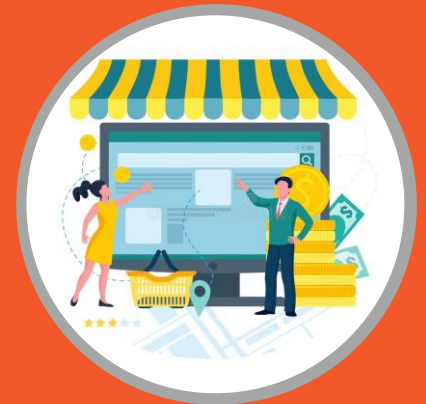




unitus[®]capital

DELIVERING CAPITAL.
CHANGING LIVES.

*A tech-focused impact-first
investment bank*





\$4 B+

Capital raised

Across Equity and Debt



150+

Clients

Worked on multiple rounds per client



#1 Investment Bank

Private Equity by VCCircle, 2022



\$633 Mn

Deal pipeline

Across Equity and Debt



500+

Investor network

*PE, VC, Impact Funds, banks, others**

35 IB Professionals

Premium Valuations

Focus Sectors

200 years+ cumulative experience across marquee banks, funds, investment banks, Big4

Morgan Stanley, Goldman Sachs, World Bank, Credit Suisse, Citigroup, HSBC, EY, Deloitte, KPMG, SBI, RBL Bank, SIDBI, Elevar, TVS Capital, Rabo Bank, ICRA, IDBI, CRISIL, Bank of Baroda

**4x
AUM**

FinTech

**40x
Revenue**

E-Mobility

**5.4x
P/B**

MSME Lender

**28x
Revenue**

ConsumerTech/
ImpactTech



Tech

FinTech, AgriTech, EdTech, HealthTech, and Impact-Tech



Climate

Renewable Energy, Electric Mobility, Circular Economy, Waste Recycling and Cleantech



Financial Services

MFI, MSME, Housing, Agri, Vehicle, SFB

Numbers as of latest date

*DFIs, Sovereign Wealth Funds, Hedge Funds

Awarded #1 Investment Bank

VCCircle, 2022

Rank	Name	# of Deals
1	Unitus Capital	202
2	Avendus	171
3	Ernst & Young	101
4	PwC	95
5	IndigoEdge	73

Total number of Private Equity deals closed in the past decade. Rankings are based on number of deals closed

Venture Intelligence Q1-2023

Rank	Name	# of Deals
1	Unitus Capital	6
2	Avendus	5
3	Ambit	4
4	Ernst & Young	4
5	Upwisery	4

Total number of Private Equity deals closed in the Q1 CY2023. Rankings are based on number of deals closed



#1 Investment Bank by deal volume in 2020, 2019, 2018, 2016, 2015, 2014 by Venture Intelligence



#1 Investment Bank by deal volume in 2022, 2018, 2017, 2016, 2015, 2014 by VCCircle



Investment Bank of the Year – PE
VCCircle, 2022

Investment Bank of the Year
TechCircle, 2018

Recognised Leaders in Equity Capital Raising
Acquisition International, 2018

Investment Bank of the Year – M&A
Corporate Livewire, 2016

Best Investment Bank – Structured Transactions
Wealth Finance International, 2016

Investment Bank of the Year
Acquisition International, 2013 & 2015

Most Outstanding Investment Bank
Corporate Livewire, 2015

Award for Innovation in First Time Transactions
Acquisition International, 2015

Launched as an impact-focused investment bank. Primarily covering the microfinance sector

Sector lens expanded to Education finance, climate, and healthcare. Undisputed leader in microfinance

Ventured into MSME finance, agriculture finance, and housing finance with the largest ever deal of \$100mn

Started tech coverage with FinTech as a focus area along with others like EdTech, and AgriTech

Significant increase in deal sizes, ranging from \$15-\$150mn with an increased focus on Tech space

2008-12

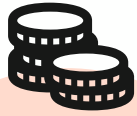
2012-16

2016-18

2018-20

2021-23





17

of Live Equity Deals



20

of Live Debt Deals



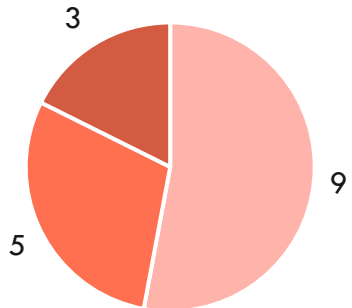
\$304Mn+
Amount of equity
funding in the process



\$215Mn+
Amount of debt funding
in the process

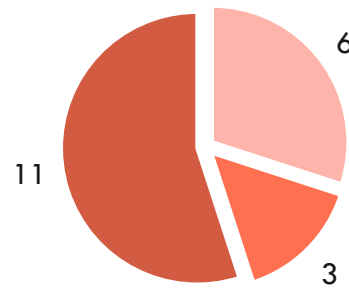
SECTOR-WISE NUMBER OF LIVE DEALS

EQUITY



■ FI ■ Tech ■ Climate

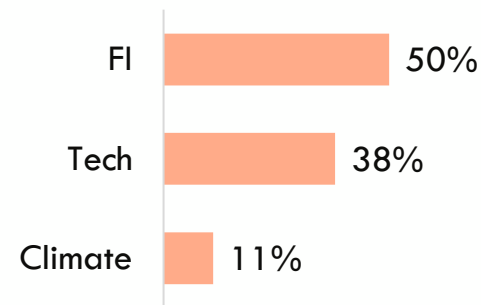
DEBT



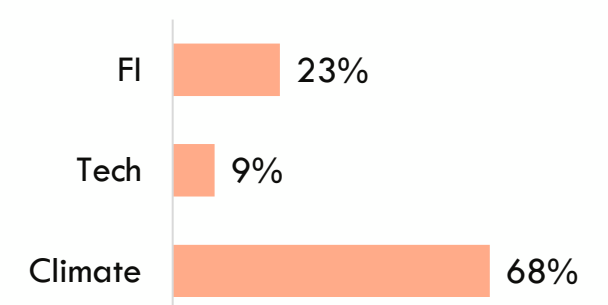
■ FI ■ Tech ■ Climate

SECTOR-WISE AMT. BEING RAISED

EQUITY



DEBT




Chaitanya
Over 2 rounds
\$597 Mn


 Mandated for large buy-side mandate


ezetap
\$175 Mn
Acquired by




ANNAPURNA
 FINANCE
 GROWING TOGETHER
Over 5 rounds
\$149 Mn

  
 ACCION  


SPANDANA
Over 2 rounds
\$132 Mn




FINOVA CAPITAL
 FINANCING DREAMS
Over 5 rounds
\$129 Mn

 
 NORWEST 


fibe
\$112 Mn



PROGCAP
 CAPITAL FOR PROGRESS
Over 3 rounds
\$105 Mn


AVANTI
 FINANCE
Over 3 rounds
\$65 Mn



UMMEED
 HOUSING FINANCE
Over 2 rounds
\$46 Mn

 NORWEST
  


orb energy
 YOU'VE GOT THE POWER
Over 3 rounds
\$14 Mn



Janalakshmi

Over 5 rounds

\$285 Mn



Over 4 rounds

\$58 Mn



Over 8 rounds

\$28 Mn



JAGARAN

Over 6 rounds

\$24 Mn



Over 3 rounds

\$21 Mn



\$20 Mn



Think Cash, Think Lendingkart!

Over 3 rounds

\$20 Mn



\$15 Mn



Major Deals closed in last 2 years – Equity

ezetap

Acquisition: \$ 170 Mn

Razorpay

Aug'22

fibe

\$ 112 Mn

TPG NORWEST

Piramal Finance

Aug'22

PROGCAP
CAPITAL FOR PROGRESS

\$ 105 Mn (3)

TIGERGLOBAL G

CREATION INVESTMENTS SEQUOIA

Sep'22

ANNAPURNA FINANCE
GROWING TOGETHER

\$ 81 Mn (3)

nuveen DEG

ACCION encourage capital

Jun'22

FINOVA CAPITAL
FINANCING DREAMS

\$ 75 Mn (2)

NORWEST SEQUOIA

FAERING CAPITAL MAJ INVEST

Mar'22 & Dec'22

AVANTI FINANCE

\$ 65 Mn (2)

BILL & MELINDA GATES FOUNDATION NOMURA

OIKO CREDIT

Oct'21 & Mar'23

UMMEED HOUSING FINANCE

\$ 37 Mn

NORWEST

Morgan Stanley

Sep'21

IKF FINANCE

\$ 31 Mn

ACCION

Mar'23

testbook.com

Acquisition - \$ 31 Mn

Classplus

Sep'22

IMGC
Defining Tomorrow

\$ 26 Mn

SAGEN™

Jun'22

BatterySmart

\$ 25 Mn

TIGERGLOBAL

BLUME ORIOS

Jun'22

VILCART
BRIDGE TO RURAL KIRANA

\$ 18 Mn

ASIA IMPACT ADVISORY
Where Capital Meets Purpose

NABVENTURES

Jan'23

MyShubhLife

\$ 17 Mn (2)

Gojo & Company, Inc.

PATAMAR | CAPITAL

Mar'22

kaleidofin

\$ 15 Mn (2)

BILL & MELINDA GATES FOUNDATION

Michael & Susan Dell FOUNDATION

Apr'22

WorkIndia

\$ 12 Mn

INSITOR PARTNERS

PERSOL

Dec'22

Lokal App

\$ 12 Mn

Investors: Undisclosed

Oct'21

Banyan Nation

\$ 11 Mn

ASIA IMPACT ADVISORY
Where Capital Meets Purpose

July'23

PAHAL
A NEW BEGINNING

\$ 9 Mn

GAWA CAPITAL
Life changing investments

Mar'22

(x) Number of rounds

Major Deals closed in last 2 years – Debt



(x) Number of rounds

Equity Mandates

Debt Mandates

TECH



FINANCIAL SERVICES



CLIMATE



Mainstream Investors



Impact focused & DFIs



Banks



NBFCs & AIFs



Foreign Investors



The Team



Abhijit Ray, Co-Founder & MD

30+ years of experience in the financial services sector with strong investor relationships in that space; He plays a key role in developing UC's business, particularly in inclusive finance



Abhishek Seth, Vice President

9+ years of experience in investment banking and private equity with Unitus Capital, TresVista Financial Services. He has cleared all three CFA levels and is an engineer



Amit Agarwal, Managing Director

16+ years of experience of investment in both private equity and M&A transactions across microfinance, renewable energy, retail, and service industry



Amit Kumar Rathi, Managing Director

23+ 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



Amit Jhanvar, Managing Director

16+ years of experience of investment banking on both debt and equity transactions across fintech, financial services, healthcare, renewable energy, agri, etc.



Ann Short, Chief Operating Officer

35+ years of experience in the financial services industry; she previously served as COO of Global Corporate and Investment Banking at Bank of America Securities



Eric Savage, Co-founder & CEO

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



Geoff Woolley, Co-chairman

Currently the CEO of Patamar Capital; Board member of IndusInd Bank; Pioneer of venture debt; Founding Partner of Dominion Ventures, and Kreos Capital



Harshika Srivastava, Human Resources

10+ years of experience in talent acquisition, learning and development, talent and performance management. Previously worked with Western Capital.



Kylie Charlton, Co-founder & MD

25+ years working at the intersection of mainstream capital markets, and impact investment; key contributor to the development of the impact sector in Australia



Narayan Ramachandran, Co-Chairman

An active investor and entrepreneur; Former Country Head Morgan Stanley India, Former Chairman RBL Bank, Vice-Chairman and Partner at L Catterton



Nikesh Jain, Vice President

12+ years of Investment Banking (PE, M&A) across Financial Services, Healthcare, Agriculture. Previously with Intellectap, CapitalSquare



Prerak Shah, Vice President

16+ years of experience in Investment banking and corporate strategy across sectors including Fintech, Healthtech and Consume and with Panini Advisors, YouFirst, Reliance Capital, Edelweiss and JP Morgan



Richa Natarajan, Managing Director

15+ years of experience in investment banking and advisory services across Unitus Capital, Deloitte, and Ernst & Young



Rima Agarwalla, Vice President

12+ years banking experience with Bank of Baroda in Corporate Credit, Transaction Banking, Resource mobilization



Simmi Sareen, Director

23+ years of experience across banking, investment banking and impact lending. Previously set up a fintech & a climate platform



Shainky Govil, Vice President

8+ years of experience in Private Equity and M&A across multiple sectors. Previously worked with Deloitte and HSBC investment banking team



Sushant Sharma, Vice President

11+ years of experience in investment banking and advisory across sectors, equity research and information technology field. Previously worked with Goldman Sachs and TresVista



Vikas Sarda, Chief Financial Officer

22+ years of experience in managing operations including financial control, strategic and financial planning, budgeting, analysis and reporting, and system implementation



Stellar, Experienced Team

Stellar team with unwavering commitment to clients

- **Unmatched track record** of deal closures in impact investing spaceAC
- Stellar leadership team combined with an **enviable execution capability**
- **Led by Eric Savage and Abhijit Ray** – veterans in investment banking



Marquee Investor Relationships

Well-connected to a variety of Marquee Investors

- Helped bring in **marquee investors** into companies like Fibe, Progcap, Finova, AYE, Spandana, Annapurna, etc.
- **Strong senior level relationships** with investors
- **Variety of investors** - Commercial investors, DFIs and impact investors across the globe



Premium Valuations

Premium valuation & stellar investor exit record

- **Strong understanding about the philosophy and management of clients**
- **Fetches premium valuations** vis-à-vis market for clients across several rounds
- Demonstrated track record providing **secondary exits to investors and promoters**, with a median **IRR of 41.5 %**



Preferred Advisor

Preferred advisor for financial services

- Experience of **raising capital across sub-sectors of financial inclusion**
- **Raised capital across stages**, ranging as high as **\$170 Mn**
- **Thought leaders in tech sector** – walked various investors through their first transactions in the space



Innovative Structures

Innovative Deal & Management incentive structures

- Experienced in **structuring deals innovatively** to navigate legal hurdles and investor requirements
- Structured **multiple promoter incentivizing structures** like:
 - Claw back
 - Upside sharing in investor's IRR
 - Non-dilutive equity options

Annexures

Financial Inclusion

MSME



Housing



Agriculture



Education



Financial Inclusion

Vehicle



Micro-finance



Others



Tech



Fin-tech



Agri-Tech



Tech



Edu-Tech



Health-tech



Impact-Tech



Climate



Climate



EV



Thank You

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