



**Surmount Business Advisors Private Limited**

**Transaction Advisory Services**

## Niraj Bora

- Niraj started his career with Haribhakti & Co, Mumbai (then member of BDO International) and later joined Ernst & Young's Transaction Advisory Practice in Mumbai. He qualified his CA in 2011 and has been working in the transactions space since then.
- He has 8+ years diversified experience in Transaction Advisory (Buy/Sell Side), Fund Raising, Assurance, IPO, etc., across Infrastructure & Real Estate, Technology, Retail, Financial Services, Media & Entertainment and Education Segment.
- He has worked with large corporate groups (on equity transactions) in India including Reliance Industries, Aditya Birla Group, M&M, HCL Group, Ajay Piramal Group, Religare, Essel, Axis Bank, Kotak Mahindra Bank, DHFL etc. and PE players including KKR, Gaja Capital, Premji Invest, Warburg Pincus, etc.
- The transactions advised includes strategic investments, acquisitions, Buy side and Sell side Due diligence, Post Investment Reviews, Valuations, Fraud Detection and Investigations, Vendor Assist, etc.
- He did his CA and CS exams in 2011 and has been a Rank Holder thrice in these exams. *He serves as a Board member in 4 Startup Companies and has been a jury member for Fintech Startup event (Bangalore) organized by an Early stage VC fund in India.*

## Deepak Soni

- Deepak has 10+ years of experience in Auditing, Taxation, Debt Financing, Risk Advisory, etc. He was a part of Risk Advisory Practice in Mumbai and has gained diversified experience across Real Estate, Manufacturing, Logistics, Mining, Retail & Financial Services.
- He has also worked in Assurance and Taxation during his stint and has worked with some key groups in Maharashtra like Mehta Group, Agrawal Group, RAK Group etc.
- He serves as a Board Member of a multistate cooperative bank Headquartered in Maharashtra.

## Deepak Nanda

- Deepak is an Investment Banker and started his career with Price Waterhouse Coopers in Delhi and Sydney Australia for 7 years. Later he worked with Citibank for their Indian and overseas operations and headed Citi's Bangladesh office.
- He did his graduation from SRCC, Delhi in 1974; is a Chartered Accountant and held All India Rank 2nd in CA final and intermediate examinations winning gold medals and scholarships.
- He has vast experience in investment banking and has closed several private equity deals, IPO's, GDR's and FCCB's.
- He has worked with several foreign and local banks for complex aircraft financing, structured foreign currency deals and raised long term and short term debt funding.
- He has raised funds of around USD 6 Billion (approximately Rs.38,000 Crores) of Equity and Debt and has closed joint venture deals, tie ups and merger and acquisition deals.
- He has worked with several MNC clients as well as large corporate groups and has also worked with companies that were not doing well and helped turn them around as well as worked with their banks to give greater flexibility to promoters in handling their dues to bankers.

## Sourabh Burad

- Sourabh started his career as an intern with M/s. Khandelwal and Jain, Mumbai and later joined Ernst & Young's Assurance practice in Mumbai.
- He has diversified experience in Assurance, Taxation, IPO etc., across Technology, Media & Entertainment, Infrastructure & Real Estate, E-commerce, Retail, Financial Services and Education Segment. He has worked with some key companies in India in Telecom, Media, Stock Exchange, Shipping and Credit rating sectors in India.
- Over the course of his career, he has worked on several transactions operating in diverse sectors with revenues of over \$5bn. ***He has received the prestigious EY accelerator Award by Ernst & Young in 2013.***

## Viral Hindocha

- Viral has 5+ years of experience with EY's advisory practice in Mumbai and has worked
- He has diversified experience in Risk Advisory, Internal Audit and controls, Taxation Advisory, Transfer Pricing, Governance, Risk and Compliance Services across Technology, Manufacturing, Media & Advertisement, Financial Services, Healthcare Segment.

# Team Experience - Due Diligence



Industry	Client description	Est. Transaction Value (\$m)	Due Diligence Type	Transaction Type
Oil and Gas	One of the top private sector conglomerate	\$1.5 bn	Vendor	Acquisition
Financial Services (Broking)	India's leading Broking house	375	Buy Side	Private Equity
Infrastructure (Airports)	Changi Airports	360	Buy Side	Strategic
Financial Services (Broking)	Among Top 3 private banks in India	225	Buy Side	Acquisition
Financial Services (Payment)	Leading business conglomerate in diverse business segments	30	Vendor	Private Equity
Education Sector	One of the leading private equity firms	15	Buy Side	Private Equity
Retail Sector	Retail Chain of India's top Conglomerate	20	Vendor	Private Equity

# Team Experience - Due Diligence



Industry	Client description	Est. Transaction Value (\$m)	Due Diligence Type	Transaction Type
Financial Services (Insurance)	India's top Private Health Insurance Companies	25	Sell Side	Private Equity
Financial Services (RE Fund AUM \$800m)	One of India's top domestic grown Real Estate Fund	40	Sell Side	Acquisition
Real Estate (Commercial)	India's Top commercial Real Estate PE Fund	130	Buy Side	Private Equity
Education (Technology)	Indian multinational IT service company	Confidential	Buy Side	Acquisition
Financial Services (Mutual Funds)	Large Mutual Fund house in India	Confidential	Buy Side	Acquisition

# Transactions advised (Equity)

Industry	Client description	Transaction Type	Est Transaction Value (\$m)
Automobile sector	2 <sup>nd</sup> largest commercial vehicle manufacturers in India (headquartered in Chennai)	Fund raising through issue of GDR's	75
Pharmaceutical sector	Pharmaceutical company based in Hyderabad	Fund raising through issue of GDR's and assistance in listing on overseas stock exchange	48
Jewellery sector	One of the world's largest integrated branded jewellery manufacturer-retailer	Fund raising through FCCB and global road shows for fund raising in New York, London, Singapore and Hong Kong	110
Media sector	Hindi news channel based out of New Delhi	Equity /Debt funding	125
Media sector	India's first integrated global media company	Equity funding (multiple rounds and Sell out)	Confidential
Healthcare sector	Pune based health care start-up	Equity funding	Confidential
Automobile sector	Pune based OEM Manufacturer company sold to France based MNC	Sell Off	5

# Fund Raising (Ongoing Engagements)

Industry	Client description	Transaction Type
Real Estate Franchise	India's first product based Real Estate Company	Equity Funding
EdTech	Tech based career counselling platform	Equity Funding
Education	The company operates in Build and Operate model for schools	Equity Funding
Real Estate	Organised Student Accomodation	Equity Funding
Electric Car Contract Manufacturer	It's a Bangalore based company into contract manufacturing for Canada based Electric Vehicle Manufacturing Co	Equity Funding
Entertainment (Animation & CGI)	The company is into VFX, animation and now creating its own Animated characters and shows	Equity Funding
FinTech	The company has a product equivalent to a credit card for SMEs / traders	Equity Funding
FinTech	It has a global trading platform to trade on any exchange globally for an individual investor	Equity Funding
Education sector	Mumbai based Coaching providing company diversifying into digital content distribution	Equity funding



# Key Client Projects-Post Deal Assistance



Industry	Corporate Group	Service Type
Media & entertainment	Indonesian media company	Regular monitoring of company and monthly reporting
HealthTech IoT Company	Startup	Tracking fund utilization w.r.t R&D progress, Patent application, Team hiring
Real Estate Product Company	Pune based Startup	Tracking revenue progress w.r.t project status, burn rate quarterly review, overall performance
Information Security Software	Mumbai based funded startup	Tracking progress w.r.t funds utilized, licensing revenues,
HealthTech Saas Product Company	Funded Startup in Pune	Tracking Quarterly KPIs and assessing overall performance & profitability
Facility management Company	Pune based Group	Tracking QoQ resource utilizations, Unit Economics (man month spread), fund utilizations.

# Key Client Projects- Other Services



Industry	Corporate Group	Service Type
Healthcare sector	A leading Diagnostic centre and Pathology lab in India	Assistance in IPO issue
IT sector	USA based product software company having branch office in Mumbai	Vendor Assistance
Food sector	A 6 decade old leading Pune based food processing company having presence into Entertainment and Real Estate	Valuation
Media & Entertainment	Indonesian media company	Valuation
Media & Entertainment	Number of media companies in middle east region	Valuation
Retail Telemarketing Company	Mumbai Based telemarketing retail brand	Fraud Investigation w.r.t traction claimed, numbers, etc.

# Contact us



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