



Your Partners in Growth ...

Partner **M**ergers  
Alliance  
25 countries, 50 offices



## SINGHI ADVISORS

### **25 YEARS OF DELIVERING SUCCESS... CONSISTENTLY RANKED AMONGST THE TOP TEN INVESTMENT BANKS IN INDIA**

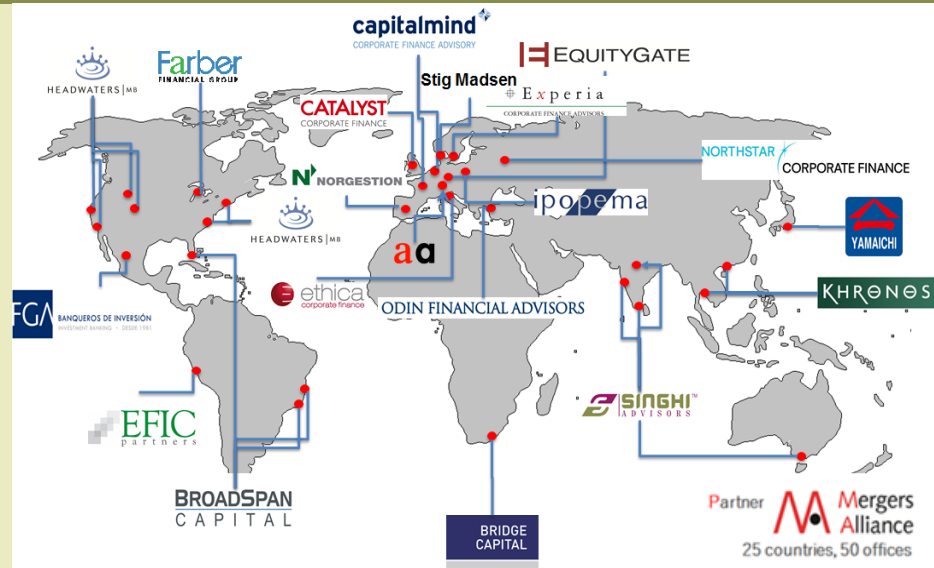
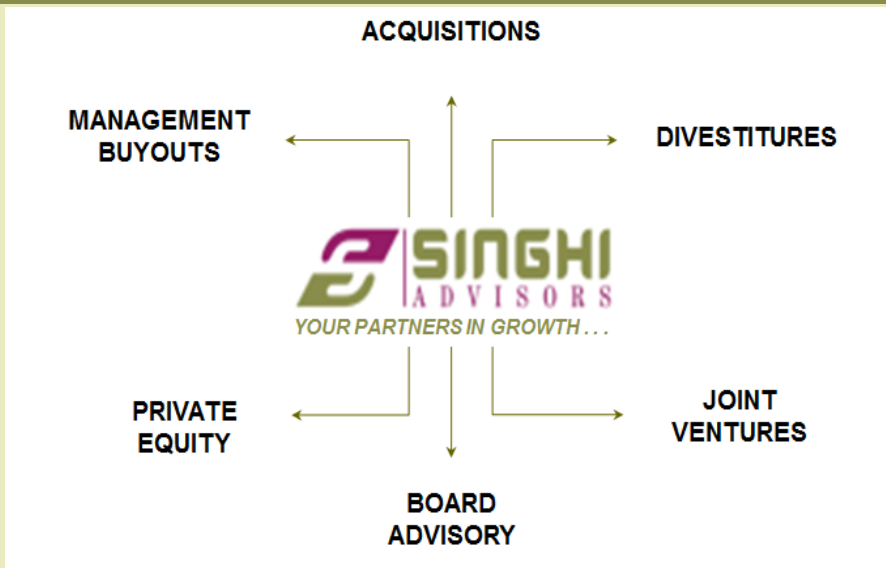
- ❖ More than 100 completed transactions in ~5 years, in 20 countries across 18 unique sectors
- ❖ Transactions valued ~US \$ 4.2 bn
- ❖ Deep business understanding with multi-sector focus, solution driven mind-set and result-oriented approach
- ❖ Strong relationships with top Indian Business houses & Global Industry Leaders
- ❖ Experienced leadership with diverse background supported by well-researched execution team.
- ❖ ~400 years of collective experience among ~40 professionals.
- ❖ Low profile but aggressive team, maintaining highest level of ethics & professional standards
- ❖ Impeccable track record of servicing and maintaining live relationship with over 1000 satisfied clients
- ❖ Confidence from existing clients with **~70% repeat business and ~70% success rate**
- ❖ Providing uncompromised and unbiased advice not encumbered by many conflicts
- ❖ Strategic partner & exclusive member of Mergers-Alliance, a network of 21 independent leading investment banks from across the globe, with a collective strength of ~450 professionals, spread over 50 offices in 25 countries

### **UNPARALLELED EXPERIENCE OF HANDLING COMPLEX TRANSACTIONS ACROSS GEOGRAPHIES IN DIVERSIFIED SECTORS**

Keeping up with its track record of “**Diversity in the Deal Making**”, Singhi Advisors in last two decades has exclusively advised multiple transactions valued from million dollar to billions of dollars, involving family owned business houses to professionally managed companies, publicly listed companies to privately owned companies, Fortune 500 companies to small & mid sized companies, cash backed transactions to equity swaps, cash-rich clients to companies in distress.

MANY SERVICES . . . ONE GOAL

GLOBAL REACH . . . LOCAL PRESENCE



WE MAKE THE WINNING DIFFERENCE - Credentials & Recognitions

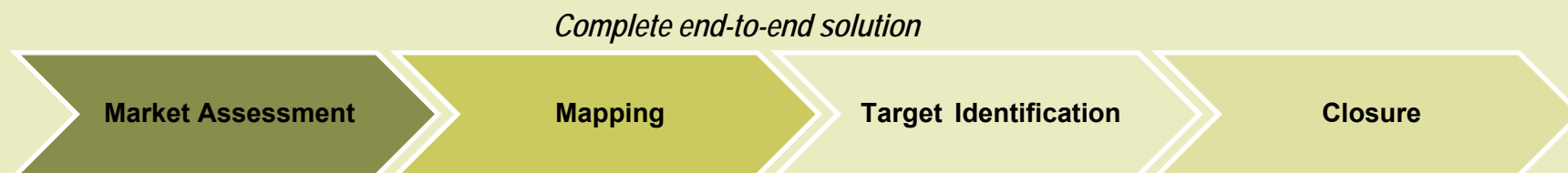
<p>Corporate International Global Awards</p> <p>Corporate Intl Global Awards 2012 Winner</p> <ul style="list-style-type: none"> <li>▪ M&amp;A Advisory Firm of the Year in India</li> </ul>	<p>Global M&amp;A Network</p> <p>THE M&amp;A ATLAS AWARDS</p> <ul style="list-style-type: none"> <li>▪ 2011, 2013 – Deal of the Year</li> </ul>	<p>Thomson Reuters</p> <p>THOMSON REUTERS</p> <ul style="list-style-type: none"> <li>▪ Ranked "8th" by Thomson Reuters for "Deal per Advisor" in Indian M&amp;A space</li> </ul>	<p>Mergermarket</p> <p>mergermarket</p> <ul style="list-style-type: none"> <li>▪ Ranked "9th" by Mergermarket for "Deal Volume in Indian M&amp;A space"</li> </ul>	<p>Global M&amp;A Network</p> <p>THE M&amp;A ATLAS AWARDS</p> <ul style="list-style-type: none"> <li>▪ Boutique Investment Banker of the Year</li> </ul>
---	---	--	--	--

- ❖ Winner of the Corporate International - M&A Advisory Firm of the Year in India
- ❖ Consistently ranked amongst the top 10 Investment Banks in India
- ❖ Our Global network, Mergers – Alliance is ranked 16th worldwide by Thomson Financial
- ❖ One of the fastest growing financial services firm in India

## UN-PARALLEL EXPERIENCE OF HANDLING COMPLEX TRANSACTIONS ACROSS GEOGRAPHIES IN DIVERSIFIED SECTORS

### Full Service Investment Bank with strong capabilities in Domestic/Cross-border M&A Advisory and Private Equity

- ❖ Recognized as a leading home grown, independently owned, M&A focused investment banking firm with
  - Proven process excellence
  - Nationwide footprint and global reach
  - Deep sector knowledge and fully staffed dedicated team
  - Leadership team having actual operating experience of running large enterprises across varied sectors
- ❖ One-third of the transactions are cross-border, transacting with global leaders
- ❖ Ability to offer comprehensive end-to-end services encompassing mapping and identification of targets across the globe, pre-convincing target buyers / sellers and flawless execution in line with our clients requirements
- ❖ Key differentiators:
  - Deep sector knowledge and deal mind-set
  - Good understanding of the psyche of intended targets (buyers / sellers/ investors) while playing an active participatory role in balancing the diverse expectations to stitch a win-win transaction
  - Below the radar working, low-profile, well-researched, highly motivated & result-oriented
  - Holistic, Solution driven approach and ability to take a definitive position at all times
  - Differentiate at every stage even while maintaining its niche



WE ARE IN A BORDERLESS WORLD...

...DEALING WITH GLOBAL LEADERS

Unparallel experience in handling diverse cross-border transactions across varied sectors

**POLYMER-  
INDO US**



USD 50bn LyondellBasell is world's largest plastics, chemical and refining companies & member of the S&P 500



Exclusively advised SJS Plastiblends for sale of its polypropylene compounds (PPC) business to LyondellBasell, USA

**BUSINESS SERVICES  
INDO UK**



USD 1bn OCS is world's no 1 world's leading third party Integrated Facility Services Group



Exclusively advised Absotherm on the controlling stake sale to world's leading Integrated Facility Services Group, OCS of UK- a USD 1bn enterprise

**BUILDING MATERIAL  
INDO NEW ZEALAND**



Formica, division of USD 8.5bn Fletcher group, is world's no 1 player in building materials



Exclusively advised Well Pack in carving out its Laminates division (HPL) & sell to Formica, part of the USD 8.5bn billion Fletcher group, NZ

**ENGINEERING PLASTICS  
INDO CHINA**



USD 3bn Kingfa is world's no 1 modified plastics manufacturer



Exclusive financial advisor to Hydro S & S Industries Limited (HSSIL) in the sale of the entire promoter's stake to Kingfa Sci. & Tech., Co. Ltd, the world's largest modified plastics manufacturer from China

**SPECIALITY CHEMICALS  
INDO FRANCE**



USD 12bn Solvay-Rhodia is world's no 1 specialty chemicals manufacturer



Exclusively advised PI Industries Limited on the sale of its Polymer Business Unit to Rhodia S.A., A USD 12bn French major

**MINING  
INDO AUSTRALIA**



USD 20bn Adani Group is India's no 1 player in port operations & merchant coal and the deal is largest outbound mining transaction



Exclusively advised client Adani Enterprises in the acquisition of Galilee basin Coal Tenement of Linc Energy Ltd, Australia for USD 2.7bn

**ENGINEERING  
INDO GERMANY**



USD 1.5bn German MNC, Wilo AG, one of the world's leading pump manufacturers



Exclusively advised sale of controlling stake in Mather Platt to USD 1.5bn, German MNC, Wilo A.G

**AUTO COMPONENTS  
INDO US**



USD 3.2bn Cooper Standard world's leading global supplier of automotive components



Exclusive financial advisor to Polyrub in the sale and transfer its Fluid Transfer System business to JV (Polyrub Cooper Standard FTS), world's leading global supplier of automotive components from USA

WE ARE IN A BORDERLESS WORLD...

...DEALING WITH GLOBAL LEADERS

Unparallel experience in handling diverse cross-border transactions across varied sectors

**BUILDING MATERIAL  
INDO JAPAN**



USD 1.2bn AICA is Japan's no 1 producer & Asian leader in Laminates and Adhesives



Exclusively advised Wadia's in the sale of its decorative laminated division, 'Sunmica', to sector Asian leader Aica Kogyo Co, from Japan

**HEALTHCARE  
INDO MAURITIUS**



USD 1.2bn Fortis Healthcare is India's largest integrated healthcare delivery service provider



Exclusively advised Fortis Healthcare in the acquisition of stake of Mauritius's largest private hospital 'Clinique Darne'; which was rechristened as 'Fortis Clinique Darne'

**MEDIA & PUBLICATION  
INDIA**



USD 750mn, Jagran is the world's no 1 read newspaper



Exclusively advised Mid-Day on its sale to Jagran Prakashan, India's leading media and communications group

**CABLES & WIRES  
INDO ITALY**



USD 7.6bn Prysmian is world's no 1 player in energy and telecom cables



Exclusively advised Ravin Cables, a reputed Indian cable manufacturer, for a strategic partnership with global leader Prysmian S.p.A., Italy

**METAL  
INDO JAPAN**



USD 6bn YKK is world's no 1 zipper manufacturer & leader in glass window system house



Exclusively advised Bhoruka for sale of its Aluminium Extrusion business to YKK AP Inc, part of the YKK Group of Japan.

**PHARMACEUTICALS  
INDO US**



Natrol transaction was awarded the Global Deal of the Year by MA



Exclusively advised Plethico in the acquisition of 100% stake in USA's leading nutritional products manufacturer, Natrol Inc. for USD 100.3 mn

**POWER  
INDO CANADA**



USD 250mn Hammond is world's largest manufacturer of dry type transformers



Exclusively advised Hammond in acquiring controlling stake in Pete transformer, leading Indian manufacturer of power and distribution transformers

**SMALL CONSUMER APPLIANCES  
INDO FRANCE**



USD 5bn Groupe SEB is world's no 1 player in small household appliances



Exclusive financial advisor to Maharaja Whiteline for divestment to Groupe SEB, a \$5 billion revenue French major & global leader owning brands like Moulinex and Teefal



## THE TASKMASTERS

Stellar Management Team with Deep Domain Knowledge, Industry Experience & Deal Expertise

### Contacts & Sector Expertise



**Mahesh Singhi, Founder and Managing Director**

Mechanical Engineer (MNIT), India

Extensive experience of more than 25 years in Mergers & Acquisitions, Corporate Finance & Advisory services across sectors.

Email – mahesh@singhi.com



**Gopal Agrawal, Partner, Mumbai**

ACA, Ex- Ernst & Young

Sector expertise: Financial Services, Auto Components, Packaging, Media and Agro-Chem

Email – gopal@singhi.com



**Anand Bhageria, Partner, Mumbai**

B.E., MBA Finance, Ex-Deputy Zonal Head –ICICI Bank, CRISIL(S&P)

Sector expertise: M&A in companies under stress, Pharma, Oil & Gas, Shipping & Bulk Chemicals

Email –anand.bhageria@singhi.com



**PS Malik, Director, Bengaluru**

Ex. Jt MD - Kirloskar Electric Group

Sector expertise: Electrical, Power, Metals, Core Manufacturing & Spearheading Business Advisory

Email – psm@singhi.com



**Narayan Shetkar, Director, Mumbai**

C.A., CFA,

Ex-Head Corp Finance Advisory at Srei Infrastructure & Director-Corp Finance at Deloitte, Ex.Axis Bank & Citi

Sector expertise: Healthcare, Engineering, Infrastructure, Logistics and Energy

Email – narayan@singhi.com



**Sapna Seth, Director, Mumbai**

B.E., MBA, Ex- Sicom

Sector expertise: Power, Engineering/ Infrastructure, Business Services & Healthcare

Email – sapna@singhi.com



**Ajoy Lodha, Partner, Mumbai**

FCA, Ex- MD-Viraj Romania

Sector expertise: Metals & Mining, Textiles, E-Commerce , Polymers & Speciality Chemicals

Email – ajoy@singhi.com

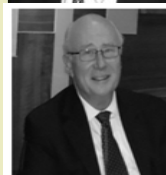


**Bimal Raj, Partner, Mumbai**

MBA, Ex-CEO at Smartlink Network Systems (D-Link) & Allied Digital

Sector expertise: IT & ITES , Technology, Media & Entertainment

Email – bimal.raj@singhi.com



**Michael Parkinson, Non Exec Director, Australia**

Economic Graduate - Cambridge, MBA – Stanford;

Ex-Director IOOF, Folkestone. Ex-CEO Grindlays Australia. Previous careers with Unilever UK and Citibank Australia.

Sector expertise: Natural Resources, Mining, Agriculture & Real Estate, Corporate Banking, Wealth Management, Biotech, IT-ITeS,

Email – Michael@singhi.com



**Sanjay Malhotra, Director, Delhi**

MBA, Ex - VP SBI Capital Markets Ltd

Sector expertise: Auto components, Agri, Building materials & Speciality Chemicals

Email – smalhotra@singhi.com



Your Partners in Growth ...

www.singhi.com  
business@singhi.com



CORPORATE HEADQUARTERS  
MUMBAI  
1307, Crescenzo, Opp. MCA Club,  
Bandra-Kurla Complex,  
Mumbai-400051  
Tel: +91 22 6149 6666

NEW DELHI  
Unit No. 911, 9th Floor DLF Tower 'B',  
Jasola, New Delhi – 110044  
Tel: +91 11 41306590, 41306591

Australia  
101,Princess Street, Kew,  
Victoria 3101, Australia  
Tel: +61-3-98550075

BENGALURU  
316-317, B-Wing, Carlton Towers  
No.1, Old Airport Road,  
Bengaluru-560 008,  
Tel: +91 80 3290 8814