



# A PROFILE

# AGENDA

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Our Core Team

*We are the firm that delivers the value clients care about. We find ways to add to our clients' knowledge and help them achieve their goals. We are driven to make a difference.*

# Our Vision ...

Emerge as the solutions provider of choice for clients across India and overseas ...

... through a continued commitment to value enhancement for clients and

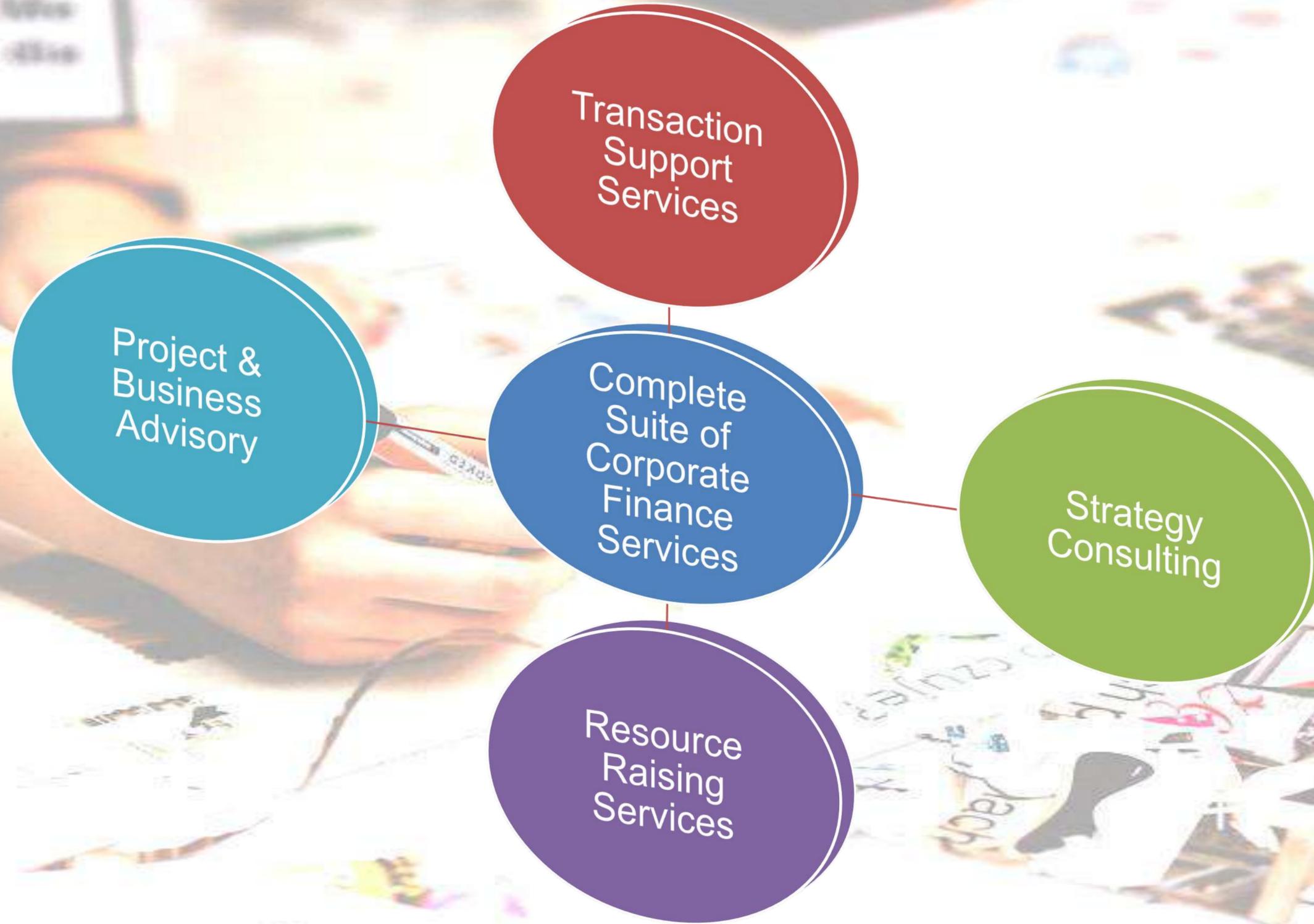
... an unwavering focus on knowledge

# Who we are ...

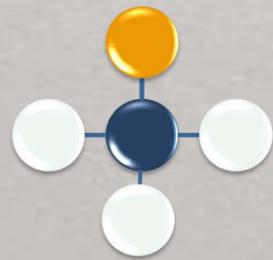
Invictus Corporate Solutions is a knowledge centric and value driven financial services supermarket, committed to offering our clients seamless services in the area of resource raising, transaction & corporate advisory support and strategy consulting

We strive to add value to the business of our clients through focused and specialized advisory and consulting services

# What we do ...

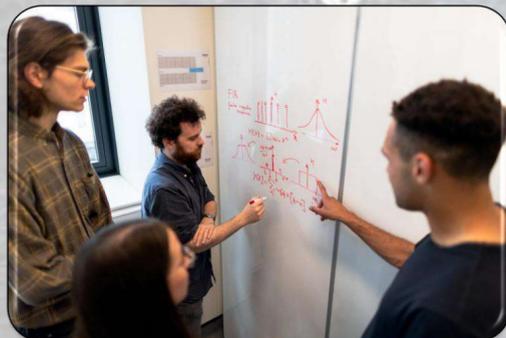


# Transaction Support Services ...



## Transaction Designing

- Knowledge based Ideation
- Value oriented opportunity identification



## Transaction Facilitation

- Business Analysis
- Valuation & Due Diligence



## Transaction Execution

- Deal Structuring
- Negotiation & Implementation

# Strategy Consulting ...

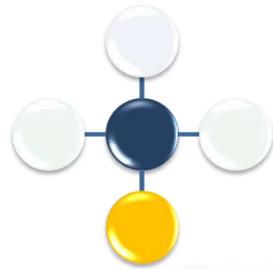


*In today's dynamic environment, every business requires to constantly strive to attune its strategies to achieve its stated goals.*



*We have developed the most effective knowledge based platform for providing strategy consulting for our clients.*

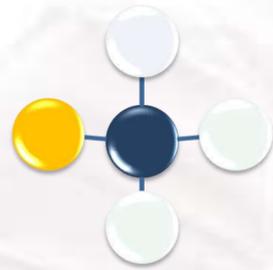
# Resource Raising ...



We understand our Clients' requirements and help them plan, structure and execute the entire resource raising exercise



# Project & Business Advisory ...



We help our Clients achieve their strategic aspiration through knowledge driven and focused project & business advisory services

## Environment Scanning & Opportunity Mapping

- Evaluation of prospects on the basis of detailed macro research
- In-depth analysis of business dynamics governing the sector

## Project Planning Support

- Assist Clients in finalization of operational parameters
- Finalize project dynamics on the basis of a “what-if” analysis

## Finalization of Strategic & Operational Parameters

- Finalize underlying assumptions
- Develop a detailed business plan for raising finances

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*We offer knowledge driven value to our Clients. We integrate our market insight with our transaction competencies to give our Clients the edge to constantly stay ahead of the curve.*

# Strategy Aligned Transaction Support

We generate ideas for our Clients in line with their strategic aspiration and help them evaluate and execute the same. Our Transaction Services are powered by our commitment to knowledge, deep sector insight and our established overseas associations.

## Deal Creation



- Understand & analyze the strategic objectives of the Client
- Market scoping based on our knowledge platform & real-time market intelligence
- Leads generated through our cross-border affiliations

## Deal Evaluation



- Opportunity evaluation based on extensive domain knowledge and understanding of sector dynamics
- Valuation exercise carried out with the help of proprietary tools
- Structured business/operational due diligence review to seek out risks and challenges

## Deal Execution



- Help Client with key negotiation tools
- Facilitate documentation and coordinate the activities of all agencies supporting the execution (e.g. lawyers, accountants, tax advisors)
- Consummate Deal

# Knowledge Driven Strategy Support

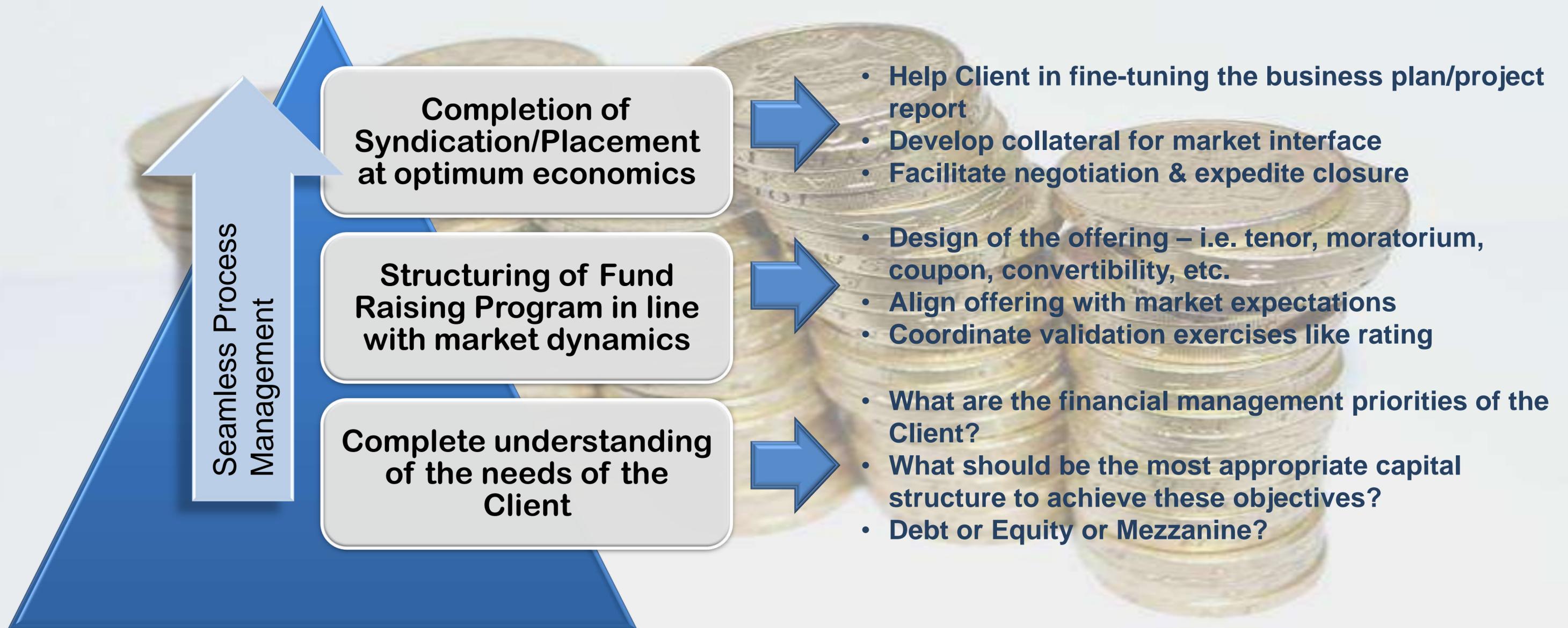
We strive to enhance our Clients' competitive advantage by ideating and implementing key enablers through comprehensive analysis and research



\* Political, Economic, Social & Technology Analysis

# Enhancing Efficiency in Resource Raising

We provide our Clients with seamless resource raising support across debt and equity and ensure both process efficiency and economy in structuring and executing resource mobilization exercises.



# Structured Business Planning Support

Our Business Planning exercise for Clients focuses on granular evaluation of strategic and operational issues surrounding a project and highlighting every key opportunity and challenge



- Comprehensive analysis of macro & micro parameters impacting the project
- In-depth examination of risks & concerns and development of framework for addressing the same
- Highlighting apparent opportunities & unearthing latent opportunities
- Efficient project planning
- Fool-proof financial projections to demonstrate robustness of the model

# Illustrative List of our Corporate Relationships (1/3)



Adventz Group - Structured Debt Advisory



Thriveni Earthmovers – Business Planning & Resource Raising



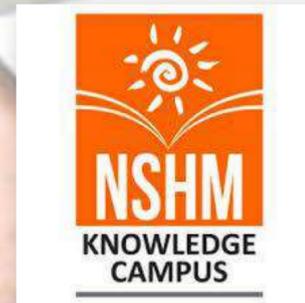
M&A Advisory



Transaction Advisory



Yangphel Group, Bhutan – Transaction Advisory



Business Planning & Strategic Advisory



Cross Border Transaction Advisory



PE Fund Raising, Business Planning, M&A Advisory



M&A Advisory

# Illustrative List of our Corporate Relationships (2/3)



MUKTA ARTS LTD

Coordination of Capital Market Programme

CASH

Fund Raising Advisory for Fast Growing Fintech Business



AJE Group – the owner of the “Big Cola” brand - Transaction Advisory



PE Advisory



Gemini Group – Business Advisory



Cross Border M&A Advisory



Cross Border Transaction Advisory & Acquisition Financing



Cross Border Fund Raising



Shakti Knitting  
Fund Raising Advisory & Strategy Consulting

# Illustrative List of our Corporate Relationships (3/3)



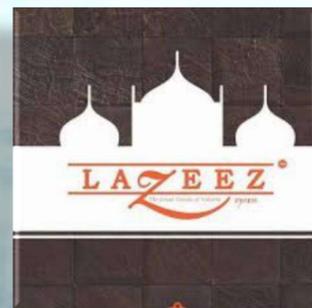
Fund Raising & Business Advisory



Transaction Advisory



Fund Raising Advisory



Lazeez Restaurants (Shiraz Group) – Business & Financing Advisory



Earth Water Group

Business Advisory & Fund Raising



Business Advisory



Cross Border M&A Advisory



Business Advisory & Fund Raising



Strategy Advisory

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*Our team brings to the table an aggregate of close to 150 years of experience and proven skill sets across the entire spectrum of corporate finance and advisory assignments*

# Debashish Ghoshal



**Mumbai**

- Debashish is a gold medallist from IIM Calcutta and a University Topper in Economics from Presidency College, Calcutta.
- Debashish has 25+ years of experience in managing and executing multiple assignments across equity and debt capital markets, private equity, transaction support (incl. valuation & due diligence), M&A and advisory both for private sector clients (Indian and Global) as well as for the Government of India.
- Debashish has worked in leadership positions in marquee investment banks and advisory services providers like HSBC Investment Banking, Ernst & Young, SBI Capital Markets and Tata Strategic Management Group (TSMG)
- His last assignment was with ICICI Bank as Jt. General Manager in charge of the Infrastructure Equity Group, mandated with taking equity positions in infrastructure businesses (including education).
- He is one of the Founding Partners of Invictus Corporate Solutions LLP

# Kaushik Majumder



**Bangalore**

- Kaushik is a Legal Professional and Company Secretary (Rank Holder)
- More than 30 years of experience across functions and domains in leadership positions in top corporate houses.
- Area of expertise includes legal and regulatory compliance, corporate and secretarial supervision and coordination and company law matters.
- Extensive experience in matters related to MCA, NCLT, SEBI, Stock Exchanges (mostly on listing matters) as well as RBI (in matters related to FEMA and inward & outward remittances).
- Handled IPO's (covering pre-issue and post-issue formalities ) and ADR / GDR Issue and its overseas listing.
- Managed multiple domestic and cross border M&A transactions including their compliances.
- Was involved in fund raising from normal Banking channels and through structured finances through Preference Share and NCD routes.
- Handled foreign investments in India following the stringent FEMA and FIPB compliances.
- Have handled many Stock Exchange and SEBI clearances and adjudication hearings.
- Compliances of rules and regulations as Compliance Officer and KMP of the Company.

# Lakshmi V. Iyer



**Chennai**

- Lakshmi is a finance professional with a track record of 25+ years in managing complex corporate issues across a wide range of functions in risk management and financial governance.
- She is a Chemistry Hons. Graduate from Stella Maris College, University of Madras and has obtained her PGDM from IIM Calcutta. She is also Chartered Financial Analyst (CFA).
- Lakshmi is a seasoned credit professional with deep insight and domain knowledge in credit research and credit analysis and has leveraged her expertise to lead multi-disciplinary teams in leading global institutions like CRISIL and HVB Asset Management.
- She has worked extensively in the bonds and derivatives markets and has served marquee institutions like SBI Funds Management, Societe Generale, and Bank of America in senior management positions both in India and abroad.
- She has also conducted multiple training assignments in the area of credit evaluation and risk assessment.
- Lakshmi currently mentors start-ups and advises a financial healthcare group in areas of fund raising and debt restructuring.

# Alok Kumar Sharda



**Kolkata**

- Alok is a qualified Chartered Accountant and Cost Accountant with 25+ years of professional experience.
- Alok has handled the entire gamut of CFO functions for large corporate houses including Hindalco Industries, Usha Martin, Adhunik Metaliks and Ramkrishna Forgings.
- He has led and supervised the mobilization of Rs. 500+ crores in Equity and Rs. 5,000+ crores in debt as CFO.
- Alok has wide experience in matters of corporate strategy, management decision support systems, cash flow planning, management of financial governance, etc.
- He has also successfully handled foreign exchange and derivative functions and has handled a treasury book of more than USD 300 Million for more than 5 years.
- Alok has worked very closely with the big 4 Audit firms and has developed deep insight in matters of control, reporting, assurance and internal audit.
- Alok has worked across a wide spectrum of industries and has developed extensive domain knowledge and insight in the operations of the metals and mining sector, travel & tourism, power, cement, wire ropes, forgings, etc.

# Sougata Sengupta



**Mumbai**

- A Company Secretary and MBA (Finance) by training, Sougata is a seasoned professional with a track record of almost 20 years in the area of capital markets and banking and finance.
- Sougata spearheaded Adhunik Group's entire initial public offering in 2005. He also led the Rs 4,000 crore-group's secretarial and mergers and acquisitions team. He has also served the Aditya Birla Group in a senior position with focus on acquisition of mining assets for various group companies.
- Sougata is currently leading the business of Insolvency Resolution in a leading financial services company based in Mumbai.
- He is also a food entrepreneur. His company Tista Hospitality Pvt. Ltd. runs a food catering and retail business under the Feast @ East brand.



**Kolkata**

- Kaushik is a seasoned professional with a track record of 22+ years in the financial services sector.
- He has been a part of the core team in the maiden capital market floats of Allahabad Bank and UCO Bank His other recent transactions include:
  - Mobilization of Rs. 1200 crores for through debt funding for a leading petrochemical company;
  - Greenfield project funding of Rs. 61.5 crores for a glass manufacturing company
  - Advisory and transaction support to several corporate houses and promoter groups for IPO process management, governance framework development and stake consolidation exercises
  - Project funding of INR 520 Mn for an integrated logistic Company
  - Syndication of Rs.125 crores for an Integrated Steel Company based in Eastern India
- Kaushik in his professional career served in leadership positions in marquee investment banks and stock broking houses and is one of the founding partners of Invictus Corporate Solutions LLP

# Reach Us:

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