



EMERGING INDIA VALUE ADVISORY LLP

About Us

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

Closed over **60+** transactions totaling to **~INR 10,000+ Cr** in deal size.

- ✓ Offering across M&A, Structured Debt, PE/VC syndication advisory, IPO consultancy, Fundraising for PE/VC funds
- ✓ Innovative and focused financial solutions to realize the potential and vision of our clients' business.
- ✓ Focused team of passionate finance professionals with diversified experience across fields
- ✓ Ability to have a 360-degree view on our clients' business while advising them on the best course forward



Rajiv Mangla

Founder & Managing Partner



Rajiv a qualified Chartered Accountant has ~33 years of rich experience in Corporate Finance & Fund raising and has worked on both sides of the table.

Prior to establishing EIVA, he was the CFO of a leading FMCG company.

MARQUEE TRANSACTIONS

2023/18  Advised the PE fund for fund raise Rs 3400 Mn Fund Raise	2022/13  Advisors to Assotech Realty for Multiple Structured Debt Transactions Rs 3,700 Mn Structured Finance	2020  Buy Side advisors for a multi speciality hospital of Havells Group Rs 725 Mn Acquisition	2020  Advisors to a Promoter of Metro Hospital Faridabad for Stake Sale to Partner Rs 5,000 Mn Acquisition	2018  Advisors to Sunbeam Auto for the acquisition by Kedaara Rs 8,500 Mn Acquisition
2018  Advisors to Century Metal Recycling for the Debt Arrangement by Edelweiss Rs 1,000 Mn Structured Debt	2016/17  Advisors to SARE Homes for multiple Structured Debt transactions Rs 10,000 Mn Structured Debt	2011/13  Advisors to CMR for multiple PE Investments by IFCI Ventures & AIF Capital Rs 1,500 Mn Private Equity	2011  Advisor to Kohinoor for the sale of Brand & Distribution Network Rs 5,650 Mn Acquisition	2008  Initial Public Offering (IPO) Rs 650 Mn Fund Raise

Our Services

Mergers & Acquisitions

- Leverage our network with Buyout Funds and Strategic investors to extract interest of multiple investors leading to better valuations
- Use our expertise to position the company aptly to encourage fair valuation.

Structured Debt

- Assist in raising funds from Credible NBFCs and Private Banks.
- Significant value add through efficient transaction structuring and low cost of funds

PE/VC Syndication Advisory

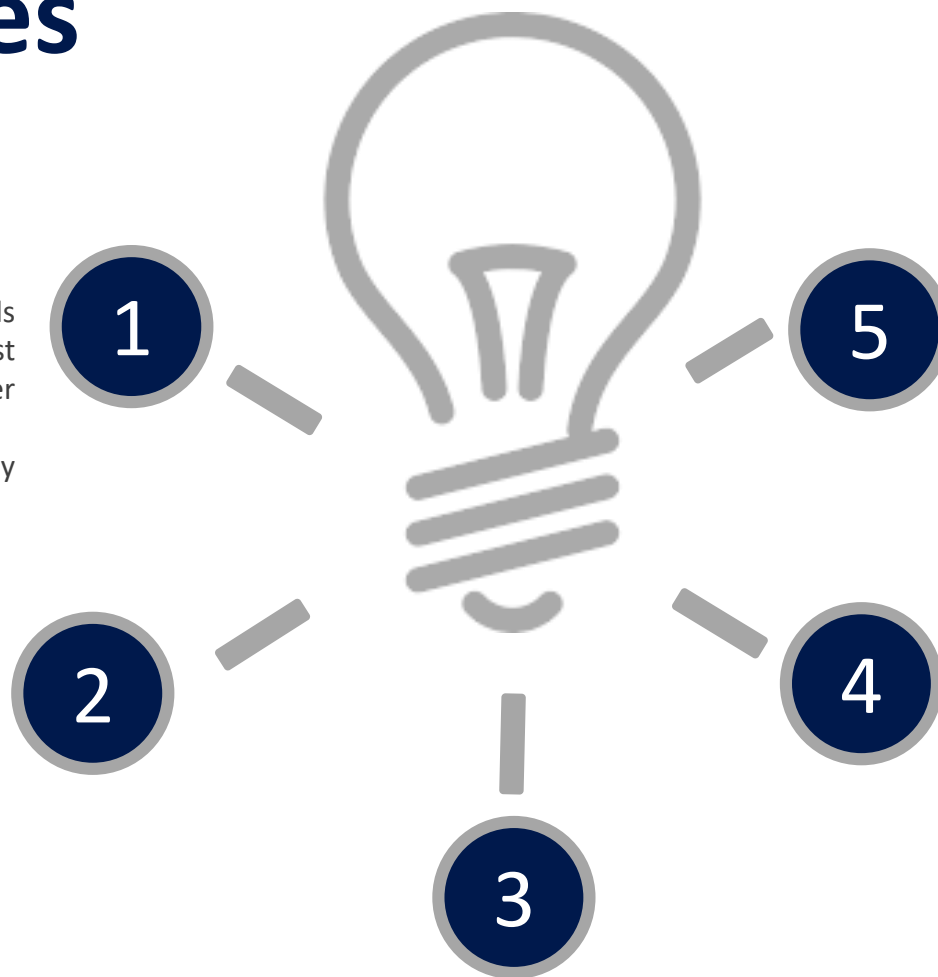
- Focused on highlighting the USPs and getting the best PEs on board
- Scout investors with similar values as the company for an enriching growth journey
- Ensuring proper coordination, understanding and alignment of interests between the investors and the client.

Fundraising For PE/VC

- Leverage our connects with fund of funds, family offices and HNIs to assist raising capital.
- Assist in running the entire process from creation of CIM till the disbursement of funds.

IPO Consulting for Mainboard and SME

- Appointment & Coordination with all the agencies.
- Assist in drafting the DRHP, Pitchbook Corporate presentation and other detailed marketing material.
- Ensuring fair valuation through in-depth research and proper market positioning.



Repeat Business from major Clients



- **PE:** Financial advisors to CMR for 2 PE Investments totaling Rs 1,500 Mn by IFCI Ventures (2011) and AIF Capital (2013)
- **Structured Debt:** Advised for raising Rs 1,000 Mn structured debt to give part exit to existing PE investor
- **Buy Side M&A** – Currently advising the firm for an acquisition of one of its nearest competitors
- **IPO:** Advisors for a Rs 5,000 Mn IPO



Dr Bansal
(Renowned
Cardiologist)

- Stake sale in Metro Hospital Faridabad to co-promoter at a valuation of INR 5,000 Mn
- Buy-side advisors for acquisition of QRG Hospital in Faridabad (owned by Havells Group) for Rs 725 Mn



- Advised **multiple rounds of structured debt** transactions
 - Rs 3,000 Mn from Edelweiss
 - Rs 2,500 Mn from KKR
 - Rs 4,250 Mn from Altico
 - Rs 250 Mn from IFCI Ventures



- Advisors for **sale of Brand & Distribution Network** to McCormik for a total consideration of Rs 5,650 Mn
- **Structured Debt** transactions aggregating Rs 1,700 Mn
- **PE** investment by Temasek
- **FCCB:** Raised Rs 1,250 Mn through Foreign Currency Convertible Bonds



- Advisors for raising **multiple rounds of structured debt**
 - Rs 650 Mn from Axis Bank
 - Rs 750 Mn from IndusInd
 - Rs 1,250 Mn from IFCI Limited
 - Rs 720 Mn from TFCI
 - Rs 350 Mn from SIDBI



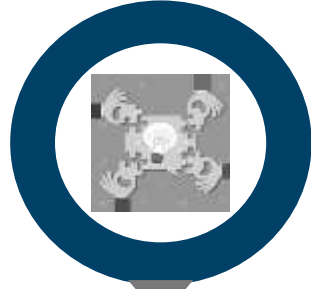
- Advised the PE fund for fund raise from various investors
 - Fund 1 - Rs 650 Mn
 - Fund 2 - Rs 2,750 Mn

What Sets Us Apart



Relationship Bankers

- We believe in building long-term relationships and provide the most effective solution tailored to the clients needs helping us get repeat business
- 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/VC Funds



360° Clients servicing

- Before setting up EIVA in 2007, our founder has 17 years of experience with 10 years as a CFO
- 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 aid NGOs by-
 - ✓ Financial contribution and help in raising donations.
 - ✓ Advisory for improvement of processes and strategy

Transactions across Product Offerings

Private Equity

Select Transactions



Structured Debt

Select Transactions



M&A

Select Transactions



Multi-Specialty Hospital



IPO & Pre-IPO Placement

Select Transactions



Fundraising for PE

Select Transactions



Venture Capital

Select Transactions



WallMantra

Our Team



JITENDER KUMAR SULTANIA
Senior Associate

Jitender is a Chartered Accountant and an integral part of the EIVA team for the past 8+ years. With a vast expertise in Financial Modelling, Due-diligence, Debt Syndication & Fund raising, He is a key member of our M&A, IPO and Structured Finance team.



VIRAL CHOTAI
Senior Associate

Viral is a highly skilled professional with an MBA from IIM Raipur and a commendable achievement of clearing all levels of the CFA. Specializing in end-to-end deal management, including business development, Financial Modelling, valuation negotiations, and comprehensive industry research, he excels in navigating complex transactions. His strategic thinking and passion for finance set him apart, making him a valuable asset in the industry.



Vedika Singh
Associate

Vedika has completed her MBA (Finance) from Amity International Business School. She brings valuable experience to EIVA from her previous role at Monarch Network Capital Ltd. Her diverse background includes expertise in various industries such as Capital goods, Specialty chemicals, Pharmaceuticals, and Hospitality to name a few.



Rohit Tiwari
Analyst

Rohit has completed his BBA (Finance and Investment Analysis) from SSCBS, Delhi University. He has experience of working in start-funding, Financial Research and Wealth Management Domain. He has the exposure of several industries like Consumer Products, Financial Institutions, Automobile & Defense Sector.

Select 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 IFCI 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.”



Neeraj Gulati
MD, Assotech Realty

“EIVA has handled multiple rounds of debt fund raising for several of our real estate projects and has delivered every time at exceptional terms. Their hands on approach, strong relationship with Lenders along with expertise and experience in the industry make them the ideal partners for us. Their continued support after delivery makes them stand out from the field.”



Dr. SS Bansal
MD, SSB Hospital

“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 as experienced team not only opened many doors for us but they also prepared us to overcome the challenges along the way.”



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.”



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.”



Thank You



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