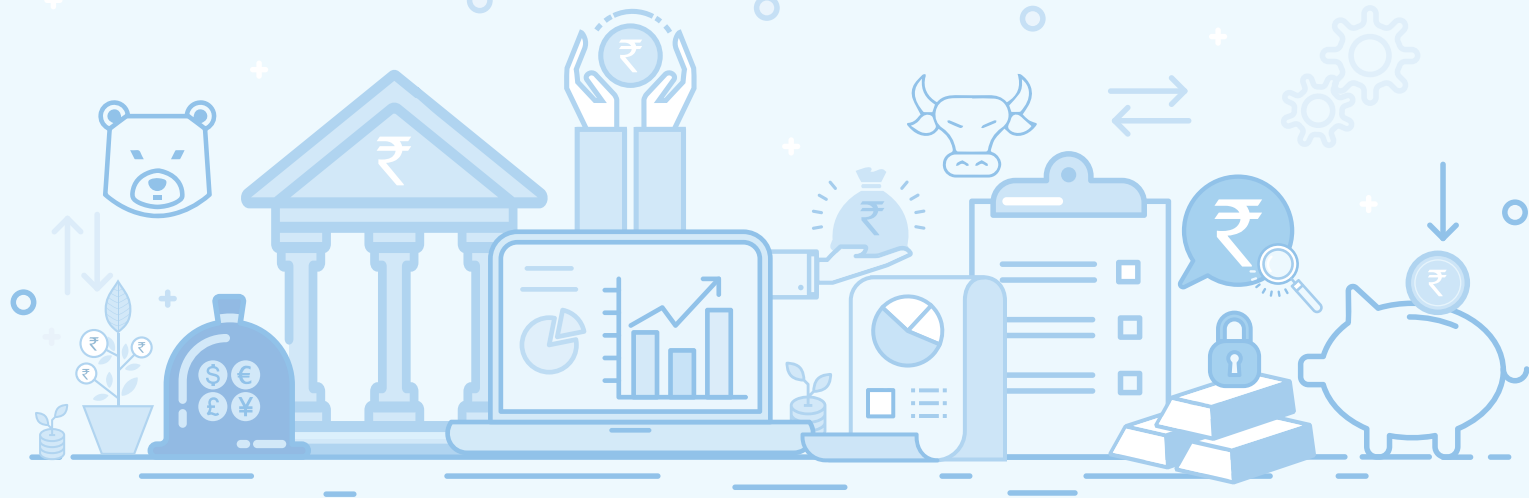


**YES ✓ SECURITIES**



EXPERIENCE OUR EXPERTISE

## ABOUT YES BANK

- ✓ YES BANK is a high quality, customer centric and service driven Bank. Since inception in 2004, YES BANK has grown into a 'Full Service Commercial Bank' providing a complete range of products, services and technology driven digital offerings, catering to corporate, MSME & retail customers
- ✓ YES BANK operates its Investment Banking, Merchant Banking & Brokerage businesses through YES Securities (India) Limited and its Mutual Fund business through YES Asset Management (India) Limited, both wholly owned subsidiaries of the Bank
- ✓ Headquartered in Mumbai, it has a pan-India presence across all 28 States and 9 Union Territories in India including an IBU at GIFT City, and a Representative Office in Abu Dhabi

## ABOUT YES SECURITIES

- ✓ Wholly owned subsidiary of YES BANK Ltd. with a clear vision of being a preferred wealth adviser for YES BANK customers
- ✓ SEBI registered Investment Adviser with in-house team of multi asset product specialists, manufacturing tailor-made wealth & advisory products that are widely distributed through YES BANK
- ✓ Registered securities broker with Securities and Exchange Board of India (SEBI)
- ✓ Member of National Stock Exchange (NSE), Bombay Stock Exchange (BSE), Multi Commodity Exchange (MCX) and National Commodity & Derivatives Exchange (NCDEX)
- ✓ SEBI registered Category 1 Merchant Banker, Research Analyst

# YES SECURITIES - BUSINESSES



# MANAGEMENT & LEADERSHIP TEAM



**Prasanth Prabhakaran**, Joint MD and CEO

Over two and a half decades of experience in the BFSI space. Served as the Head of PMS & Retail Broking for IIFL Holdings Ltd. Was associated with Kotak Securities for over 12 years at various key management positions. He has also been associated with HDFC Bank & Kotak Mahindra Bank.



**Vikas Dawra**, Joint MD & CEO

Vikas has over two decades of extensive deal making experience. He has led several large complex domestic and cross border Merger & Acquisition and Private Equity syndication transactions across multiple geographies and industries. Vikas was part of initial team that helped setup YES Bank's investment banking business in June 2004 and has since then worked in various leadership roles within the Investment Bank. Prior to joining YES BANK, he has worked with Rabo India and Arthur Andersen in their Investment Banking divisions.



**Amishi Kapadia**, Global Head – Merchant Banking

Over two decades of experience in Capital Markets in India. She has successfully managed to raise equity for various corporates in both private and public sector through 80+ transactions, mobilizing close to INR 1,500 billion. Prior to joining YES SECURITIES, she has worked with marquee institutions like SBI Capital Markets, Kotak Mahindra Group, Bennett & Coleman & Co. and HDFC Bank. Amishi heads the Merchant Banking vertical and oversees Equity Capital Markets and Debt Capital Markets (public issuances) related transactions.



**Anshul Arzare**, Business Head – Investment Advisory & Wealth Broking

With over 18 years in the BFSI space, Anshul looks after Pan India Business & Relationship Development. Prior to joining YES SECURITIES, he was associated with SBICAP Securities, and has worked with Reliance Securities and ICICI Bank.



**Gopinath Natarajan**, Product Head – Investment Advisory & Wealth Broking

With over two decades of experience in BFSI space, Gopinath spearheads the Investment Advisory & Wealth Product Management. Prior to joining YES SECURITIES, he was associated with IIFL and donned many hats across various leadership positions from Asset Management to Advisory. He has also worked with Kotak Securities in the retail broking business.



**Amar Ambani**, Head of Research - Institutional Equities

He is in-charge of strengthening the Institutional Equities franchise, as well as boosting the firm's market access and procurement capabilities. He was previously associated as Partner and Head of Research at IIFL. He brings a ground-level understanding of businesses, having been directly involved in several pivotal projects, digital initiatives and team building, in his career. Besides being an MBA in Finance, he is also certified in Business Process Re-engineering. Amar has 16 years of capital market experience.

## AWARDS & ACCOLADES



Winner  
'Best Indian  
Investment  
Bank'  
2018



Winner 'Equities IPO' 2016



Winner  
'Investment  
Bank of  
Year'  
2015



Bank of the Year (India) 2013, 2014



Rank 9 in  
FY 2019 by  
Number of  
IPOs

Source: PRIME Database



SKOCH  
AWARD 2018  
MARKET GOLD  
for IPO - New  
India Assurance

53<sup>rd</sup> SKOCH Summit

## ISO CERTIFICATIONS



The Research team at YES SECURITIES has rich and varied industry experience in serving diverse client segments, across platforms. Team consists of award-winning analysts and provides insightful views on all major asset classes. Our coverage universe of 175 stocks, accounts for more than 50% of India's listed market capitalisation and especially well-recognised for ability to spot multi-baggers, contra-to-market ideas in large caps and deep corporate relationships. Besides fundamental capabilities, the team has proven expertise in technical and derivative analysis as well.



# YES SECURITIES - SAMPLE REPORTS

**CEO DABBS**

**V-Mart Retail Ltd**

**DRESSING UP INDIA**

In an interaction with us, V-Mart CFO, **Shri. Light** on the company's plans, priorities and perspectives regarding retail brand theme. Internal cash accruals to fund capex. Timeline a target of opening 100 new stores over the next two years. 2) concerns with private label sales to create brand recognition and competitive edge through customization. 3) a relative paucity of the demand principal to rationalize merchandise procurement of reputation of a demand of post Q2. Beyond the current consumption slowdown and. 5) a resolve to maintain >10% EBITDA over the next two years. We expect stock to remain up and biased with valuations

**Expansion plans**

V-Mart has acquired company owned square foot by 12.2 of 100 new stores - 80.2 for setting constructing a new market of 17 and 1 V-Mart is expected V-Mart to acquire a

**Management team**

V-Mart has expanded of CEO to 214 (2.2% CAGR, strong stock) internal resources force on healthy yet it simply clear that V

**Research Analyst:** Nishu Head of Research Area

**YES SECURITIES**

INSTITUTIONAL EQUITIES

**MORNING ALPHA**

May 01, 2019

**WEALTH BUILDING**

Stocks database reviewed from day's low to investors but that China and US will still make a trade deal despite Treasury threat to hike tariffs on Chinese imports over the weekend. Indications that China will still send a delegation to Washington this week had helped temper declines on Wall Street. Meanwhile, performance of private banks will set the tone for the plausible recovery in Indian markets.

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**Wires & Cables**

**Chartbusters**

**MEGA STRATEGY**

Connecting India's Growth

**ROLLOVER ANALYSIS**

**Rollover Analysis - April 2019**

Index pause ahead of election outcome

Nifty saw its movement leading back (and prices high to low) in post Q2 months since June 2017. April saw some tough for indices as wild outbursts generated continued at markets despite the big gains made previous month. Divergent trends were visible BankNifty underperforms Nifty. Sector highlights include all ITES firms remained resilient. 3) India VIX was up 40% during the month so subsequent period for event but volatility in Nifty remained in stocks from POC leading from July 2018.

**Exhibit 2: Market vs Nifty Rollover**

**Exhibit 3: Nifty Export to Export Change**

**Exhibit 4: Sector-wise rollovers**

**Research Analyst:** Nishu Head of Research Area

**YES SECURITIES**

INSTITUTIONAL EQUITIES

**INDIAN AND TECHNICAL**

**DIAGNOSTICS**

**March saw Nifty**

March saw Nifty personal have been in B

Nifty is current markets press. bottom of the p Applying price Nifty to hit the

Following first months Nifty

Research Analyst: Nishu Head of Research Area

Sectors which can outperform the index are BankNifty & Energy. Revers Interestingly, in previous two elect Auto index had recorded impressive

**Stock Index: HDFC & Sirmes**

**Research Analyst:** Nishu Head of Research Area

**MORNING ALPHA**

May 01, 2019

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**WORLD KALEIDOSCOPE**

**World Kaleidoscope**

**SLOW GROWTH DOVETAILS PAUSE ON POLICY NORMALIZATION**

VOL 1, March 2019

With palpable signs of deceleration in global macro and concerns over trade, there is a renewed consensus on lower economic growth projections. Though US-China trade negotiations have yielded some concessions, structural issues remain unsolved. Consequently, central banks are re-aligning monetary policy stance, quite a divergent scenario when compared with the narrative of policy normalization a year back. To wit, US Fed maintains patience on the interest rate trajectory, while RCB, BoJ and other major central banks will simply look for a rate hike in the end. In fact, there is a growing prospect of Chinese regime banking on the fiscal facet, which may stabilize the economy to an extent later this year.

Meanwhile, stressed global financial conditions are reverting some single after Fed's policy meet. This places risk assets like equities at a relatively better spot when compared with sovereign yields in the developed world. Having said that, geopolitical risks and slowing global economy has redefined

**ROLLOVER ANALYSIS**

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**YES SECURITIES**

INSTITUTIONAL EQUITIES

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Synchronised Recovery - A renaissance growth - 2

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Europe to lose sight - 6

Venezuela: China - Will the Fed? - 7

Monetary Policy - 7

United States - 7

Dear Zero - 11

United Kingdom - 13

Japan - 17

China - 20

**YES SECURITIES**

INSTITUTIONAL EQUITIES

**LIC Housing Finance- ADD**

Growing concerns on asset quality

Home loans regarding momentum; FY20 growth estimated at 15-18% only

After a show of liquid quarters, traction in LIC HF's mortgage home loan segment (7% of loan assets) picked up with disbursement growth of 18% vs 9% in preceding quarter and portfolio declining to 10%+. The significant improvement in asset quality is evident from the fall in NPL ratio from 17.5% to 11.7% supported by growth in new loans (standing at a multi-quarter high of 8.6%). Though NHE disbursements were down 10% vs 9% in quarter substantially higher compared to Q4 FY19 as the company moved intent to grow opportunities in these segments as the value of unsecured liability continues. In Developer Finance segment (7% of loan assets), NHE grew 12% vs 9% in quarter than 10% of disbursements during Q4 FY19 were loan takeovers. The retail LAF/LBZ book continues to grow at robust pace (including 40% vs 30% growth in the previous quarter). The share of this portfolio and developer finance has risen by 70, 100bps each since FY18.

LIC HF has seen its market position improve in the ongoing liquidity crunch, as funding availability (even in the form of NCDs) has not been a constraint for growth. Management expects to sustain the momentum in home loans through addition of marketing offices in Tier 2-3 locations and buying for persistent traction in affordable housing. Overall, loan portfolio of the company is expected to grow by 15-16% vs 19%, 200bps each since FY18.

**Exhibit 1: Result table**

**Research Analyst:** Nishu Head of Research Area

**YES SECURITIES**

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# YES SECURITIES - MEDIA



# INVESTMENT ADVISORY & WEALTH BROKING

INVESTMENT SOLUTIONS ACROSS ASSET CLASSES

CATERING TO VARIED CLIENT NEEDS

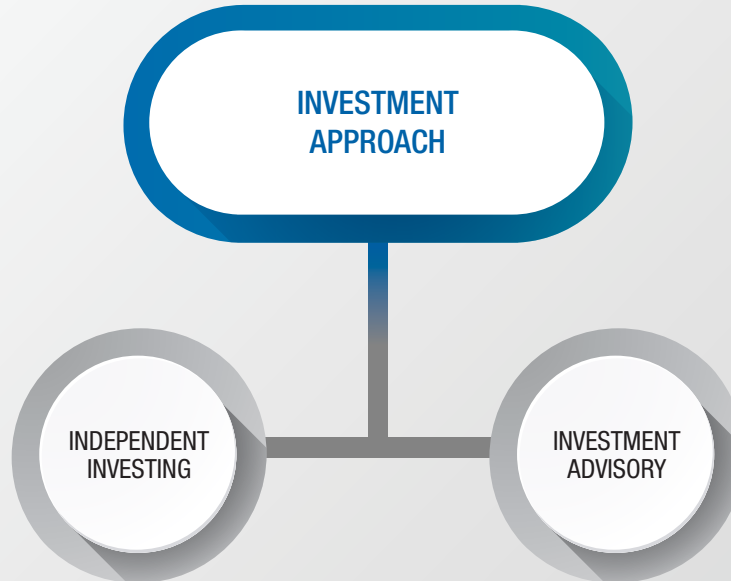
# INNOVATIVE MULTI ASSET PRODUCT SUITE



\*YES SECURITIES is a distributor for third party products.

# INVESTMENT APPROACH

An array of innovative online tools and quick access to market information makes YES SECURITIES preferred wealth partner for everyone, be it market novices, seasoned professional traders, HNI, Ultra HNI, Family offices or Corporates.

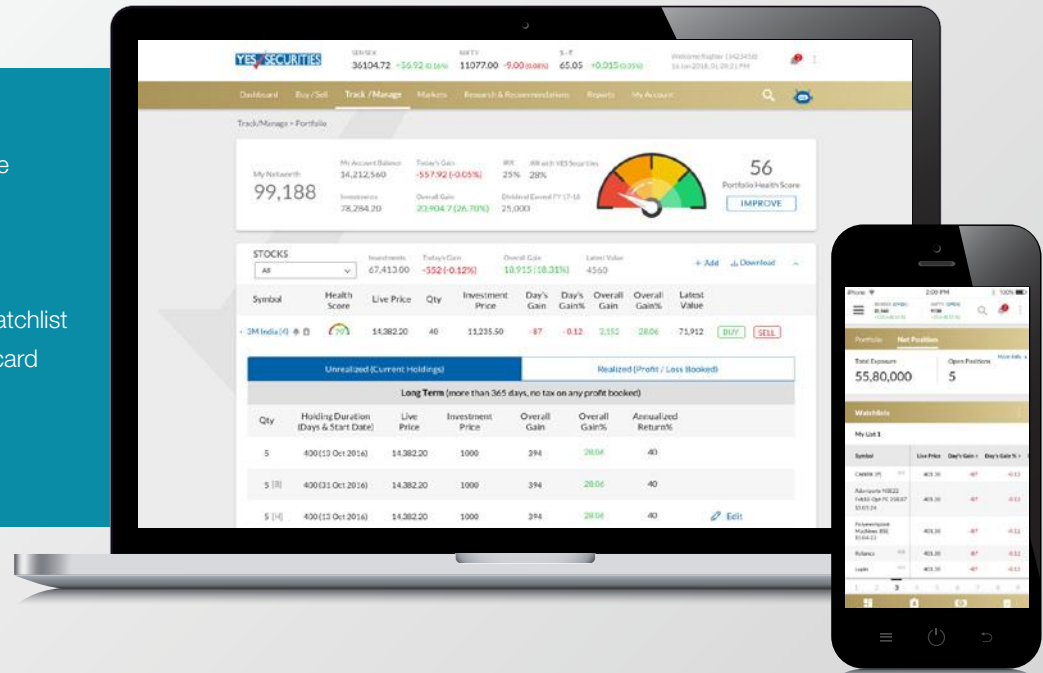


# INDEPENDENT INVESTING:

Advanced online platform for superior investing experience

## Salient Features:

- ✓ Seamless 3-in-1\* experience
- ✓ Stock Health Score
- ✓ Portfolio Analysis
- ✓ Research on stocks
- ✓ Option to buy/sell/add to watchlist
- ✓ Summary & segment-wise card
- ✓ Quick Order Placement
- ✓ Corporate Announcements
- ✓ Quick Stock Quotes



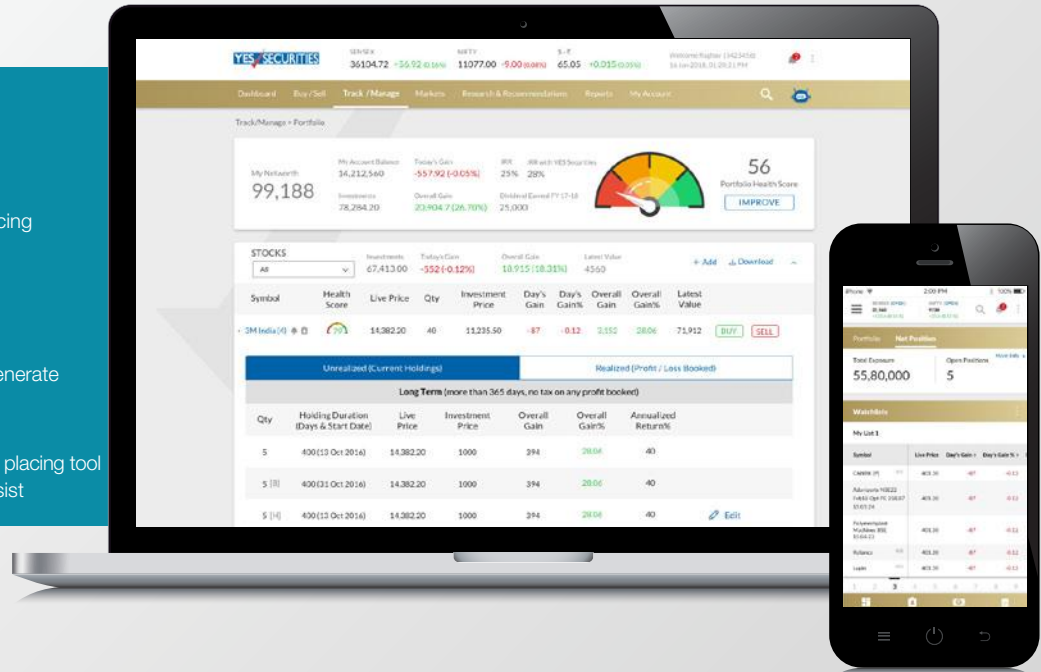
\*3-in-1 means: Savings & Demat a/c from YES BANK Ltd. and Trading a/c from YES Securities (India) Ltd.

# INDEPENDENT INVESTING:

## Technologically advanced in-built features

### Unique Features:

- ✓ Robo Advisory<sup>#</sup>
  - Systematic Investments
  - Goal-based Investing
  - Portfolio Optimization & Re-balancing
- ✓ Algorithmic Trading<sup>#</sup>
  - Multiple strategy execution
  - Chart based trading
- ✓ Thematic Baskets
  - Thematic basket of 5 stocks to generate superior returns
- ✓ Bots<sup>#</sup>
  - New age customer service & order placing tool
  - Co-browse facility to view and assist



<sup>#</sup>Mentioned products are under development and will be offered post launch

# PORTFOLIO INVESTMENT ADVISORY (PIA)

Portfolio Investment Advisory (PIA) is a specialised service aimed to provide Investment Advisory to investors with an objective to offer a well-diversified multi-asset investment approach for long term wealth creation across Equity, Debt and Multiple Structured Instruments.

## Salient features:

- ✓ Direct access to research and expert investment advisers
- ✓ Well-designed model portfolio aligned to investor's goals, to help generate attractive returns & minimize risks
- ✓ Offers advise across Stocks, Bonds, Debentures & Structured Products etc.
- ✓ Dedicated in-house Execution Desk

## PIA offerings:

- ✓ SELECTUS
- ✓ NIFTY+
- ✓ WEALTH ENHANCER
- ✓ PIA MULTIPLIER
- ✓ MULTI ADVISER MULTI STRATEGY PORTFOLIO
- ✓ MUTUAL FUND ADVISORY
- ✓ DEBT ADVISORY

# GLOBAL INDIAN BANKING (NRI SERVICES)

YES SECURITIES offers excellent 4-in-1 account experience to our NRI clients and enables them to invest seamlessly in Indian equities market. 4-in-1 Account offers YES BANK PIS, Savings & Demat Account and YES SECURITIES Investment Account.

## Salient 4-in-1 features:



Seamless transactions between all accounts



Earn 6%\* interest on your savings account



360 degree view & device wide access



Facility to place after market orders



Transactions reported to RBI



Competitive Brokerage rates



Researched backed Advisory

\*Interest rate of 5% p.a. is applicable for balances of upto INR 1 Lakh, 6% p.a. for balances between INR 1 Lakh upto INR 1 Crore & 6.25% p.a. for balances above INR 1 Crore. Rates are subject to change at sole discretion of the Bank



## DISTRIBUTION SERVICES

YES SECURITIES, through its extensive reach & expertise, offers a wide array of third party products to its valued clients.

These offerings include:

- ✓ Initial Public Offering (IPO)
- ✓ Mutual Funds (MF)
- ✓ Non-Convertible Debentures (NCD)
- ✓ Offer for Sale (OFS)
- ✓ Bonds

## FINANCIAL MARKET PLACE (FMP)

YES SECURITIES Financial Market Place (FMP) is one-of-its-kind business proposition that enables turning ones entrepreneurial dreams into reality through Authorized Person (AP) channel. Financial enthusiasts, independent advisors, corporate professionals etc. can now become business associate with YES SECURITIES and offer gamut of innovative financial services to their friends, peers, social contacts or clients:

### Salient features:

- ✓ Dedicated Product Support
- ✓ Research backed Advisory services
- ✓ Advanced Trading Platforms (Desktop, Mobile, Tablet)
- ✓ Robust Risk Management System
- ✓ Marketing Support for business development
- ✓ Regular Training & Workshops
- ✓ Timely Business Reporting
- ✓ Competitive Revenue Sharing Structure

Specialized institutional research, service excellence & extraordinary execution capabilities that define Institutional Broking business at YES SECURITIES.

With a dedicated institutional sales, trading & experienced research team and a focus on understanding client's specific objective, we provide strategic inputs, service and seamless execution of every transaction. Our clientele includes some of India's leading Life and General Insurance companies, Asset Management Companies, Financial Institutions etc.

## Why YES Securities Institutional Broking

- ✓ Bulk/Block placements
  - Mcleod Russel: INR 2 Billion | Dish TV: INR 7 Billion | Inox Leisure: INR 960 Million
- ✓ Assistance in getting listed entities researched
  - Comprehensive research can be initiated right from meeting with company management to road show/ conference calls for institutional clients
- ✓ Road shows
  - Strong capability to execute multiple Road Shows of any scale and industry
  - Successfully conducted road shows for companies from Pharma Consulting, Real Estate Consulting, Capital Goods, Infrastructure, Cement, Textile, NBFC sectors

# INVESTMENT BANKING

# FOCUSED EXPERTISE FOR LEADING CORPORATES



Knowledge driven approach with complete coverage of various sub sectors and respective value chains



Unparalleled track record of 350+ successful deal closures including cross border deals in 15+ countries over the past 15 years



Dedicated team of 30 members in Mumbai & Delhi with extensive experience and relationship capital



Preferred investment bank for leading corporates with repeat successful transactions



Global connect with investors & buyers through our strong bank relationships and partner network

# PRODUCT OFFERINGS

‘Trusted Advisor’ – working at every step of the capital life cycle

## M & A

- ✓ Sell & Buy side advisory
- ✓ Joint Ventures
- ✓ Cross-border acquisitions
- ✓ Inbound Investment advice
- ✓ Domestic M&A
- ✓ Structured Auction Transactions

## Private Equity Fund Raising

- ✓ Financial Sponsor Coverage
- ✓ Venture & Growth capital
- ✓ Structured / convertible products
- ✓ Mezz Financings

## Capital Markets

- ✓ IPOs & QIPs
- ✓ Open Offer
- ✓ Rights Issue
- ✓ Buy Backs
- ✓ Delistings

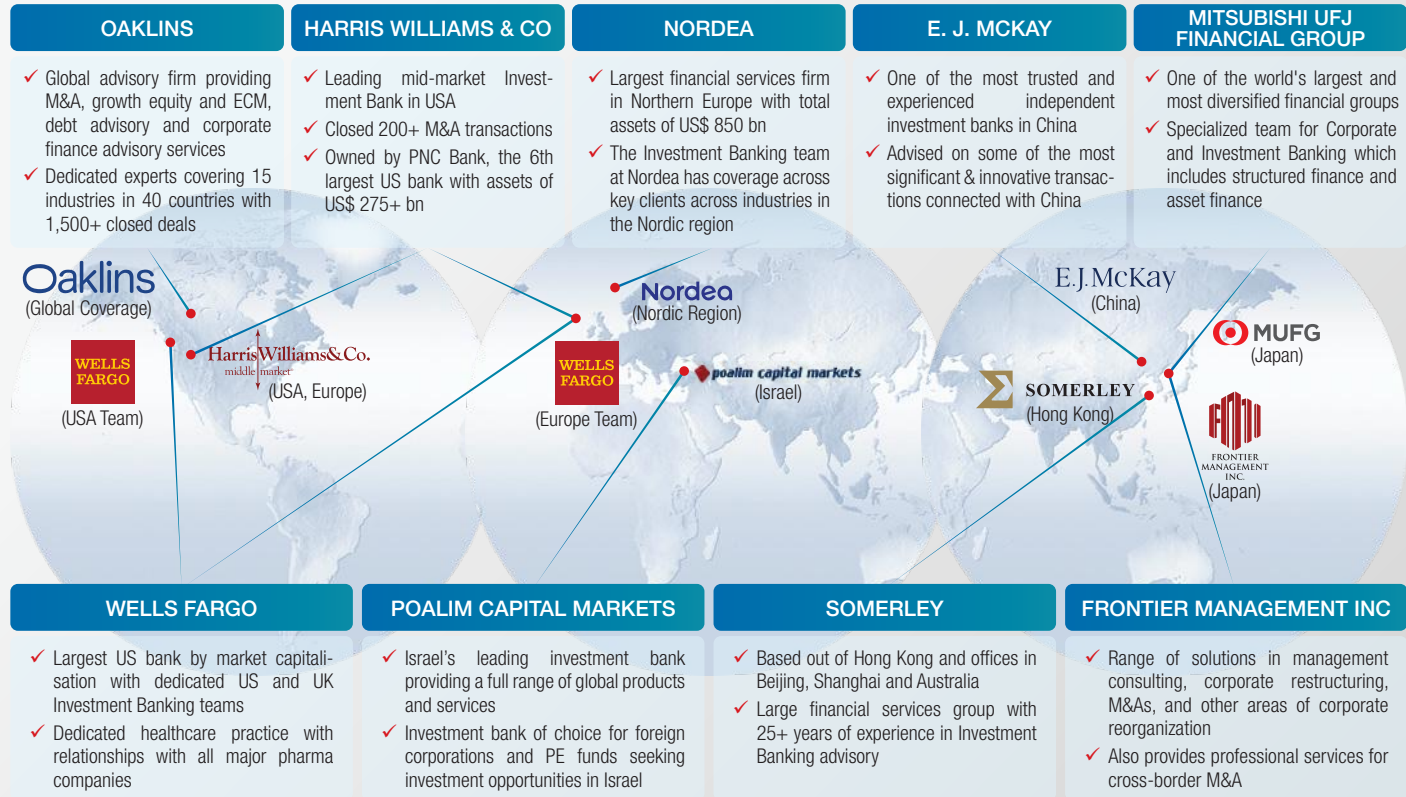
## Restructuring for Liquidity

- ✓ Capital Restructuring
- ✓ Spin-offs followed by liquidity event

Innovation in structuring of M&A and Financings

# YES SECURITIES: INVESTMENT BANKING

## Extensive Global Reach through Network of Partner Banks



# INDUSTRY VERTICALS:

## Strong Sector Knowledge & Successful Deal Closures



### Food & Agri and Consumer



### Sustainable Investment Banking



### Media



### BFSI



### Technology & Internet



### Education



### Manufacturing & Industrials



### Infrastructure



### Retail & Logistics



### Chemicals



### Healthcare, Pharma & Lifesciences



### Real Estate & Hospitality



# REPRESENTATIVE TRANSACTIONS: M&A and PE

## Private Equity

### Massive Restaurants Pvt Ltd & Everstone Capital

Private Equity fund raise from Gaja Capital  
**INR 1,600 Mn**



### Signature Global Structured Fund Raise from KKR Asset Finance

**INR 2,000 Mn**



### Spandana Spoority Financial Ltd

Advisor to SSFL for investment by Kedaara Capital  
**INR 6,140 Mn**



### Atria Power NCD

**INR 7,000 Mn**



### Patil Rail Infrastructure Pvt Ltd

Fund raising from Olympus Capital Asia  
**INR 1,250 Mn**



### Jain Irrigation Systems Limited

Private equity fund raising from Mandala Capital  
**INR 120 Mn**



### Ecozen Solutions Pvt Ltd

Venture capital fund raise from Omnivore Partners & Caspian Impact Investments

**Undisclosed**



### Smaaash Entertainment Pvt Ltd

Private equity fund raising from Fidelis World  
**Undisclosed**



### Adlabs Entertainment Ltd

Private equity fund raising from ICICI Venture  
**INR 1,440 Mn**



## M & A

### India Property

Exclusive advisor for 100% acquisition by Quirk  
**US\$ 10 Mn**



### Carnival Films Pvt Ltd

Exclusive Advisor to Carnival Films for acquisition of multiplex screens of E-Square Cinemas  
**INR 1,150 Mn**



### Kiran Energy

Sale of 85 MW portfolio  
**INR 8,500 Mn**



### Travel News Services (India) Pvt Ltd

Exclusive advisor to TNSI for sale of 100% equity stake to Future Retail Ltd  
**INR 1,000 Mn**



### Videocon D2H

Lead Advisor to Videocon d2h on its merger with Dish TV

**US\$ 2.7 Bn**



### Bhilwara Energy Ltd

Sale of 69.5 MW wind assets to Hero Future Energies

**Undisclosed**



### Future Retail Limited

Exclusive advisor to Future Retail on acquisition of retail, agri-sourcing & bakery businesses of Heritage Foods

**Undisclosed**



### Cinepolis, Mexico

Advisor to Cinepolis on acquisition of select screens of DT Cinemas

**INR 637 Mn**



### Travel Food Services Pvt Ltd

Private equity fund raising from ICICI Venture  
**INR 1,440 Mn**



Strong network of domestic and global investors makes us the Investment Bank of choice for PE transactions

Expert sector knowledge coupled with access to top Indian corporate houses make us the leaders in M&A



# MERCHANT BANKING

# THE BANKER OF CHOICE for Indian Corporates

INR **500**<sub>BN</sub> +

Mobilized since JAN 2017

**21** DEALS

Completed across Equity,  
Debt & Advisory

INR **400**<sub>BN</sub> +

Fundraise pipeline across  
28 Equity & Advisory Deals

RANKED **9th**

by number of IPOs in FY2019

(source: PRIME Database)

# CAPITAL LIFECYCLE STRATEGY:

## Comprehensive Product Portfolio

'Trusted Adviser' Working At Every Step Of The Capital Life Cycle Of Our Clients

Traditional Equity & Debt Products

IPO

FPO / OFS

QIP

Rights Issue

NCDs

**YES SECURITIES**

Customized Advisory Products

Open Offer

Buyback

Scheme of Arrangement

ESOP/ESPS

Delisting

Diversified Product Offerings To Enable Engagement Across Clients' Capital Markets Fundraise Requirements

# COMPLETED TRANSACTIONS: EQUITY

Raised INR 500+ Bn since January, 2017

## Private Transactions

### Polycab

April 2019  
BRLM to the IPO  
INR 13,452 Mn



### Lemon Tree Hotels

March 2018  
BRLM to the IPO  
INR 10,387 Mn



### Aster DM Healthcare

February 2018  
BRLM to the IPO  
INR 9,801 Mn



### Future Supply Chain Solutions

December 2017  
BRLM to the IPO  
INR 6,497 Mn



### Reliance Nippon Life Asset Management

November 2017  
BRLM to the IPO  
INR 15,422 Mn



### Dixon Technologies

September 2017  
BRLM to the IPO  
INR 5,993 Mn



### SIS

July 2017  
BRLM to the IPO  
INR 7,796 Mn



### CDSL

June 2017  
BRLM to the IPO  
INR 5,240 Mn



### GTPL

June 2017  
BRLM to the IPO  
INR 4,848 Mn



### Sagar Cements

February 2017  
Lead Manager to QIP  
INR 1,728 Mn



## PSU Transactions

### Rail Vikas Nigam Ltd

April 2019  
Left Lead BRLM to the IPO  
INR 4,800 Mn



### GRSE

October 2018  
BRLM to the IPO  
INR 3,436 Mn



### Bharat Dynamics

March 2018  
BRLM to the IPO  
INR 9,523 Mn



### Union Bank

December 2017  
Lead Manager to QIP  
INR 20,000 Mn



### New India Assurance

November 2017  
BRLM to the IPO  
INR 95,858 Mn



### NTPC

August 2017  
Seller's Broker –  
Tranche I OFS  
INR 91,921 Mn



Strong Capital Market Credentials Across Sectors & Products

# SELECT TRANSACTIONS: DEBT & ADVISORY

Raised INR 500+ Bn since January, 2017

## Advisory Transactions

**Dish TV**  
July 2018  
Manager to Open Offer  
**INR 37,014 Mn**



**Hatsun Agro Product**  
July 2018  
Sole Banker to Rights Issue  
**INR 5,500 Mn**



**Olectra Greentech**  
March 2019  
Manager to Open Offer  
**INR 4,000 Mn**



**TATA Power**  
December 2018  
Advisor - Scheme of Arrangement



**Arvind**  
March 2019  
Advisor - Scheme of Arrangement



**Jenburkt Pharmaceuticals**  
December 2017  
Manager to Buyback  
**INR 120 Mn**



## Public Issuances of Debt

**Mahindra & Mahindra Financial Services**  
January 2019  
MLM to NCD Issue  
**INR 21,500 Mn**



**Aadhar Housing Finance**  
September 2018  
MLM to NCD Issue  
**INR 6,764 Mn**



**Indiabulls Commercial Credit**  
September 2018  
MLM to NCD Issue  
**INR 20,000 Mn**



**DHFL**  
May 2018  
MLM to NCD Issue  
**INR 11,000 Mn**

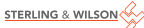


Strong Capital Market Credentials Across Sectors & Products

# ONGOING TRANSACTIONS

Robust Fundraise Pipeline of INR ~400 Bn

## Private Transactions

**Sterling and Wilson Solar**  
BRLM to the IPO  
INR 45,000 Mn  


**Reliance General Insurance**  
BRLM to the IPO  
INR 18,000 Mn  


**Media Company**  
BRLM to the IPO  
INR 10,000 Mn  


**Power T&D Company**  
Sole Banker to the IPO  
INR 2,000 Mn  


**Spandana Spahoorty Financial**  
BRLM to the IPO  
INR 19,000 Mn  


**Software Technology Company**  
BRLM to the IPO  
INR 4,000 Mn  


**Entertainment Company**  
BRLM to the IPO  
INR 5,000 Mn  



**Penna Cement**  
BRLM to the IPO  
INR 15,500 Mn  



**Hinduja Leyland Finance**  
BRLM to the IPO  
INR 11,000 Mn  


**Bharat Hotels**  
BRLM to the IPO  
INR 12,000 Mn  


**Lodha Developers**  
BRLM to the IPO  
INR 50,000 Mn  


**P.N. Gadgil & Sons**  
BRLM to the IPO  
INR 5,000 Mn  


**Route Mobile**  
BRLM to the IPO  
INR 6,300 Mn  


**Flemingo Travel Retail**  
BRLM to the IPO  
INR 25,000 Mn  


**G R Infraprojects**  
BRLM to the IPO  
INR 18,550 Mn  


## PSU Transactions

**Punjab & Sind Bank**  
Advisor to QIP  
INR 5,000 Mn  


**New India Assurance**  
Seller's Broker-OFS  
INR 35,000 Mn  


**General Insurance Corporation**  
Seller's Broker-OFS  
INR 55,000 Mn  


**NTPC**  
Seller's Broker -Tranche II OFS  
INR 45,000 Mn  


**IRCTC**  
BRLM to the IPO  
INR 4,000 Mn  


**IREDA**  
BRLM to the IPO  
INR 6,500 Mn  


**Mazagon Dock Shipbuilders**  
BRLM to the IPO  
INR 8,500 Mn  


**Bharat Electronics Limited**  
Seller's Broker-OFS  
INR 10,000 Mn  


Wide Range of Ongoing Mandates Across Sectors and Products

# VALUE ADD TO CLIENTS

## Strong Marketing Capabilities

### Domestic Marketing

**Reliance General Insurance**  
BRLM to the IPO  
INR 18,000 Mn



**Penna Cement**  
BRLM to the IPO  
INR 15,500 Mn



**NTPC**  
Seller's Broker-  
Tranche I OFS  
INR 91,921 Mn



**IRCTC**  
BRLM to the IPO  
INR 4,000 Mn



**Bharat Dynamics**  
BRLM to the IPO  
INR 9,523 Mn



### International Marketing

**P.N. Gadgil & Sons**  
BRLM to the IPO  
INR 5,000 Mn



**GRSE**  
BRLM to the IPO  
INR 3,436 Mn



**Union Bank of India**  
Advisor to QIP  
INR 20,000 Mn



### Non-Institutional Marketing / Retail Marketing

**Penna Cement**  
BRLM to the IPO  
INR 15,500 Mn



**Rail Vikas Nigam Ltd**  
BRLM to the IPO  
INR 4,800 Mn



**GRSE**  
BRLM to the IPO  
INR 3,436 Mn



### Leading in Procurement (Select Recent Transactions):

- Garden Reach Shipbuilders: Procured 100% of non LIC book amongst 2 investment banks
- NTPC OFS: Procured >50% of non LIC book amongst 4 investment banks
- New India Assurance IPO: Procured >50% of non LIC QIB book amongst 5 investment banks

# VALUE ADD TO CLIENTS

## Strong Regulatory Capital & Transaction Management

### Left Lead

**IREDA**  
BRLM to the IPO  
INR 6,500 Mn



**Rail Vikas Nigam Ltd**  
BRLM to the IPO  
INR 4,800 Mn



**Mazagon Dock Shipbuilders**  
Advisor to QIP  
INR 8,500 Mn



### Sole Banker

**Power T&D Company**  
Sole Banker to the IPO  
INR 2,000 Mn



**Hatsun Agro Product**  
Sole Banker to the Rights Issue  
INR 5,500 Mn



### Domestic Marketing

**Reliance General Insurance**  
BRLM to the IPO  
INR 18,000 Mn



**Polycab**  
BRLM to the IPO  
INR 13,452 Mn



**Bharat Hotels**  
BRLM to the IPO  
INR 12,000 Mn



**Hinduja Leyland Finance**  
BRLM to the IPO  
INR 11,000 Mn



**P.N. Gadgil & Sons**  
BRLM to the IPO  
INR 5,000 Mn



**Route Mobile**  
BRLM to the IPO  
INR 6,300 Mn



**Flemingo Travel Retail**  
BRLM to the IPO  
INR 25,000 Mn



**CDSL**  
BRLM to the IPO  
INR 5,000 Mn



**GRSE**  
BRLM to the IPO  
INR 3,436 Mn



**Bharat Dynamics**  
BRLM to the IPO  
INR 9,523 Mn



**Future Supply Chain**  
BRLM to the IPO  
INR 6,500 Mn



**GTPL**  
BRLM to the IPO  
INR 4,800 Mn





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