

DFPL

Divine Finserve Pvt. Ltd.

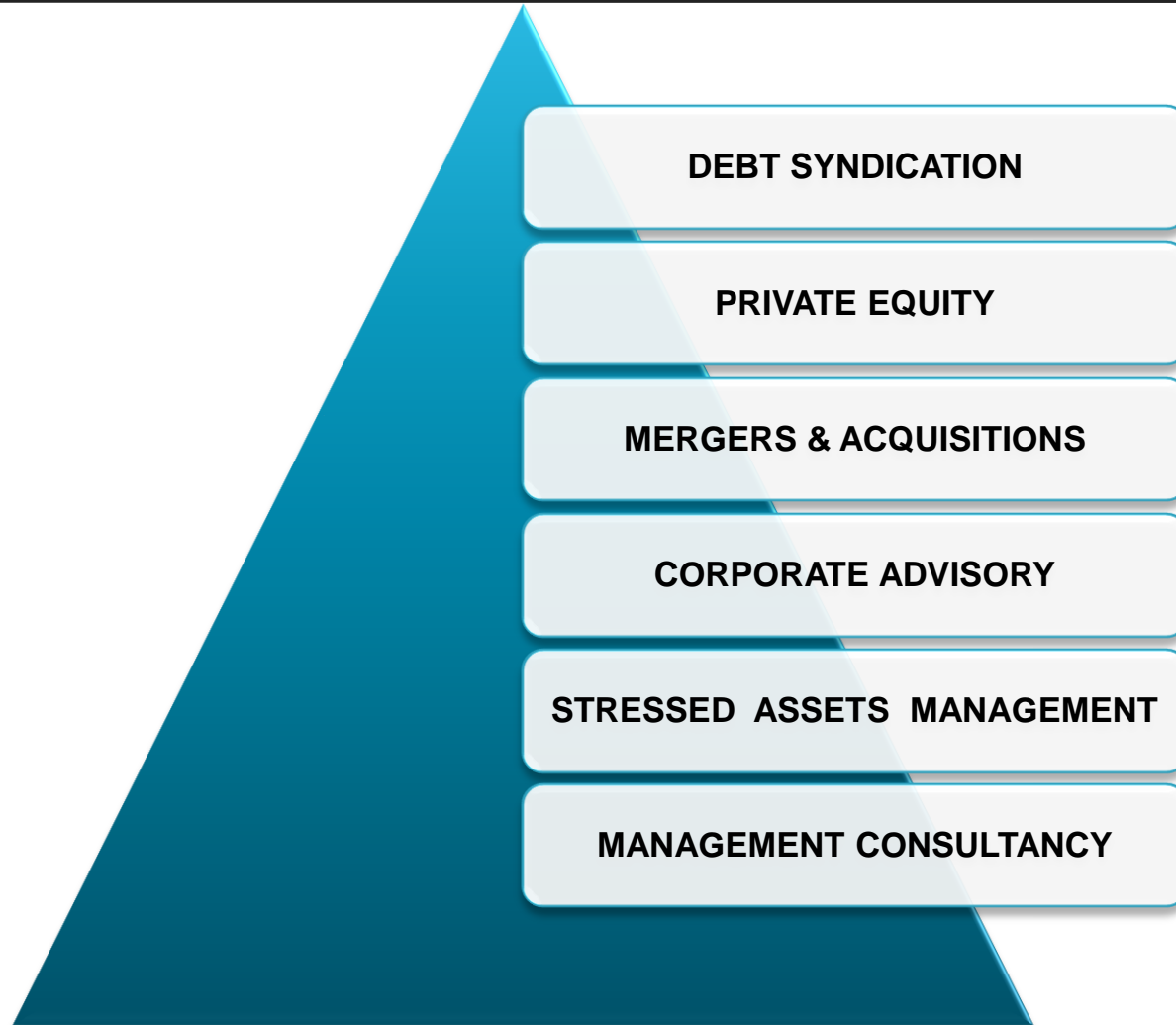
Private & Confidential

Our Guiding Philosophy

“Best Or Nothing”

- ▶ “The founders of Mercedes Benz – Karl Benz and Gottlieb Daimler, were pondering over a motto or guiding principle for their company in 1926. At that time one of them wrote ‘Das Besteoder Nicht’ – meaning “ Best or Nothing”. This brown sheet of paper has been framed and hangs in the factory in Germany and then became the governing Philosophy for everything the company did from then on.
- ▶ We are happy to be inspired by something so iconic as the Mercedes Benz Company. We have therefore adopted this as our motto and guiding principle in everything we do.”

- Managed by a team of veterans and dynamic professionals from the investment banking industry with a collective experience of more than 100 years put together
- Collective experience encompasses areas like corporate advisory, private equity, debt syndication, M&A, restructuring of enterprises & risk advisory
- Clients get personalized service from seasoned professionals and each solution is tailor matched to the requirements of the company
- Deep networking across banks/ financial institutions, PE/VC Funds & Corporate as well.
- Actively involved in the investment banking & risk advisory transactions from conceptualization till the completion of entire legal/ regulatory requirements
- Managing the requirements of clients across India through the group's widespread presence in metros and other locations as well



Term Loan Syndication (Fresh / Refinance)

Working Capital Facilities

Project Financing

Mezzanine Financing

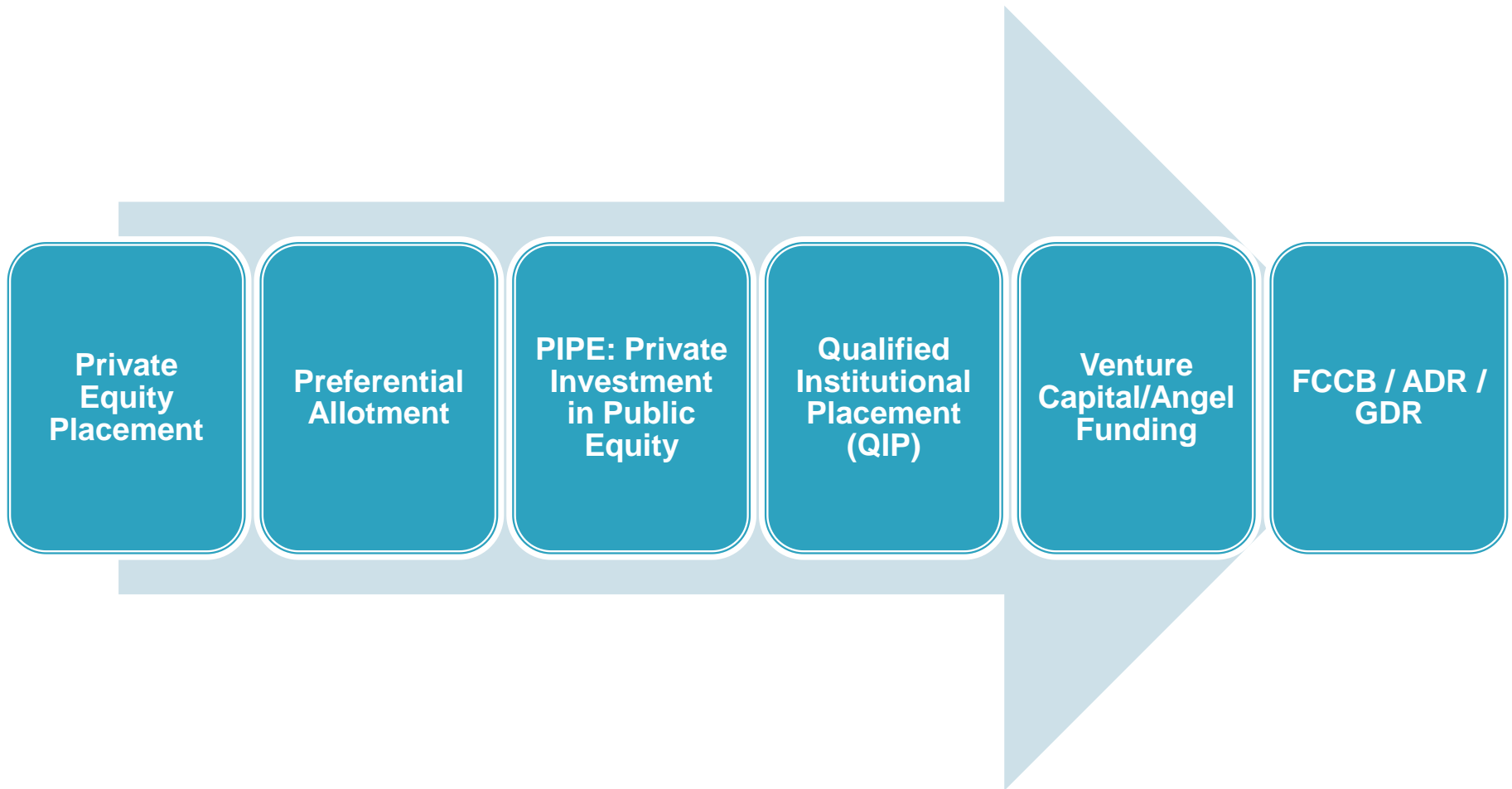
Structured Finance

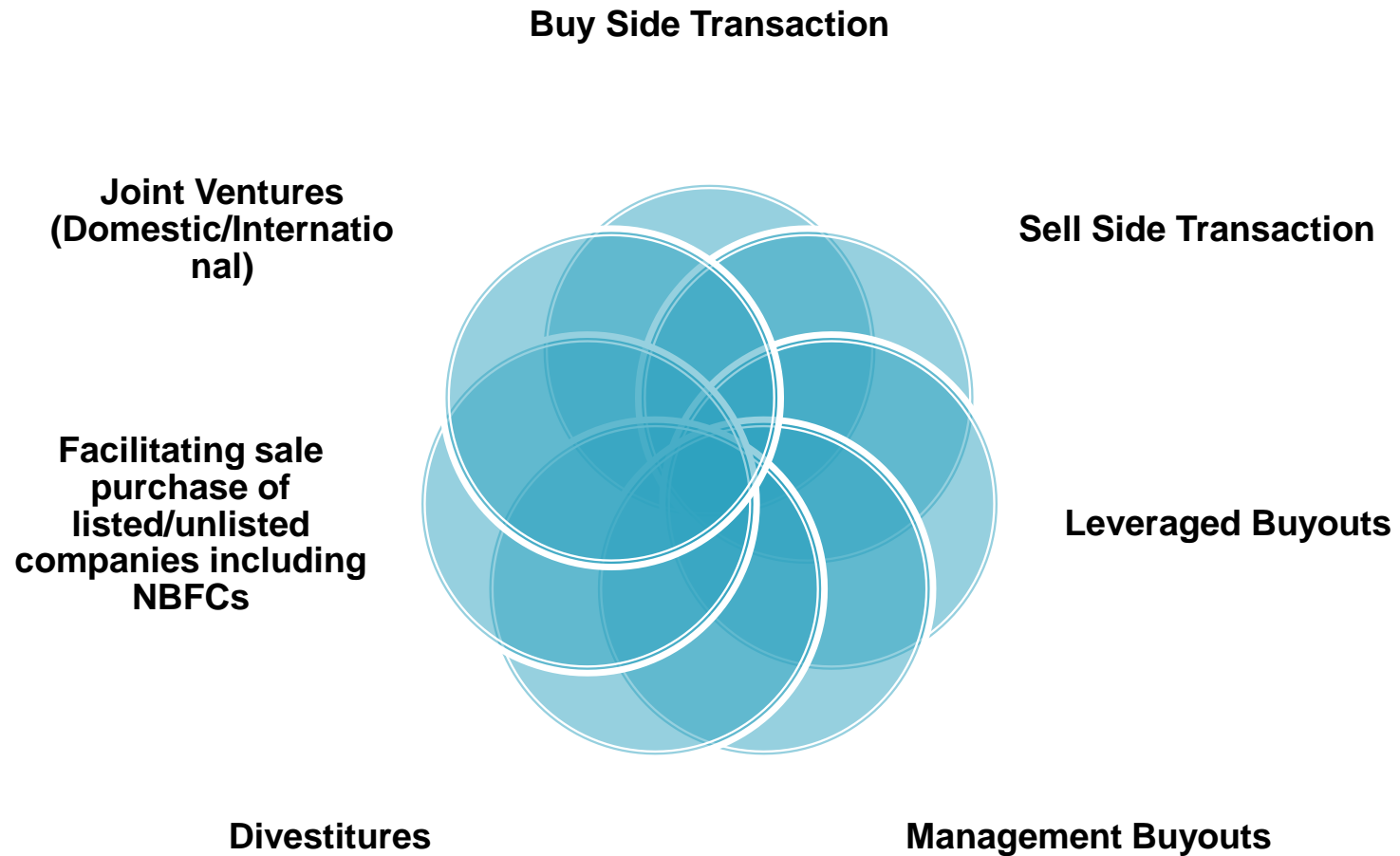
External Commercial Borrowings (ECB)

Turnaround Finance

Treasury –Commercial Papers, NCD Placements

**Other products viz. Lease Rental Discounting,
Loan Against Shares, Loan Against Property, etc.**





**Capital structure
advisory
including
preparation of
Business Plans**

**Financial
Reengineering**

**OTS / Debt
Rescheduling**

**Financial Due
diligence for
Asset
Reconstruction
Companies**

Recapitalization

Our Partnerships



PENSION FUNDS & INSURANCE COMPANIES: Excellent relationships with Private & Public Sector Domestic as well as Multinational Pension & Insurance Companies.



BANKS: Relationship with all National Banks, Private Banks and MNC Banks for Primary Market Treasury Products.



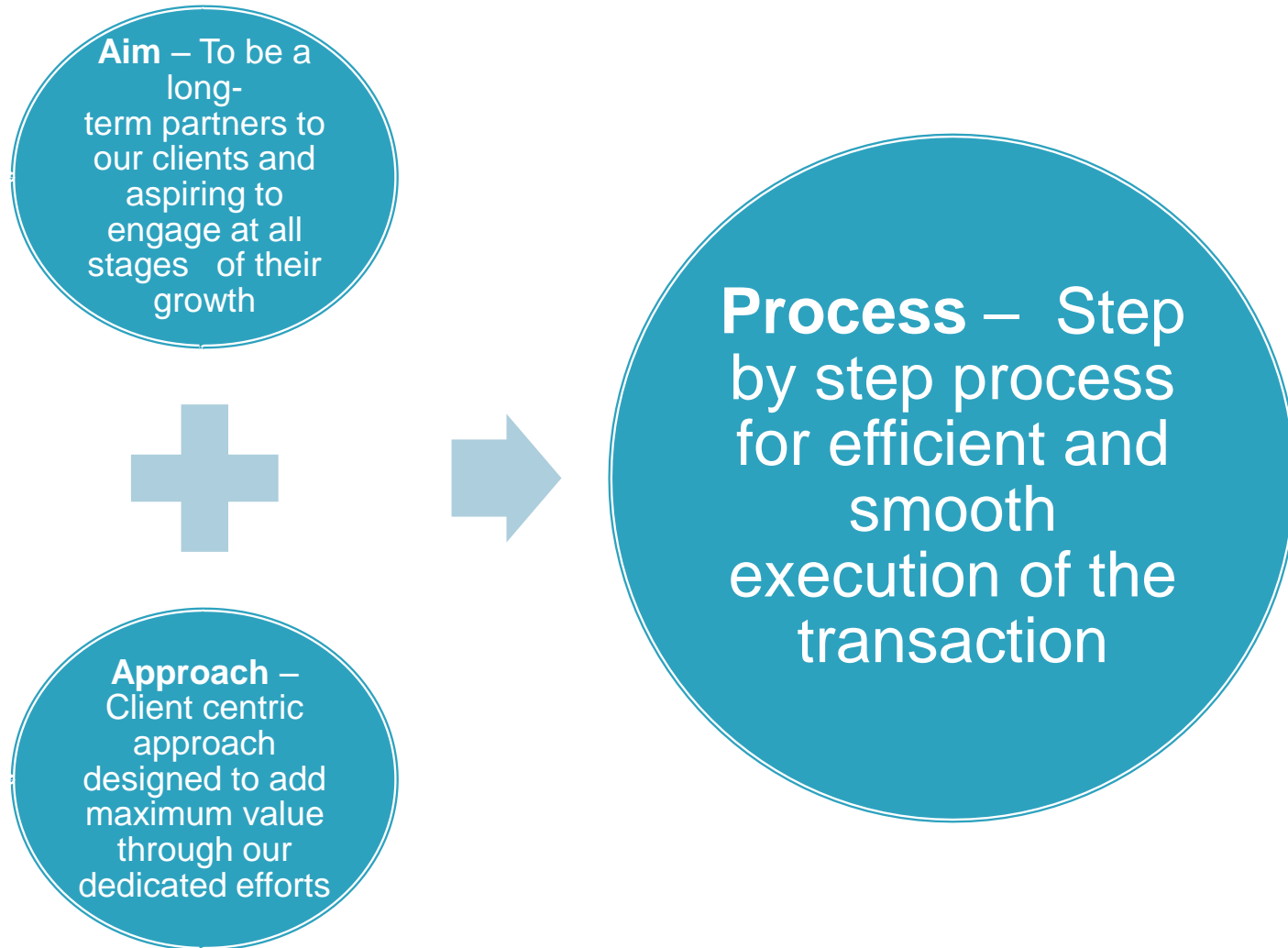
MUTUAL FUNDS: Placement of Corporate Debt including Commercial Paper and Non-Convertible Debentures for long term/ medium term / short term Treasury Product.



PE/VC FUNDS: A very strong relationship/partnership with PE/VC funds for equity capital raising.



CORPORATES: Excellent relationship with top rated Corporates. Placement of Treasury Products on behalf of Investors & Issuers.



Aim, Approach & Process *(Continue)*

Assist our clients in assessing market dynamics and positioning their business after critical analysis of the sector comparables and peer group companies.

Review and improve the business & financial model to map all the financial requirements.

Prepare the teaser, corporate presentation and information memorandum for the first and all subsequent meetings.

Map the potential investors and establish relationship with them.

Ensure complete transparency in flow of information between the client and the target investor.

Prepare and evaluate the term sheet.




Negotiate the transaction with a focus on providing maximum value to both the client and the investor.



Co-ordinate the due diligence process so that the process is smooth for the client and the investor.



At each stage of the transaction, we bring significant value and transaction expertise by modifying and fine tuning various aspects of the transaction to address the requirements for both the client and the investor.



Be completely involved from the beginning till the final documentation & funding stage and ensure that transaction closure is achieved efficiently and smoothly within the agreed time frame.

Key Team Members



Mr. J. S. Grewal: Managing Director

A Post Graduate, from Delhi School Of Economics, he has more than 34 years experience in Banking and Financial Services sector in India and Overseas.

His field of expertise includes Equity Capital Raising, Corporate Debt, Loans, Debt Restructuring, Debentures, Raising Equity, Foreign Exchange Management, Marketing Financial Products and Asset Management. He has a strong systems back ground and has previously worked with State Bank of India, BCCI and Religare group.

Mr. Srinivasan M: Regional Manager - West

A post graduate in commerce with a rich experience of 13 years in the field of Financial Services. His expertise in the area's ranging from Corporate Finance, Retail Financing (SME & CV) and Corporate Debts. His previous stream has been with Shriram Transport Company Ltd & Religare Group Companies.

Key Team Members



Mr. Subramniam V: Regional Manager - South

Masters in Economics with an experience of 26 years, his area of expertise ranges from Marketing financial products, Securities business, Debt recovery, Legal, Retails lending and Project finance with special focus on real estate companies. He has worked with Religare group and Real Estate group KDH Properties.

Mr. N.Venkataramani: Manager - Debt Syndication

A commerce graduate, he has wide experience of about 20 years in Syndication of Corporate Debt Products viz., Commercial Paper and Non Convertible Debentures. He has worked in reputed NBFCs like Apple Industries Ltd., Apple Credit Corporation Ltd., Shriram Transport Finance Co., Ltd., Religare Finvest Ltd., & Aknam Finvest Ltd.

Key Team Members



Mr. Priyo Mayengbam: VP – Debt Syndication & Corporate Relations

A MBA in Finance from IBS Hyderabad, he comes with 7 years experience in Private Equity, M&A, Corporate Finance, Project Finance, Debt Syndication etc. He has worked in India and Abroad in companies like Transparent Value – Guggenheim Partners LLC, Frontier Investment & Capital Advisors Pte Ltd, & BSL.

Mr. Nishant Saruparia: Manager – Corporate Relations

A Chartered Accountant, having worked in multiple corporate such as IRIS Business Services Ltd., Almondz Global Securities Ltd., J.R. Laddha Financial Services Pvt Ltd., has rich experience in Fixed Income and Debt Syndication Services including raising debt of various types such as term loans, working capital, hybrid loans and structured finance from Banks, NBFCs and Financial Institutions.

Key Team Members



Mr. Shrikant Naidu: Manager - Debt Syndication

A diploma holder Business Management from Symbiosis. With over 15 years of experience in the field he brings in expertise in marketing of all types of financial products like Insurance, Mutual Funds, Personal Loans, Mortgage products etc. He has previously worked with the Religare group and DSA's of HDFC Bank and ABN AMRO Bank.

Looking Forward to Serve You



For Further Details, please contact

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