MAVUDA

Live. Grow. Excel

CREDENTIALS

About Mavuca

Mavuca, incorporated in Dec 2018 by Jayen and Kash, is an amalgam of two words:

The old age Japanese philosophy of “MA”, which relates to all aspects of life and is described as a pause in time and also ‘uncluttered thinking’

The current day reality of “VUCA” (Volatile, Uncertain, Complex and Ambiguous) environment.

We are a tech-enabled professional services boutique focused on clients. Mavuca has its own presence in Mumbai and Ahmed-abad, and strategic partnerships in other locations. We are expanding our regional presence.

Mavuca has strategic tie-ups in specific domains to offer clients the benefit of specialization with comfort of single point contact for comprehensive service. Services thus offered include Accounting & Human Resources in partnership with subject matter experts like Ms. Dipali Sheth.

Ever widening network of relationships in Corporate India to whom we continuously deliver differentiated value.

Excellent relationships with a large investor base globally across asset classes.

Our relationships are well entrenched in the Financial space across Banks, NBFCs, ARCs, Venture Funds, PE funds, AIFs, Special Situation Funds, Multilaterals and other types of Investors/Lenders, both onshore and offshore. Our interaction with these have been across Asset, Liability and Strategic Interests.

Our highly-qualified, diversely experienced, professional team is fully geared to effectively identify and quickly access the decision makers of the selected targets, make a pitch and handle the end-to-end processes to bring about quick wins. Dedicated, high-calibre team-members with significant experience in the BFSI sector and Corporate India.

Team Mavuca

The Founders have a combined experience of 55+ years, while the overall team has 100+ years of experience across the PE, M&A, DCM, Finance, Strategy Consulting & Promoter/ Corporate Advisory Services.

This has helped Team Mavuca establish a rich record in a wide array of services.

Team members have a rich history of working in institutions such as IDFC Bank, Standard Chartered Bank, Royal Bank of Scotland, Rabobank, Bajaj Auto, Kotak Mahindra Capital Company, Deloitte, EisnerAmper, CARE Ratings, Visible Alpha, IDBI Capital

The academic credentials of team-members include CA, PGDM from top tier institutions (IIM-A, IIM-I, NMIMS), CFA , Bachelor of Engineering (B.E.)

Our Offerings

Resource Banking - Investment Banking Redefined

Mobilization of all kinds of resources - PE, VC, Debt, Convertibles & other structured finance

Help clients to grow/ partner/acquire in line with the company's vision and growth strategy

Partner in client's growth journey from a start-up to an established presence and accordingly, map the financial strategy

Resource mobilization for stressed units for OTS and revival

Strategy Consulting

Suggest market-based & business-linked decisions to benefit from VUCA instead of being tossed around by it

Develop execution frameworks and hand-hold clients in navigating this challenging environment

Craft your sustainability strategy and help benefit from the next-gen business models that may unfold

Promoter/Corporate Advisory Services

Structuring ESOPs that balance talent retention needs with valuation and capital/ share-holding structure considerations.

Structuring businesses, relationships and solutions to avoid/ resolve disputes between family members, founders, joint-venture partners, promoter - management etc.

Financial Institutions Practice

The team has rich professional experience in the FIG space having worked with many institutions across various type of transactions/ assignments/projects.

We have partnered with several FIs for their requirements on Asset build up, Liability raise, other off-balance sheet arrangements, strategic tie-ups etc.

WE ARE A GOOD FIT TO PARTNER YOU IN YOUR JOURNEY

Successful closures at Mavuca

STERLING & WILSON	₹2,000 Million
JSW Steel	₹2,500 Million
WELSPUN ENTERPRISES INFRASTRUCTURE AND ENERGY	₹900 Million
Fullerton India	₹588.6 Million
JM FINANCIAL	₹200 Million
EMIZA Evolve.Enable.Empower	₹37.5 Million
Shapoorji Pallonji	₹1,100 Million
L&T Hyderabad Metro Cost Overrun Financing	₹4,660 Million
India's Leading Branded Textile Group <<Name Withheld>>	₹1,980 Million
adani Capital	₹250 Million
adani Housing Finance	₹200 Million

Track Record

Project Step-Change

Acquisition Advisory

Capital structuring, debt finance, bid strategy for an operating profitable agro-chemicals enterprise

Project Fabric

Sourcing-cum-acquisition advisory

Mandated by an industrial house for acquiring non-woven PP spun bond manufacturing facilities

Project Cleanup

Dispute Avoidance & Control

Structuring the cap table, business ops & reporting mechanisms across multiple countries for a multi-business

Project DocTech

Dispute Redressal

Facilitated an orderly family arrangement for a tech-startup

Sixth Sense Retail Pvt. Ltd.

wiggles.in

Equity fundraise

Mandated to raise fresh equity funding for the company's expansion plan and advise on ESOP documentation

TTK Prestige Ltd

Prestige

Channel Financing

Financing program for the company's channel-partners, distributors & exclusive dealers

Saint-Gobain India Pvt. Ltd

SAINT-GOBAIN

Channel Financing

Financing program for the company's channel-partners, distributors & exclusive dealers/-sub-dealer

Flexituff International Ltd

Flexituff International

Corporate advisory cum financial modelling

Corporate advisory cum debt raising. Structured debt for techni-cal textile and FIBC company

Jagatjit Groups

JAGATJIT GROUP

Corporate advisory cum financial modelling

Structuring and arranging debt for growth capex, working capital and refinancing of existing debt

Saturn Rings & Forging Pvt. Ltd

Saturn Rings & Forgings

Corporate advisory cum financial modelling

Mandate for promoters of a NCLT referred auto-ancillary unit

Track Record

CLP Power - Solar project

Project finance

Long-term financing to repay acquisition debt for bilateral PPA solar plant operated by one of the biggest group in power businesses in Asia

Sandhu Developers

Project finance

Lease rental discounting facility for refinancing & completion of construction for a school project

SD Corp – Sewree project

Project finance

Construction financing for a new residential housing project in Sewree

Gwalior EV Project

Project finance

Long-term non-bank financing arrangement for acquiring E-Buses under FAME II scheme

Ambika Solvex Pvt. Ltd

Stressed Assets Advisory

Financial advisory services to a stressed edible oil extracting-cum-processing unit

Jupitice Justice Technologies Pvt. Ltd

Equity fundraise

Mandated to raise seed funding for the company to help them make further developments to ODR platform and advise on implementation of ESOP policy

Baldor Technologies Pvt. Ltd

Venture Debt & Secondary Sale Of Equity

Mandated to raise venture debt and source buyers for early angel investors exit

Sociallending Technologies & Holdings Pvt. Ltd

Equity fundraise

Mandated to raise fresh equity funding for the company for its business transformation to co-lending

FnS International Pvt. Ltd

Strategic advisory

Advisory for expansion to new product categories and mandated to raise equity from strategic and financial investors and advise on ESOP documentation

Total Sports & Fitness Pvt. Ltd

Strategic advisory

Advise on ESOP documentation & strategies to pivot the business to one focused on brand awareness, omni-channel sale, and entry into services.

Track Record

Classic Stripes Pvt. Ltd

CLASSIC STRIPES

Strategic Advisory

Mandate for ratings advisory, market-competition analysis for decision making towards brown-field capex and ensuing project feasibility studies.

Sterling & Wilson Pvt. Ltd

STERLING & WILSON

Strategic Advisory

Financial advisory & alternate funding strategies, from non-bank financing markets, to repay inter-group liabilities

Jamshri Realty

Strategic Advisory

Strategic uses of company's land, legal structuring, financial modelling with the objective of seeking strategic partners.

Elcom International Pvt. Ltd

ELCOM

Strategic Advisory

Mandated for capital structuring and working capital optimization for implementing export order

Sociallending Technologies & Holdings Pvt. Ltd

LOAN KUBER

Strategic Advisory

Given COVID-19 and balance sheet constraints, we were mandated to recast on 'new' pivot of co-lending with strategic tie-ups

Track Record

TATA CAPITAL

Piramal Capital & Housing Finance

Staragri FINANCE

IREP CREDIT CAPITAL PVT. LTD.

ALM MANAGEMENT THROUGH SECURITIZATION

Given liquidity crunch for finance companies, strategize alternate structuring for liability management and liability mobilization

ADITYA BIRLA FASHION & RETAIL

AYM Syntex THE STRENGTH WITHIN

HESTER

TATA TATA POWER

CORPORATE FINANCE

Medium term corporate finance, project finance, meeting long-term working capital and debt refinancing

Snapshot of Select Ongoing Assignments

TRANSACTION	MOBILIZATION SIZE	INSTRUMENT	MAVUCA ROLE	SECTOR
Capital raise for pet wellbeing focused preventive healthcare start-up	up to US$ 2.5 million	Equity	Fund mobilization	Pet care
Capital raise for NCR focused NBFC	up to US$ 1.5 - 2.0 million	Equity	Fund mobilization	Tech-NBFC
Capex debt financing	INR 800 million	Debt	Fund mobilization	Auto ancillaries
Seeking financial or strategic investment	US$ 5 - 7 million	Equity / hybrid	Strategy advisory & fund mobilization	Tableware
Capital raise for a justice-tech cum legal services market-place	up to US$ 3 million	Equity	Fund mobilization	Technology
Fleet financing for 3-wheeler cargo e-vehicle (EVs) fleet operators	up to INR 250 million	Debt	Fund mobilization	EV/transportation
Project finance under FAME II scheme for 40 Electric passenger buses for Gwalior Smart-City	INR 575 million	Debt	Fund mobilization	EV/transportation
Working capital and medium-term corporate finance loan facilities for hybrid e-boats manufacturer	up to INR 100 million	Debt	Fund mobilization	EV/transportation
Capex debt raising for a green-field HRC project enterprise	up to INR 1.1 billion	Debt	Fund mobilization	Metals
Working capital facilities for a tools and files company.	INR 225 million	Debt	Fund mobilization	Engineering Tools

Deeps Relations with Funds

FMO Entrepreneurial Development Bank
MULTIPLES
GREEN CLIMATE FUND
Nalanda Capital
XANDER THE XANDER GROUP Inc.
IFC International Finance Corporation WORLD BANK GROUP
Blackstone
A91 Partners
nif NATIONAL INVESTMENT & INFRASTRUCTURE FUND
UNILAZER
SSG CAPITAL ADVISORS, LLC
GENERAL ATLANTIC
DSG CONSUMER PARTNERS
PremjiInvest
SEQUOIA
ROOTS VENTURES
TPG
INVESTCORP
SIXTH SENSE
GLOBAL INFRASTRUCTURE PARTNERS
fireside ventures
TVS CAPITAL FUNDS LIMITED
BPEA Baring Private Equity Asia
EVERSTONE THE POWER OF PARTNERSHIP
PROPARCO GROUPE AGENCE FRANÇAISE DE DÉVELOPPEMENT

Deep Relations with NBFCs

TATA CAPITAL
TVS CREDIT
HeroFinCorp.
adani Capital
ADITYA BIRLA CAPITAL
HDFC
Edelweiss Asset Reconstruction
XANDER THE XANDER GROUP Inc.
BAJAJ FINANCE LIMITED
Hinduja Leyland Finance
Indiabulls
ARKA FINCAP
Piramal Housing Finance
Mahindra FINANCE
CLIX
kotak Kotak Mahindra Prime
ASREC (India) Limited
INDOSTAR
UGRO CAPITAL
Arcil Premier ARC
JM FINANCIAL
APAC FINANCIAL
Avendus 20 Years Of Powering Entrepreneurship
L&T Finance Holdings
Fullerton India

Deep Relations with Banks and FIs

Karnataka Bank Ltd.
Your Family Bank, Across India

kotak
Kotak Mahindra Bank

इंडिया इंफ्रास्ट्रक्चर फाइनैंस कंपनी लिमिटेड
भारत सरकार का उद्यम
आईएसओ 9001:2015 प्रमाणित कंपनी
IIFCL

इंडियन बैंक Indian Bank
इलाहाबाद ALLAHABAD

State Bank of India

RBL BANK

IDFC FIRST Bank
Always You First.

इंडिया एक्ज़िम बैंक
India Exim Bank

SBM bank

KVB Karur Vysya Bank
Smart way to bank

Catholic Syrian Bank

AXIS BANK

punjab national bank
...the name you can BANK upon!

केनरा बैंक
Canara Bank

SOUTH INDIAN Bank
Experience Next Generation Banking

बैंक ऑफ महाराष्ट्र
Bank of Maharashtra
एक परिवार एक बैंक

बैंक ऑफ़ बड़ौदा
Bank of Baroda

IndusInd Bank

بنك أبوظبي الأول
FAB
First Abu Dhabi Bank

FEDERAL BANK
YOUR PERFECT BANKING PARTNER

Saraswat Bank

Bank of India
Relationship beyond banking

ICICI Bank

Key Transaction Team

Jayen Shah, CFA
Co-founder

Head-Debt Capital Markets at IDFC Bank, till Oct-2018, Prior to that, has held positions across Kotak Group, ABN, Rabobank, RBS & Standard Chartered.

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.

Under his stewardship, IDFC was awarded 'Best Bond House–India, 2015' by IFR-Asia & in 2016 acquisition finance for Lafarge received multiple awards - 'Asia's Best Domestic Bond Deal'

Senior relationships with numerous corporate Promoters, Banks, MFs, FPIs, Private & Venture Funds, Impact funds, Multilaterals Institutions

A CFA Charterholder (2003) and alumnus of NMIMS (1995)

Sundar Sankaran (Kash)
Co-founder

Over 3 decades experience in Strategy Consulting, Investment Banking & Promoter Advisory

Starting with Strategy and Finance at Bajaj Auto, Kash moved to Kotak as Head-DCM and Co-Head-Corporate Finance (Debt & Equity). He also led the Corporate Finance team at Al Ahlia, which was the largest investment bank in the Sultanate of Oman.

He has advised clients across the world across sectors including BFSI, Healthcare, Software, Mining, Auto, Hospitality etc. He is a Board of Director in 3 well established companies.

His interest in research and writing have manifested in two independently published books, "Indian Mutual Funds Handbook" & "Wealth Engine". He is an independent trustee in a mutual fund.

Kash is an alumnus of IIM Ahmedabad (1986-88). He is also a qualified Company Secretary and Cost & Management

Prashant Shah
Senior Vice President

Prashant was associated with Rabobank India for almost 13 years till April 2019 before Joining MAVUCA

At Rabobank, he gained a well-rounded experience in Corporate Finance, Capital Markets and Credit Risk. His experience straddled across multiple products (debt / convertible debt / private equity / M&A) and industries

Prior to Rabobank, Prashant worked for a year at JPMorgan India as an analyst in the Equity Capital Markets & Derivatives team

Prashant is an alumnus of IIM Indore (2003-05)

Key Transaction Team

Ajay Rathore
Associate Vice President

Ajay is a Chartered Accountant and CFA Level III candidate.

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 was associated with EisnerAmper LLP, one of the leading hedge fund and private equity auditing firms in the US.

Digant Rupalkar
Associate Vice President

Digant is a chartered accountant.

More than three years of experience in credit research/risk domain.

He started his professional journey as an analyst with CARE Ratings Limited handling credit rating assignment of large and mid-corporate group.

He has also delivered the credit research assignments across investment grade, cross-over, high yield, CLOs, and distressed debt.

Nitish Rege
Manager

Nitish is a CFA Level 3 Candidate and has completed his post graduation in Commerce.

Prior to joining Mavuca, Nitish worked with Visible Alpha Solutions India as a Research Associate, where he tracked the telecom, media and REIT industry in the United States of America, Singapore and Western Europe.

He also has experience in equity research tracking Indian automobile, auto ancillaries and small cap stocks while interning with IDBI Capital.

Kanwar Singh Arora
Business Development

20 years of experience in mix of BFSI and corporate treasury. Earlier affiliations were with Standard Chartered bank, HSBC, Yes bank , Centurion bank of Punjab before merger with HDFC bank. Instrumental in setting up and heading national distribution channel for institutional debt dealer Tipson. Under guidance of founder's at Mavuca understanding fund raising requirement of small and mid size corporates as investment bankers, assisting new age modern business as well start ups in strategy and fund raising, along with team marketing proposals and business ideas to potential investors. Seasoned banker and well networked in industry.

Snehal Desai
Business Development

A certified chartered accountant, Snehal heads S.A Desai and Associates that offers advisory, audit and taxation services to companies across industry verticals and size. The firm is a one-stop shop for financial solutions and regularly supports foreign clientele to set up businesses in India. Snehal has been instrumental in arranging structured debt and raising capital for startups in education, real estate, and FMCG. He often serves as an acting CFO for new-age entrepreneurs. Well networked, he himself is an active investor in real estate and also offers consultancy with respect to the same.

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THANK YOU

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