

## The Team

<p><b>Kash</b> www.SundarS.name linkedin.com/in/sundarsankaran</p> <p>Kash has over three decades of experience across Strategy Consulting &amp; Investment Banking. He has held senior positions at Bajaj Auto &amp; Kotak Mahindra.</p> <p>Kash has advised clients across India, China, Singapore, United Kingdom, Germany, United Arab Emirates and the African continent. The range of sectors advised includes Banking &amp; Financial Services (BFS), pharmaceuticals, medical devices, healthcare, mining, software, digitisation, education, auto ancillary, hospitality &amp; travel. Within the BFS space, he has advised clients in Mutual Funds, Insurance, Pension Funds, Investment Banking, Securities Distribution &amp; Financial Advisory sectors.</p> <p>Kash is an alumnus of IIM Ahmedabad (1986-88). He is also a qualified Company Secretary &amp; Cost Accountant.</p> <p>He is best-selling author of "Indian Mutual Funds Handbook" [Vision Books, 2018 (5th edition)] and Wealth Engine [Vision Books, 2012].</p>	<p><b>Jayen Shah, CFA</b> linkedin.com/in/jayen-shah</p> <p>Starting in June 1995, Jayen's professional journey has traversed Kotak Mahindra, ABN AMRO, Rabobank, The Royal Bank of Scotland, Standard Chartered &amp; IDFC. He was Head-Debt Capital Markets at IDFC Bank before co-founding MAVUCA.</p> <p>Jayen has successfully solved complicated resource mobilization for project construction, project refinance, hold-co/promoter capital, acquisition, working capital, general corporate purposes, portfolio-asset backed financing, green finance, etc.</p> <p>Jayen has senior relationships with numerous corporate promoters, CFOs/Treasurers, banks, MFs, insurers, pension funds, NBFCs, FPIs, Private &amp; Venture Funds, Impact funds, Multilaterals etc.</p> <p>Jayen is a CFA Charterholder and has been awarded Masters in Management Studies &amp; Bachelor in Engineering.</p>
<p><b>Prashant Shah</b> linkedin.com/in/prashant-shah-b432232</p> <p>Prashant is an alumnus of IIM Indore (2003-05). Before joining MAVUCA, Prashant was associated with Rabo India for over 13 years. At Rabo, he handled a wide gamut of transactions related to the capital market. He last held the position of Vice President – Credit at Rabo.</p>	<p><b>Ajay Singh Rathore</b> linkedin.com/in/ca-ajay-rathore</p> <p>Ajay is a Chartered Accountant and CFA Level III candidate.</p> <p>As part of his professional journey, he has rendered audit services to leading Indian PSUs (IOCL, NTPC, SCI, SBI) and UK-based companies (National Grid, Centrica). He has also been associated with EisnerAmper LLP, which is one of the leading hedge fund and private equity auditing firms in the US.</p>

It is so easy to get sucked into VUCA and become part of the problem. In order to *live, grow and excel* in this VUCA environment, MA is important.

*MA is something that relates to all aspects of life. It has been described as a pause in time, an interval or emptiness in space. MA is the fundamental time and space life needs to grow. If we have no time, if our space is restricted, we cannot grow. How we spend our time, and shape the space we live in, directly impacts our progress. These principles are universal; when applied effectively they enhance the way we think & how we engage with our surroundings. We can visually identify with the meaning of Ma through its Japanese*

kanji symbol 間. It combines door 門 & sun 日

(Source: <http://new.uniquejapan.com/ikebana/ma/>).



MAVUCA Capital Advisors Private Limited

CIN: U74999MH2018PTC318444

Marathon Chambers, A Wing  
Marathon Futurex Compound  
NM Joshi Marg, Lower Parel East  
Mumbai 400 013. INDIA

+91 98212 21208

www.mavuca.com

info@mavuca.in

We are a tech-enabled professional services boutique. The combination of strategy consulting and investment banking that we offer is rare in the marketplace.



Companies, businesses and institutions (“clients”) seek to create value for their customers through their core product and service offerings. The VUCA [Volatility, Uncertainty, Complexity and Ambiguity] environment is forcing them to seek outside counsel to benefit from specialization, force-multiplication and independence. We provide these benefits through an integrated range of services. Our strengths lie in practicality of insights and advice, coupled with relentless implementation. We back up the advice with money.

We solve your strategy consulting and resource needs, including mobilizing debt and / or equity funds. In the stressed assets space, we are engaged on either side viz. help acquirers target and bid for stressed assets, or help borrowers navigate out of troubled waters.

## Strategy Consulting



Thanks to VUCA, clients need to run faster to stay where they are! Being in the appropriate market space and pursuing the optimal business model constitute half the battle won in the VUCA world – the other half is relentless implementation.

We help you make these market space and business model decisions to benefit from VUCA instead of being tossed around by it. Further, we also develop implementation frameworks and hand-hold you in navigating this challenging environment. Our services are invaluable in the emerging global narrative where strategy formulation and implementation will not be sequential, but simultaneous and continuous processes.

## Resources Banking



More and more industries are becoming “winner takes all”. Facebook, LinkedIn, Jio .... The list keeps expanding. Consequently, the scale required for mobilization of resources – not just financial resources – is reaching humongous levels. We have therefore re-defined Investment Banking to cover cost-effective mobilization of all kinds of resources through our networks and understanding of markets.

As part of Resource Banking, we can help you partner with or acquire counter-parties who fit in your strategic blue-print. We also re-structure your balance-sheet and arrange funding through debt, equity, mezzanine and various innovative financial instruments / structures in a risk-optimized framework.

## Stressed Assets



The Government and the economy are striving to enhance systemic efficiencies through pro-active management of assets that face financial pressure. This has thrown up opportunities across the stressed assets space for both buyers and sellers. The range and scale of these opportunities are significant enough to be viewed as once in a life-time.

Our strengths in strategy consulting and resource banking will help you leverage on this rare basket of opportunities.

We also help borrowers navigate out of troubled waters.