



EMERGING INDIA VALUE ADVISORY LLP

About Us

We are a boutique investment banking firm founded in **2007**.

The firm has closed over **46** transactions totaling to **~INR 65 bn** in deal size.



We offer innovative and focused financial solutions to ensure that the potential and vision of our client's business are fully realized



We are backed by a team of passionate finance professionals having diversified experience across fields



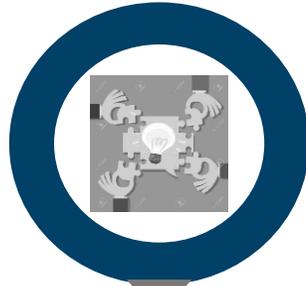
We pride ourselves in our ability to have a 360-degree view on our clients businesses while advising them on the best course forward

What Sets Us Apart



Relationship Bankers

- We believe in building long-term relationships and provide the most effective solution tailored to the clients needs
- We work in collaboration with our clients which helps earn their trust



Extensive Range of Services

- Private Equity Syndication
- Debt Funding
- Mergers & Acquisitions
- IPO consulting
- Fundraising for PE Funds
- Corporate Consulting



Hands-on Expertise

- Our Founder has worked as a CFO for 15 years and completely understands both sides of the table
- Our team strives for intelligent execution of transactions through a thoughtful and innovative approach



Commitment to Socially Responsible & Inclusive Growth

- We have a clear vision of doing our bit for the society to enhance and uplift the life of underserved communities
- We contribute both resources and time to help partner NGOs raise funds and improve their processes and strategy

Our Services

Mergers & Acquisitions Consulting

We provide sell side assistance to our clients by approaching key strategic investors and buyout funds.

Debt Fund Syndication

We use our expertise in debt structuring and relationships with established NBFCs & financial institutions to provide capital at the most effective terms.

PE/VC Syndication Advisory

We have strong relationships with large number of PE/VC funds across the country and find the best fit to yield better results for our clients.



IPO Consulting

We strive to understand clients needs and structures and guide the client through every step of the IPO process to deliver the best valuation.

Fundraising For Private Equity

We work closely with private equity fund managers to help them raise funds through our extensive network of financial sponsors.

Advisory

We help our clients in setting up and improving internal processes to help them uncover their true potential.

Marquee Transactions

Private Equity/ VC

of Transactions : 12

Select Transactions



INR 60 mn



INR 1500 mn



INR 100 mn

Structured Debt

of Transactions : 16

Select Transactions



INR 5,000 mn



INR 2,500 mn



INR 1,000 mn

M&A

of Transactions : 3

Select Transactions



INR 8,500 mn



INR 5,650 mn

Multi-Specialty Hospital

INR 5000 mn

IPO

of Transactions : 2

Select Transactions



INR 2,000 mn



INR 650 mn

Fundraising for PE

of Transactions : 5

Select Transactions



INR 1,000 mn



INR 500 mn



INR 400 mn

Private Placement

of Transactions : 8

Select Transactions

HIGH NET WORTH INDIVIDUALS'S

Our Team



RAJIV MANGLA
Founder and Managing Partner

Rajiv has 29 years of rich experience in Corporate Finance & Fund Raising and has worked on both sides of the table. He was the CFO of a leading FMCG company, responsible for overall finance, corporate affairs and investor relations of the organization globally. He has also worked with GEC Alstom & S.S. Kothari & Co and is a qualified Chartered Accountant. He is a frequent panel speaker on Private Equity on several professional platforms including the Institute of Chartered Accountants India(ICAI).



AADITYA GUTGUTIA
Partner

Aaditya has over 16 years of experience in Investment Banking, leading the Regional IB teams of Organisations like Axis Capital and Edelweiss Financial Services Ltd. He is a veteran of over 35 transactions spanning Capital Markets, Private Equity, M&A, Structured Finance and Debt Syndication. He has worked with almost a bevy of large Corporates in North India including likes of DLF, Bharti, Jindals, Shrirams to name a few. He is a MBA from MDI Gurgaon and Chartered Accountant by qualification.



GARVIT BHATIA
Vice President

Garvit, an Engineer from Netaji Subhas Institute of Technology has 4 years of investment banking experience having worked with J.P. Morgan and ELI Global. He has experience in transactions across industries including Technology, Telecom and Media with expertise in Financial Modelling, Valuation, Transaction Structuring and Financial Analysis.

Our Team



ARPIT GOEL
Associate Vice President

Arpit has completed MBA (Finance) from University of Mumbai with 6+ years of experience in Investment Banking. He has worked with ITI Capital (formerly INGA Capital Pvt. Ltd). He has experience in transactions across industries including Infrastructure, Logistics and Healthcare with expertise in Financial Modelling, Financial Analysis and Investor Presentation. He is a SEBI registered investment advisor (RIA)



AADITYA VINAYAK
Senior Associate

Aaditya has completed MBA (Finance) from IIM Jammu. Prior to this, he interned with BMR Advisors in M&A. He graduated in Engineering in Electronics & Communication from ITM Gurgaon. He brings expertise in Financial Modelling, Valuation, Financial Analysis, Business Process & Strategy and Management Consulting.



JITENDER KUMAR SULTANIA
Associate

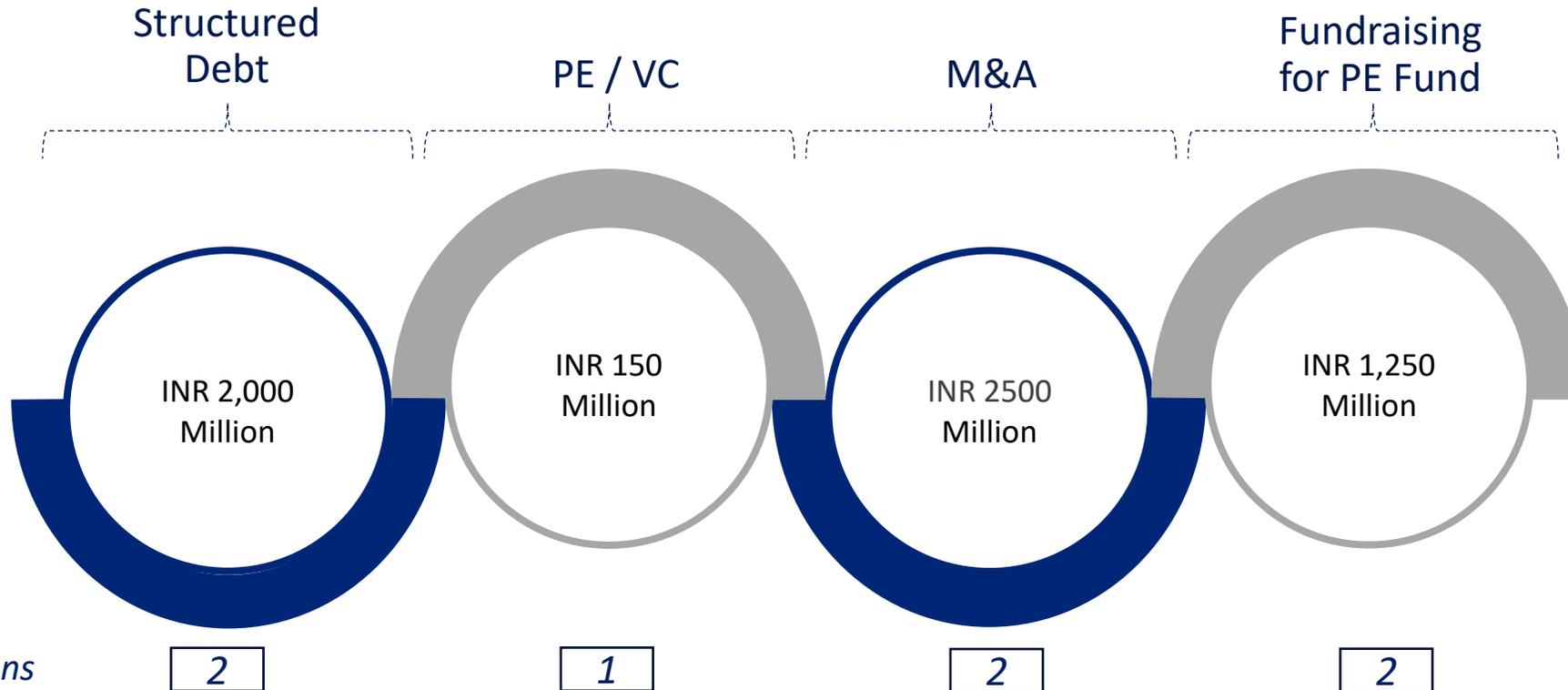
Jitender is a qualified Chartered Accountant working with EIVA since last 4 years. He is assisting the team of IPO and Structured Finance.



AASTHA CHUGH
Analyst

Aastha has completed MBA (Finance) from ICFAI Business School (IBS), Hyderabad. She has worked with MSG Global solutions previously as a Business analyst and did her internship with Ernst & Young during MBA tenure. Her role at EIVA involves Investor presentations, Research, Financial analysis etc.

Pipeline



No. of Transactions

Few Client Testimonials



Mohan Agarwal
MD, Century Metal Recycling

“EIVA is not just about transaction advisory, but a relationship that goes beyond. The team from EIVA has been working with our group for the past several years and has been part of two of our fund raise exercises with AIF Capital and IFICI Venture. They have not only been effective but also been passionate in their association with us. We will highly recommend them as an Investment Banker to anyone who is looking to raise funds through an ethical long term partner who stands and guides the company through the entire fund raise process.”



Vineet Reila
MD, SARE Homes

“We have worked with the EIVA team on multiple rounds of debt funding from NBFCs. They have an extremely holistic and hands-on approach when dealing with the client. The USP of Rajiv and his team is to help the client navigate and overcome the complexities of debt funding. I wish the EIVA team all the success and look forward to a continuing relationship with them.”



Nikhil Vora
Founder & CEO, Sixth Sense

“I have known Rajiv for over 12 years and worked with him on several occasions during my time as MD at IDFC Securities and as founder & CEO of the fund Sixth Sense Ventures. I've had the pleasure of working with the EIVA team on two mandates, on both sides of the table. As investment advisors to one of our investee companies, I experienced Rajiv's relentless negotiation skills and as Advisors to Sixth Sense for institutional fund raising, I witnessed the EIVA team's innovation capabilities through a unique investment structure that they delivered. I look forward to a continuing relationship with the EIVA team.”



Chandrasekhar Kandasamy
Managing Partner, Stakeboat Capital

“We got to engage with Rajiv and EIVA through a common friend who gave us a very positive feedback and needless to mention, our experience has been quite gratifying. As Advisors, Rajiv really helped us in improving our networks and relationships and achieve the desired results in a short period of time. Rajiv has the unique capability of creating a solution satisfactory to all the Parties. We wish him and EIVA all the very best and look forward to working with him in the future.”



Japan Vyas
Managing Partner

“I have known Rajiv ji for the past few years and he is one of the few bankers who is relationship driven and not transactional. I have observed the same trait flows down to the entire team. I have closed two investments which were showcased by EIVA and in both instances I have found the team to be professional, aware of the details and transparent in their dealings. Due to his wealth of experience Rajiv ji intuitively knows which deal may or may not work for you – so the deal flow from them is curated in the true sense. He is generous with his time and counsel when sought for even when there is no commercial interest flowing to EIVA.”



Dr. SS Bansal
Managing Director

“The team at EIVA assisted us in raising funds through structured debt. As a founder, selecting the right financial advisor that could guide us was extremely essential. Since having the EIVA team on board, they have truly proven that they add immense value to the client's business and work as partners rather than professionals. Working with such an experienced team not only opened many doors for us but they also prepared us to overcome the challenges along the way.”



Thank You

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