

FINOLOOK

by **unituscapital**

Debt Newsletter for March 2022 | Unitus Capital, RECENT DEALS CLOSED

ARYA-Dhan
Debt
undisclosed

MYSHUBH-LIFE
Equity
₹ 100 Cr

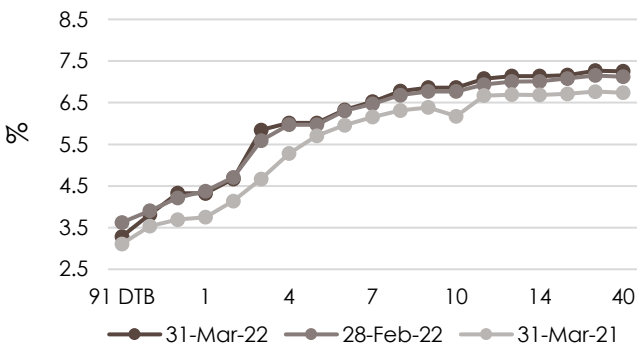
VISTAAR
Debt
₹ 20 Cr

FINOVA
Equity
₹ 500 Cr

PAHAL
Equity
₹ 50 Cr

Market Overview*

Yield Curve



NBFC Bond Spread Over G-Sec Benchmark Indices

Tenor	3 Year Spread	5 Year Spread	10 Year Spread
AAA	38	46	23
AA	121	131	103
A	366	376	338
A-	391	401	363
BBB+	441	451	413
BBB	466	476	438
BBB-	516	526	488

In March 2022, the bond yields showed marginal improvement on a month-on-month basis. Further, the RBI MPC voted to keep policy rates intact, with the repo rate at 4%. The MPC maintained an accommodative stance - "continue with the accommodative stance as long as necessary to revive and sustain growth on a durable basis and continue to mitigate the impact of COVID-19 on the economy". The cautious recovery and excess liquidity in the market continue to pressure bond yields.

Agri Tech – Indian Context

Overview –

Indian agriculture sector, which is worth US\$370 billion, **employs 40 percent of the population** and contributes 18.8 percent (FY 2022) of the GVA. Despite the sector's contribution, it remains plagued by **structural weakness** that limits growth and productivity. Agritech start-ups are playing a crucial role to eliminate this problem.

India currently has over **1450 agriculture startups** – which are **exploiting inefficiencies in the value chain by leveraging new-age technologies** such as Artificial Intelligence (AI), Machine Learning (ML), Internet of Things (IoT), etc. – to increase efficiency and productivity in the sector.

Government Support –

Via the **Budget 2022-23**, the government –

- Announced setting up of a **dedicated fund with blended capital** for startups across the farm produce value chain
- Mentioned its intention to **pay INR 2.7 Lakh Crore worth of MSP** direct payments to wheat & paddy farmers.
- Proposed to **incorporate drones into the Agriculture** sector

Prominent players in different Agritech sub-segments

Market Place

ninjacart

farmizen

Jumbotail

BIJAK

Farm Inputs

DeHaat®
Seeds to Market

Gramophone
TRANSFORMING AGRICULTURE

AgroStar™
Helping Farmers Win

BigHaat.com
THE STOP AGRO STORE

Finance

Jai Kisan

Samunnati®

agriwise
we give credit

KissanDhan

Recent Fundraises

Name	Amount (\$ Million)	Investors
FarMart	32	General Catalyst, Matrix Partners, Omidyar Network
Otipy	32	WestBridge, SIG, Omidyar Network
Krishify	6.2	Omnivore, Ankur Capital, Omidyar Network, Orios Venture Partners

Corporate Debt Issuance***

Issuer	Secured	Size (₹ Cr)	Coupon	Tenor (years)	Rating
Aye Finance Pvt. Ltd.	Yes	25	3M T-bill Linked	2	A-
BlackSoil Capital Pvt. Ltd.	Yes	40	10.00%	3	-
Pahal Financial Services Pvt. Ltd.	Yes	~60	13.52%	~3.5	BBB

Meet the Team



Eric Savage
Co-Founder & CEO

25+ years of investment banking experience with strong relationships with domestic and foreign investors; serves on the boards of multiple companies, and other institutions.



Amit Kumar Rathi
Managing Director

20+ years of post-qualification experience which includes 15+ years in the broad PE / VC investing and M&A as either an Investment Banker, Diligence Advisor, and Investor.



Simmi Sareen
Director

23+ years in financial services with extensive experience in supporting access to capital for sustainable startups & social enterprises. Recognized as a thought leader for impact investing and climate finance in India.



Rima Agarwalla
Vice President

11+ years experience with Bank of Baroda in corporate credit, transaction Banking, in India and Middle East. Specialized in structuring deals.



Vivek Pathak
Associate

At Unitus Capital Vivek covers financial services, WASH & electric vehicles. A CA by profession, Vivek has prior experience with a boutique IB.



Pratik Bohra
Associate

Pratik focuses on financial inclusion and clean tech. Previously with EY, where he worked on assurance & transaction engagements, while completing CA.



Jagrati Goyal
Analyst

Jagrati covers financial inclusion, healthcare, and agriculture at Unitus Capital. She was previously with State Street in alternative investments.



Ishita Jain
Junior Analyst

Ishita covers financial inclusion and agriculture at Unitus Capital. She has 2+ years of experience with a boutique IB in Mumbai, while pursuing CA.

For any queries, please contact:

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