



Investment Banking
Real Estate Solutions

COMPANY PROFILE

ABOUT US

Elysium Capital Advisory Pvt Ltd (Elysium Capital) is an **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 Mumbai**, we have our **regional office in Pune**.

We are **a group of senior ex-bankers and professionals** having an aggregate experience of 10 decades in project finance, business banking and investment advisory.

Our exclusive focus is to offer our clients a full spectrum of **investment banking services** including, debt syndication, deal structuring, corporate lease financing, working capital finance, mergers & acquisitions and private equity.

Our experience and capabilities in raising capital for real estate and infrastructure companies is the hallmark of our success. We have **raised over RS 10,000 crores for real estate developers** across India. In all the transactions we have executed till now, we have had a **success rate of 85%**.

We are **well networked with all financial institutions** including Banks, NBFCs, AIFs and Equity Fund Houses.

OUR CORNERSTONE

With 20 years of professional experience across various aspects of financial services, Subhash is the cornerstone of the organization. An **IIM B alumnus and a fellow member of ICAI**, Subhash had a highly stimulating and successful stint with ICICI Bank in various capacities, primarily in the bank's corporate and RE division **heading Real Estate Credit and Asset Relation Group for the entire bank.**

He has independently handled real estate portfolio having a **client base of 110+ corporates and structured & executed transactions of RS 25,000 crores** across residential, commercial and malls.

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



 **SUBHASH UDHWANI**
Founder

Subhash is an **avid traveller and photographer.** You can see some of his photography on www.northernheights.in.

OUR LEADERSHIP TEAM

PUNEET JAIN 
Partner

Puneet is a real estate & structured finance veteran of 15 years. In his previous role, he was leading western region for Xander Finance as an investment professional. Before Xander, he was a founding member of Kotak Mahindra Bank's CRE division. In his Kotak stint of 9 years, he managed all key relationships in the western region. Puneet is a Chartered Accountant by qualification. He is a certified scuba diver and likes to trek the Himalayas in northern India.



MITTAL SHAH 
Executive Director



Mittal heads credit and risk assessment and existing premium client relationships. She has vast experience in deal structuring, credit monitoring and financial analysis. She has worked on numerous assignments related to loan syndication, M&A and stressed asset buyout across sectors with a specialization in real estate and manufacturing sectors. Mittal is a Chartered Accountant by qualification. She is a passionate traveller and has travelled extensively across the country and the world.

OUR LEADERSHIP TEAM

 **AMIT KUMAR** 
COO

Amit spearheads deal origination in West and North. He also heads the Analytics vertical, HR and Operations in the company. He has 19 years of professional experience in acquisition, relationship management and banking operations with Yes Bank, ICICI Bank and UTI Bank. He has a Master's in Economics from the prestigious Delhi School of Economics. Amit is an active Rotarian and supports causes related to youth, healthcare and social issues.



 **MAHENDRA DAGA** 
Executive Director



Mahendra heads business acquisition for Maharashtra and Gujarat. He comes with a rich experience of 18 years in the field of corporate lending, having handled both business and credit for North, West, and East India in organizations like Tata Capital, Reliance Capital, and ICICI Bank. In his last corporate stint with Tata Capital, Mahendra was heading North and West Zone for Real Estate Financing Business. Post that Mahendra had a successful stint as an entrepreneur having his own advisory firm – Redstone Partners.

OUR LEADERSHIP TEAM

AMIT RAUTELA 
Partner – Mortgages

Amit is a well-known business leader in the mortgage and retail finance industry. A person known for his relationship, selling and business skills, Amit has a leadership experience of 15 years in financial and insurance sectors. After having worked in sales leadership roles in Metlife and Citigroup, he joined IIFL Housing Finance to head its western India mortgage business. Amit has a graduate degree from the Rajasthan University. He is an avid runner and sportsman.



PRATEEK JAIN 
VP – Acquisition

Prateek takes care of deal origination for corporate clients in Mumbai Metropolitan Region. He takes care of end to end delivery of the transaction from proposal presentation to credit appraisal, client servicing, documentation and structuring of the transaction. He spearheads our marketing initiatives and has worked for corporations for significant part of his career. Prateek holds a degree in Engineering from the University of Nagpur. He is a marathoner and an avid trekker.

OUR LEADERSHIP TEAM

 **ANKITA SALVI** 
AVP – Credit

Ankita spearheads the Credit and Risk teams and advises clients on probable structures in the transactions. A qualified Chartered Accountant, she was the first employee at Elysium Capital. Post that she has had a successful stint at Edelweiss Financial Services in their Real Estate vertical. She possesses strong domain knowledge on complex real estate transactions. Also having worked on various geographies across the country, she is an expert on different techno-economic intricacies associated with prominent cities.



 **NIMIT KAMDAR** 
Manager – Credit

Nimit takes care of Credit and Risk assessment of Real Estate & SME transactions. He is also an integral part of our research, information systems, CRM and digital initiatives. Before joining Elysium two years back, he has had tax advisory and audit experience of 5 years with prominent Chartered Accountants in Mumbai. Nimit holds a degree in commerce and is a semi qualified Chartered Accountant. In his leisure time, he likes to read, research on equity markets and listen to music.

SOME MILESTONES WE CROSSED



FOUNDED
The seeds were sown in a small office in Navi Mumbai

FIRST 1000 CRORES
• Achieved 1000 cr of disbursement
• Team size increased to 8

SPREADING WINGS
• Reached new geographies
• Covered 15 more lending institutions
• Team size doubled
• Opened office in Bangalore

RAISING THE BAR
• Became Sector Agnostic
• Started Elysium Analytics
• Touched 6000 crores

FORAYED INTO
• Mortgage Proptech
• Launched Distribution Arm

2021

2018

2016

2015

2012

SOME MARQUEE TRANSACTIONS

MUMBAI

Lease Rental Discounting for
Category A+ developer

Deal Size: ~ Rs 600 crores

The client had an existing LRD running on one of the top performing malls in the country. We reviewed the cashflows and all the lease agreements for the client, identified the institutions and negotiated hard on all the terms including the amount and the rate of interest.

CHENNAI

Structured Debt for one of the
top 5 developers

Deal Size: ~ Rs 375 crores

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 & construction finance.

PUNE

Structured Debt for one of the
top 5 developers

Deal Size: ~ Rs 360 crores

The client had an existing debt from the FIs & PE firms at higher cost. The client was seeking an exit from them and a large additional debt with extended moratorium for completion of construction of projects. We were able to secure a stretched amount for the client at the best terms.

PUNE

Land Financing for Category A
developer

Deal Size: ~ Rs 240 crores

This was a land financing transaction wherein the existing developer was given an exit from a JV land. The financing was given towards settling the total consideration and construction. We resolved complex legal & structuring challenges in this deal.

SOME MORE TRANSACTIONS

NASHIK

Construction Finance for one of the top 3 developers

Deal Size: ~ Rs 100 crores

We helped the client get an initial financing at the early stage of the project. With sustained service to the client in terms of iterated analysis of the financials and cashflows, we were able to arrange multiple top ups from the same institution.

PUNE

Structured Debt for Category A developer

Deal Size: ~ Rs 80 crores

The client had sought a refinance opportunity to give exit to a financial institution and needed additional amount for construction of the security on offer and some amount for general corporate purpose. We executed the entire transaction with ease and at the best possible terms.

HYDERABAD

Receivables Funding for Category A developer

Deal Size: ~ Rs 70 crores

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 of interest within stringent timelines as sought by the customer.

MUMBAI

Construction Finance for a prominent developer

Deal Size: ~ Rs 30 crores

The client had sought a longer duration of loan for his ongoing residential project. We got the client a stretched moratorium along with a further top up through another institution for taking care of approvals and construction cost.

OUR SERVICES



REAL ESTATE FUNDING

We address all expansion needs of developers, right from construction funding, receivables funding, bridge finance, asset backed loans and assets acquisition.



BUSINESS BANKING

We provide end to end advisory for SMEs covering project finance, working capital, trade finance and foreign currency loans.



FINTECH PLATFORM

We provide instant support to the homebuyers in making the downpayment while they are purchasing their new home.



STRESSED ASSET SOLUTIONS

We help in settlement of stressed assets by buyer sourcing, restructuring and refinancing through our debt resolution ecosystem.



PRIVATE EQUITY

We advise the client on their banking relationship, fund raising both through venture funds and through equity dilution.

FINTECH PLATFORM

Rocket Loanz, a part of Elysium group, is a fintech company addressing the most pressing problem in the home purchase life cycle of the middle-class Indian - the shortage of downpayment while taking a home loan.

Through its proprietary underwriting model, it provides instant support to the homebuyers in making the downpayment. This brings quick cashflow relief to the homebuyers and helps them buy their dream home.

Rocket Loanz is headquartered in Mumbai with its branch offices in Pune and Andheri (W), Mumbai.



rocket loanz



Home Downpayment
Finance



Instant Home Loans

In their vast industry experience of more than 10 decades, the business team leaders have handled more than Rs 5,000 crores of loan book, spanning over a customer base of more than 10,000 individuals and businesses.

Our banking and institutional relationship spans over PSU and Private Sector Banks, Housing Finance Companies, NBFCs, Co-operative Banks and prominent Micro Finance Companies.

CSR ACTIVITIES

Elysium Smiles is a registered charitable trust actively engaged in enabling the economically weaker sections of the society through targeted programs in school education public hygiene and women's health. The trust has supported more than 500 kids towards a secured education.

Social Causes

- Educational support to economically weak students
- Financial assistance to physically challenged
- Food and essentials distribution camps



KOMAL UDHWANI
Chief Trustee





















An MBA in HR from Symbiosis Pune, Komal has worked extensively as a social entrepreneur and an influencer. A multifaceted personality, along with heading CSR activities for the Elysium Group, she also is an ambassador and activist representing Rotary and Indian Dental Association on various causes.

Komal is also a grooming coach, TV artist, fashion model and animal lover.

KEY INSTITUTIONAL PARTNERS

KEY CLIENTS



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