

FIN O L O O K

by **unituscapital**

Debt Newsletter for October 2022 | RECENT DEALS CLOSED

Orb Energy
Debt
₹ 160 Cr

Eze Tap
Acquisition
₹ 1,326 Cr

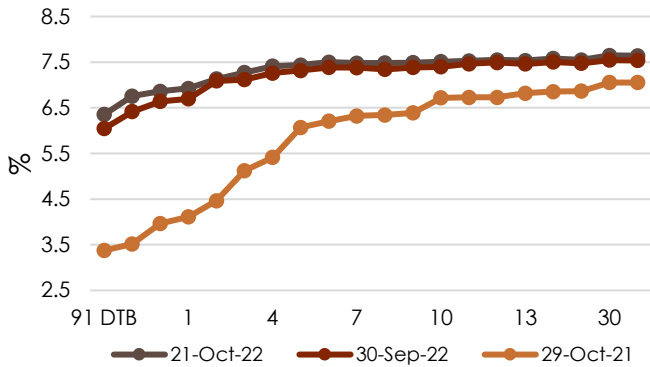
Early Salary
Equity
₹ 858 Cr

Clix Capital
PTC Sale
₹ 38.8 Cr

Battery Smart
Equity
~₹ 200 Cr

Market Overview*

Yield Curve



NBFC Bond Spread Over G-Sec Benchmark Indices

Tenor	3 Year Spread	5 Year Spread	10 Year Spread
AAA	58	62	48
AA	133	140	123
A	373	374	368
A-	398	399	393
BBB+	448	449	443
BBB	473	474	468
BBB-	523	524	518

The yield curve over the past one year has **flattened significantly** as the **RBI raised rates** by **increasing short term rates** due to which 3-month T-bill rates have nearly jumped from **3.5% to 6.5%**, however **long-term rates barely moved** during this period reflecting **no change in long-term growth and inflation** outlook by the bond market participants. The RBI is slated to meet again on 3rd November to **discuss the inflation agenda** as inflation has remained **above the threshold of 4% to 6%** since January. Market participants expect RBI to **maintain its hawkish stance** by continuing with their rate hikes at least until December 2022, keeping it at par with other global central banks.

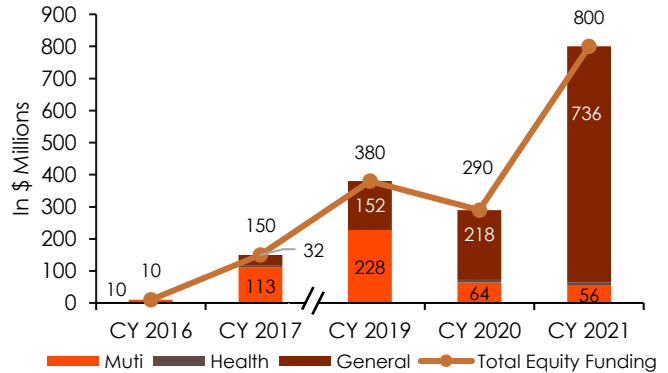
Rise of InsurTech in India**

Overview

InsurTech companies aim to **improve efficiency** in the insurance industry by **optimizing the traditional distribution model** along with providing a platform for **dynamic premium pricing** based on prevailing market conditions & consumer behavior. The sector can be divided into **4 sub-segments**:

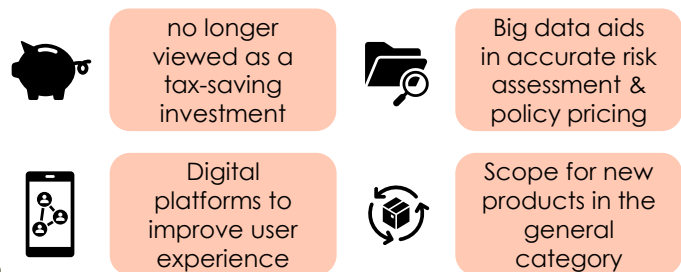


Funding Trends in InsurTech



InsurTech funding is expected to **pickup significantly** from here on given the **rising awareness among individuals** after experiencing **lofty medical bills** post the pandemic

Key Themes in Indian Insurance Industry



Corporate Debt Issuance in October****

Issuer	Secured	Size (₹ Cr)	Coupon	Tenor (years)	Rating
Blacksoil Capital	Yes	45.00	10.00%	3.00	-
Tata Cleantech	Yes	1,000.00	7.50%	2.99	AAA
Kotak Mahindra Prime	Yes	370.00	7.92%	3.32	AAA

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, Waste to Energy & EVs. A CA by profession, Vivek has prior experience with a boutique IB.



Anshul Agarwal
Associate

6+ years of experience in financial services. At Unitus Capital Anshul covers Financial inclusion, climate action and agriculture.



Jagrati Goyal
Analyst

Jagrati covers climate and financial inclusion, at Unitus Capital. She previously worked 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. She is a CA.



Mohammed M E
Junior Analyst

1+ years of experience with a financial services company in Bangalore and is currently pursuing his CFA & FRM.