border finance.
- Lease Financing Solutions – We advise clients having rent yielding income from commercial assets by arranging for them the appropriate lessee and a suitable structure for financing. Our strong networking with the investing community in commercial space and with various financial institutions ensures that we get the best possible terms for both lessor and lessee.
- SME & Corporate Solutions – Given the expertise of our team in sourcing of right opportunities in the SME space, we provide end to end advisory for SME financing including working capital finance, loan against property, bank guarantees, trade finance, and foreign currency loans. We also advise SME clients on debt restructuring and change/transition management.
- M&A and Private Equity Advisory – Elysium Capital has unmatched structuring expertise and team capabilities in offering end-to-end execution of both M&A and Private Equity transactions. We cover each stage of the deal process right from helping the client to source a buyer to building the deal structure, negotiating on terms of transaction and the actual execution.
- Business Commencement Advisory – We advise clients on new market entry, go to market strategy, formation of the business entity and compliance to various regulatory guidelines.

Why Elysium Capital

- We at Elysium Capital have a customer centric approach which is relationship oriented and always evolving.
- We have deep experience and niche expertise in handling transaction of Indian real estate businesses.
- Our team has extensive knowhow on the prevailing regulatory guidelines in various industries and sectors helping us in faster turnaround time in terms of documentation.
- We have a focused approach towards closure of the deal which entails time bound actionable and solution oriented interventions with both the client and the financial

institutions.

- We take end to end responsibility for the transaction through continuous engagement with the promoters and their core team, backed by research, financial assessment, due diligence and control on structuring.
- We have business presence nationally and success in transactions across important markets resulting in us having a primary insight on the markets and the local level peculiarities underlying the transactions.
- The entire team ensures that all interactions and dealings are transparent and crisp making the entire process of raising funds extremely smooth for the clients.

How we do it

- Need Assessment -
We understand the client's profile; assess the economic viability of the project and the associated need for finance.
- Deal Structuring -
We collect all the relevant information and documents, identify the appropriate financial institution(s), prepare the proposal note and cash flow analysis and negotiate the terms of the structure with institutions.
- Financial Closure -
We Coordinate and follow up for processing of the transaction with lender and client including coordination with agencies for legal, technical and valuation assessments. We obtain the sanction letter/term sheet from the lender.
- Handholding of Client -
We assist the client right from the personal discussion with the lender to completion of documentation, handling of interventions and queries and in completion of pre & post disbursement formalities.
- Customer Service -
Post the completion of the transaction also, we ensure continuous service to the client in terms of any monitoring or audit from the lender, regulatory compliance and exploring opportunity for refinance.

The Team

Subhash Udhwani - Founder

With 20 years of professional experience across various aspects of financial services, Subhash, the founder is the cornerstone of the organization.

An IIM Bangalore alumnus, a fellow member of Institute of Chartered Accountants of India and a qualified cost accountant, Subhash had a highly stimulating and successful stint in ICICI Bank in various capacities, primarily in the bank's corporate and real estate division heading Real Estate Credit and Asset Relation Group for the entire bank.

He has independently handled one of largest real estate portfolio in India having a client base of more than 110 corporates and structured and executed transactions of more than INR 25,000 crores across entire Corporate and Real Estate spectrum covering residential, commercial, malls, lease based financing and structured debt.

As the head of Asset Relationship Group, Subhash had also handled restructuring and stressed assets deals in close coordination with RBI and other syndicate bankers.

In his overseas stint with ICICI Bank, he served as deputy CFO for ICICI Bank's Europe operations based out of London.

Subhash is an avid traveller and trekker and has traveled across India and many of the countries across the world.

Naresh Kumar – Executive Director

Naresh has 19 years of professional experience in the BFSI sector. He has been a corporate banker associated with large financial institutions viz. Cholamandalam Finance, Citi Financial, HDFC Bank Ltd., Reliance Capital and ICICI Bank.

He specializes in the real estate financing and has thorough knowledge of various means of financing in the ecosystem. Naresh managed a book of INR 3000 crores of real estate exposure for ICICI Bank as the sales head for South India.

Prior to becoming an expert in real estate financing, he gained experience in core financial products viz. Loan Against Property, Lease Rental Discounting and Home Loan for financial institutions across South India.

Naresh is a mechanical engineer along with a Masters' Degree in Marketing from Central University,

Pondicherry and an MBA in Information Systems from JNTU, Hyderabad.

Amit Kumar – Chief Operating Officer

Amit spearheads deal origination in West, North and East India. He also heads the HR, operations and administration in the company.

He has 15 years of professional experience in quality business acquisition, relationship management and banking operations with Yes Bank, ICICI Bank and UTI Bank managing flagship branches and clusters in SME and corporate client acquisition and servicing.

Amit is an expert hand in managing critical areas of operations like handling of Ultra HNI relationships, handling critical regulatory cases and handling of comprehensive audits and SOX processes.

In his career he has been a recipient of numerous awards in Sales, Audit and Service Quality.

He has a Masters' Degree in Management Studies (MMS) from University of Mumbai and a Masters' Degree in Economics from the prestigious Delhi School of Economics.

Amit is an active Rotarian and supports causes related to youth, healthcare and social issues.

Komal Udhwani – Director

Komal is an industry specialist in Human Resources and CSR activities having worked relentlessly as an independent advisor in these areas. She heads HR, administration, customer service and CSR initiatives in the company. She holds a post graduate degree in Human Resource Management. Being an entrepreneur at heart, she has launched and managed some of the most successful design boutiques in Jaipur before co-founding Elysium Capital.

She has a proven people-management skills coupled with professional competencies in the areas of human resources and client engagements.

Prateek Jain - Vice President - Business Development

Prateek takes care of deal origination for corporate clients of Northern and Western India. He takes care of end to end delivery of the transaction including the proposal presentation, credit appraisal, client servicing, documentation and structuring of the transaction.

He also spearheads the company's marketing initiatives and has worked for large corporations for significant part of his career before beginning his journey as entrepreneur in 2012. He has played different roles from managing sales at a telecom firm to being the director of a company which focused on international trading of metals.

Prateek holds a degree in engineering from the University of Nagpur.

Mittal Shah – Senior Manager - Credit

Mittal takes care of the credit and risk assessment department and existing premium client relationship. She has extensive experience in deal structuring, credit monitoring and financial analysis. She has worked on numerous assignments related to loan syndication across sectors with a specialization in real estate and textiles. She is a Chartered Accountant by qualification. Mittal has traveled extensively across the country and the world.

Naman Nahata – Manager – Credit

Naman takes care of credit risk modeling, project assessment and premium relationship handling. He possesses well-grounded experience in the field of Debt Syndication where he was involved in detailed financial analysis as well as structuring and restructuring of debt profiles of the organizations. He also has extensive exposure in Risk Management Advisory during his stint with Ernst & Young. He is a Chartered Accountant by qualification and is a Level III CFA Candidate from CFA Institute, USA. He loves traveling, reading and playing badminton and cricket.

Lalita Sharma – Manager – Credit

Lalita assists the head of credit in credit assessment, client servicing, due diligence, and documents handling. She has had extensive experience in accounts and taxation during her articleship and during her stint at Schlumberger Asia. Lalita has a graduate degree in commerce and is a CA final candidate. In her pastime she likes taking nature treks, reading crime thrillers and solving sudoku.

Jyoti Gupta – Asst Manager – Credit

Jyoti is an able hand in credit assessment across industry sectors. She assists the senior management in credit assessment, preparation of proposal notes and client servicing. Jyoti comes with deep rooted experience of four years in investment advisory across sectors like pharmaceutical, real estate, gems and jewellery, engineering products etc. She has a post graduate degree in commerce from University of Mumbai.

Our work speaks for itself

- Elysium Capital has till date closed deals in area of construction funding, structured deals, land acquisition, take out funding and infra projects totaling to about INR 4000 crores Pan India.
- Company has successfully placed NCDs and complex financing structures in a short span of time for various end usages.

- These closures were spread across cities in Mumbai, Pune, Chennai, Jaipur, Hyderabad, Nashik, Nagpur, Kochi, Kolkata, Vadodara etc.

Some of our marquee transactions in 2016-17

- **Client: One of the top 5 developers in Chennai**
Deal Size: ~ Rs 375 crores
Type of Financing: Structured debt
Brief: The client had an existing debt from the FIs PE firms at higher cost. The client was seeking an exit for them and an additional debt with extended moratorium for completion of construction of the projects. We were able to secure a stretched amount for the client at the best terms and conditions. We competed with an international investment bank for this transaction.
- **Client: One of the top 5 developers in Pune**
Deal Size: ~ Rs 360 crores
Type of Financing: Structured debt
Brief: We arranged the structured debt over three projects of the developer in two different transactions from the same financial institution. This was a complex transaction wherein there was a mix of refinance, take out, statutory and acquisition payment and construction finance.
- **Client: Category A developer in Hyderabad**
Deal Size: ~ Rs 70 crores
Type of Financing: Receivables funding and construction finance
Brief: We arranged a syndicated debt for the client's requirement over two projects from two financial institutions. This transaction was done at very competitive rates within stringent timelines as sought by the customer.
- **Client: Category A developer in Pune**
Deal Size: ~ Rs 80 crores
Type of Financing: Structured debt
Brief: The client was seeking a refinance opportunity to give exit to an NBFC and needed additional amount for construction of the security on offer and some amount for general corporate purpose. Though the client had given mandates in the past to few other FIs and investment banks, they were unable to provide the desired terms to the client. We handled the end to end execution of transaction with ease and got them the desired amount at the best possible terms.
- **Client: A top developer in Western Mumbai**
Deal Size: ~ Rs 80 crores
Type of Financing: Structured debt
Brief: The client is a renowned developer in the redevelopment space in Mumbai. They sought debt for redevelopment of two SRA projects and statutory payments for the same. We



arranged for them a structured debt which included a refinance as well as fund for general corporate purpose.

- **Client: One of the top 5 developers in North Maharashtra**
Deal Size: ~ Rs 50 crores

Type of Financing: Structured debt and land acquisition

Brief: Client had a specific requirement of debt at early stage of a project. We arranged a complex structure with auxiliary hypothecation of receivables for the client at competitive rates from an NBFC.



ELYSIUM CAPITAL ADVISORY PVT LTD

Corporate Office: A – 905, O2 Commercial Complex, Asha Nagar, Mulund (W), Mumbai - 400080

Regional Offices: Bangalore | Hyderabad

W: www.elysium.capital | E: info@elysium.capital | T: +91 22 2567 3377