Your Partners in Growth...

THE WORLD IS OUR PLAYGROUND

Unparalleled experience in handling diverse cross-border M & A transactions across varied sectors

MUMBAI | NEW DELHI | BENGALURU | AUSTRALIA | SINGAPORE

Built on trust… Powered by knowledge… Committed to results
### 3 DECADES OF DELIVERING SUCCESS...

**CONSISTENTLY RANKED AMONGST THE TOP FIVE M&A ADVISORY FIRMS IN INDIA**

<table>
<thead>
<tr>
<th>Features</th>
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<tr>
<td>Over 100 completed transactions in ~6 years, in 20 countries across 18 unique sectors/Sub Sectors with Transactions valued ~US $ 5 bn</td>
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<tr>
<td>Deep business understanding with multi-sector focus, solution driven mind-set and result-oriented approach</td>
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<td>Strong relationships with top Indian Business houses &amp; Global Industry Leaders</td>
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<td>Experienced leadership with diverse background supported by well-researched execution team.</td>
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<td>~400 years of collective experience among 50 professionals, completed over 1000 transactions since inception</td>
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<td>Low profile but aggressive team, maintaining highest level of ethics &amp; professional standards</td>
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<td>Impeccable track record of servicing and maintaining live relationship with over 1500 satisfied clients</td>
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<td>Confidence from existing clients with ~70% repeat business and ~70% success rate</td>
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<tr>
<td>Providing uncompromised and unbiased advice not encumbered by many conflicts</td>
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<td><strong>Strategic stakeholder</strong> &amp; exclusive member of Mergers-Alliance (<a href="http://www.mergers-alliance.com">www.mergers-alliance.com</a>), a network of 20 independent leading investment banks from across the globe, with a collective strength of ~400 professionals, spread over 50 offices in 25 countries</td>
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### Singhi at a Glance

www.Singhi.com

### UNPARALLELED EXPERIENCE OF HANDLING COMPLEX TRANSACTIONS ACROSS GEOGRAPHIES IN DIVERSE SECTORS

Keeping up with its track record of “**Diversity in the Deal Making**”, Singhi Advisors in last three decades has exclusively advised **over 1000 transactions** from "millions of dollars to billions of dollars", involving family owned business houses to professionally managed companies, publicly listed companies to privately owned/Institutional owned companies, Fortune 500 companies to small & mid sized companies, cash backed transactions to equity swaps, cash-rich clients to companies in distress.
Winner of the Corporate International - M&A Advisory Firm of the Year in India

Consistently ranked amongst the top 5 M&A Advisory firms in India

Our Global network, Mergers – Alliance is ranked 16th worldwide by Thomson Financial

One of the fastest growing financial services firm in India
Mid Market focused Investment Bank with strong capabilities in Domestic and Cross-border M&A’s

- Recognized as a leading home grown, independently owned, M&A focused investment banking firm with
  - Proven process excellence
  - Nationwide footprint, Multicity offices & global reach
  - Deep sector knowledge and fully staffed dedicated team
  - One Third ‘retained ‘buy side mandates & Two third exclusive sell side/ carveouts
- 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

We Take Complete Ownership and Have a Result Oriented Approach

Market Assessment ➔ Mapping ➔ Target Identification ➔ Closure ➔ Repeat Business

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We Are in A Borderless World

Dealing With Global Leaders

**IMERYS**

IMERYS Group is the World leader in speciality minerals for Industry. The group revenue for the year 2018 was EUR 4.6 Bn.

- Advised Imerys India’s wholly owned subsidiary Calderys Refractories India Ltd on the acquisition of CK Birla Group HIL Ltd’s Thermal Insulation (HYSIL) Business for a transaction value of INR 80 Crs.
- Transaction would support Calderys’ presence in India through a vertically backward integration in the Thermal Insulation Industry.

**ANSAL McAL Limited**

ANSAL McAL Limited is Trinidad & Tobago’s largest conglomerate by profit and has annual revenues of approx. USD 1 bn.

- Advised ANSA Merchant Bank on the acquisition of Bank of Baroda’s Trinidad & Tobago Subsidiary with a business size of USD 74 million.
- Transaction extends ANSA merchant Bank’s financial services offerings into commercial and retail banking.

**SPF LTD**

SPF LTD is India’s No. 1 player in nylon Compounding (Engineering Plastics) and Royal DSM is Euro 10 bn Global leader in specialty Polymers and Nutritions

- Advised SRF Ltd to carve out & divert its Engineering Plastic manufacturing business (Nylon compounding) to Dutch headquartered Royal DSM through a slump sale business transfer agreement

**Kalpataru Power Transmission Limited (KPLT)**

Kalpataru Power Transmission Limited (KPLT) is amongst the largest player worldwide in power transmission and infrastructure EPC Space

- Singhi Advisors as exclusive advisors to Kalpataru Power Transmission in the acquisition of linjemontage i Grastorp AB, Sweden
- The acquisition of Swedish powers solutions and systems company linjemontage i Grastorp AB will add to geographical expansion in European market (Sweden and Norway, Finland, Denmark and Western Europe) for Kalpataru Power Transmission.
**We Are in A Borderless World**

**Dealing With Global Leaders**

**Kingfa S is World No. 1 in Modified Plastic Compounds**
- Sole 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 manufacture from China.
- Advised Hydro in identifying and closing the transaction with the best suitor which will benefit the most out the established market Positioning, manufacturing capacities and trade relations.

**Allied Digital a leading IT Infrastructure Management company in India**
- Transaction could help Allied Digital get a footprint in the USA and help upsell its Remote Infrastructure Management Services

**USD 17bn Solvay S.A. Belgium is amongst the top 3 chemical company worldwide**
- Advised Solvay S.A., in an off market inter-partner block transaction for sale of its 25.1% stake in NPL from its JV partnership, consolidation NPL holding to over 70%
- Singhi Advisors acted as sole advisors to Solvay S.A : Wadia group acquires 25.1% stake in National Peroxide Ltd from their JV partner Solvay S.A. in an off market, inter-partner block transaction

**Varroc Group is USD 2 bn global automotive component manufacturer**
- Assisted Team Concept in strategic stake of Team Concepts Pvt. Ltd a niche manufacturer of premium auto accessories for OEM and Aftermarket to Varroc Group
- Acted as exclusive advisor for the divestment strategy, deal structuring and management alignment including assisting in financial closure.
USD 50bn LyondellBasell is world’s largest plastics, chemical and refining companies & member of the S&P 500

USD 12 bn Rhodia/Solvay is world’s no 1 specialty chemicals manufacturer

USD 1.4bn German firm Wilo AG, one of the world’s largest pump manufacturers

USD 6bn YKK, Japan is World’s No. 1 in zipper manufacturing and among the global leaders in glass window system house

~USD 45bn Lyondellbasell a S&P 500 Company is the World’s No. 1 in plastics, chemical and refining

- Advised SJS Platiblends for sale of its polypropylene compounds (PPC) business to Basell Polyolefins India Private Limited, Indian subsidiary of LyondellBasell, USA
- Backed by In-depth knowledge of the global compounding industry, SJS Platiblends was advised in carving out the relevant business to increase domestic and export business from India, and close relationships with an extensive list of original equipment manufacturers to further strengthen its position in India’s growing automotive market

PI Industries polymer business is amongst the top 5 in India, Rhodia (now Solvay) is among the global leaders in chemicals

- Advised PI Industries Limited on the sale of its Polymer Business Unit to Rhodia S.A., a EUR 4bn French major
- Singhi executed an extensive search for strategic buyers and selected the most suitable buyer on the basis of valuation offered, future prospects and operational synergies

German firm Wilo AG, one of the World’s largest pump manufacturers, is set to acquire two Jumbo group companies - Mather & Platt Pumps and Mather & Platt Fire Systems

- Advised sale of controlling stake in INR4bn Mather Platt to USD 1.4bn, German MNC, Wilo A.G
- Acted as exclusive advisor for divestment and transaction closure and carved-out pro-active strategy for German major is acquiring the companies to make use of the existing know-how of the Jumbo group companies in the manufacture of fire and pump products.

USD 6bn YKK, Japan is World’s No. 1 in zipper manufacturing and among the global leaders in glass window system house

- Advised Bhoruka for sale of its Aluminium Extrusion business to YKK AP Inc, part of the YKK Group of Japan.
- Backed by In-depth knowledge of the global aluminium extrusion industry, Bhoruka was advised in carving out the relevant business through a pre-negotiated structure with creditors/lenders and divesting the same in favor of the best suitor
Group SEB is World’s No. 1 player in small household appliances. Maharaja Whiteline is one of the leading players in the Indian Home Appliances Market

- Acted as a Sole financial advisor to Maharaja Whiteline for divestment of majority stake to Groupe SEB, a $5 billion revenue French major & global leader owning brands like Moulinex and Teefal
- Successful in closing this all-cash-deal by carrying out negotiations in the key area of valuations and actively hand-holding both the parties through the entire transaction

USD 8.5bn Fletcher Group is World’s No. 1 player in building materials. WellPack’s business interests include Laminates and Craft Paper

- Advised Well Pack in carving out its Laminates division (HPL) & sell to Formica, part of the $9 billion Fletcher group, NZ
- The transaction involving financial restructuring and negotiated settlement to carve out its HPL business, helped Formica to base Walpack's factory as its launch pad in its direct entry in India

Hammond Power Solutions Inc. is World’s No. 1 manufacturer of dry type transformers

- Advised Hammond in acquiring controlling stake in Pete transformer, leading Indian manufacturer of power and distribution transformers
- Sector expertise and contacts across the electrical sector helped to map the entire Indian transformer market for HPS and choose the best target to consummate the transaction

Natrol is one of North America’s leading player into dietary supplements and nutraceuticals

- Assisted Plethico in the acquisition of 100% stake in USA’s leading nutritional products manufacturer, Natrol Inc. for USD 100.3 mn
- Acted as exclusive advisor for the acquisition strategy, deal structuring and management alignment including assisting in financial closure.
Absotherm Facility Management is leading Facilities Management Company in India

- Advised Absotherm on the controlling stake sale to world’s leading Integrated Facility Services Group, OCS of UK- a USD 1bn enterprise
- Singhi executed an extensive search for strategic buyers and selected the most suitable buyer on the basis of valuation offered, future prospects and operational synergies

Aica Kogyo, is Japan’s No. 1 player in laminates and adhesives' Bombay Burmah Trading Corp is the 2nd oldest company in India being part of Wadia Group, with interest in plantations, foods, textiles, chemicals, light engineering and real estate

- Advised Wadia’s in the sale of its decorative laminated division, ‘Sunmica’, to sector Asian leader Aica Kogyo Co, from Japan
- Aica found Sunmica to be a perfect platform to enter the Indian Market

Dhoot Transmission is the 2nd largest Indian player in Wiring Harness and Auto Electronics business

- Advised Dhoot in acquisition of Parkinson Harness, UK, to expand its base & customer access into lucrative European & Eastern European markets.
- Singhi’s sector expertise and contacts across the electrical sector helped in paving way for acquisition of Parkinson, meeting technical requirements to meet growing Indian auto-component market

Agrocel is amongst the top 3 players worldwide in Bromide chemicals and part of Agrochem major-Excel group, India

- Advised Agrocel acquisition on Solaris Chemtech, part of Avantha Group to expand its businesses in bromine, industrial salt and agrochemical inputs expand its base & customer access into lucrative European & Eastern European markets.
- Singhi acted as end to end exclusive advisor to Agrocel in acquisition advisory, structuring, negotiation & financing of Solaris Chemtech
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Adani Enterprises is the No. 1 player port operations and the largest merchant importer of the thermal coal in India. This deal is India’s largest outbound mining transaction

- Advised client Adani Enterprises in the acquisition of Galilee basin Coal Tenement of Linc Energy Ltd, Australia for USD 2.7bn
- The acquisition was the largest coal asset acquisition by an Indian firm, 5th largest acquisition by an Indian firm and 7th largest M&A deal involving an Indian entity until 2011

Cooper Standard is the World’s leading player in rubber components. Polyrub is one of the leading manufacturers of high-performance fluid transfer rubber hoses for various OEM requirements in India

- Sole financial advisor to Polyrub Extrusions (I) Pvt Limited in the sale and transfer its Fluid Transfer System business to the Joint Venture Company (Polyrub Cooper Standard FTS Private Ltd), the world’s leading global supplier of automotive components from USA
- Advised Polyrub in identifying and closing the transaction with the best suitor which will benefit its enhanced and expanded product offerings, access to wider markets, close relationships with an extensive list of original equipment manufacturers, and improved technological capabilities

Fortis Healthcare is the leading integrated healthcare delivery service provider in India

- Advised client Fortis Healthcare in the acquisition of stake of Mauritius’s largest private hospital ‘Clinique Darne’; which was rechristened as ‘Fortis Clinique Darne’
- Singhi executed an extensive search for strategic buyers and selected the most suitable buyer on the basis of valuation offered, future prospects and operational synergies

Ducab is the No. 1 player in power cables and copper products in the Middle East

- Advised AEI Cables on its sale to Ducab, Middle East’s leading power & cables and copper products company
- This acquisition helped, Ducab, in identifying the AEI Cables business, driving Ducab’s business with next level technology and products
**Bajaj Electricals is India’s leading consumer durables company**

- Assisted Nirlep in strategic stake sale to Bajaj Electricals giving exclusive access to Nirlep brand, manufacturing facility, people, distribution network and IPR
- Singhi acted as exclusive advisor for the divestment strategy, deal structuring and management alignment including assisting in financial closure.

**Carling Technologies, USA is amongst the leading players in Auto switches and Sensors. Dhoot Transmission is 2nd largest Indian player in Wiring Harness and Auto Electronics business**

- Advised Dhoot in 50:50 JV with the US-based Carling Technologies, a leading switch maker for heavy trucks and construction equipment to make electrical and electronic components in India
- Singhi’s sector expertise and contacts across the electrical sector helped in paving way for alliance with Carling, meeting technical requirements to meet growing Indian auto-component market

**Syntech group is World’s renowned name in currency disintegration, high security media systems. Logicash is India’s leading cash management company, acquired by Nisa Global**

- Acted as a Sole financial advisor to NISA Group for acquisition of majority stake in Logicash,
- Successful in closing this deal by carrying out negotiations in the key area of valuations and actively hand-holding both the parties through the entire transaction

**USD 600mn, Guala Closures is the World’s No. 1 in non-refillable aluminium closures catering to spirits, wines, beverages and pharma industries. Axiom is India’s leading player in closure business servicing IMFL industry**

- Advised Axiom on its sale to Guala, catering to IMFL industry
- This acquisition helped, Guala to reinforce its position in Indian market & and integrate the products into their global portfolio
**Mahindra & Mahindra Tractors is World’s No. 1 player, selling highest number of tractors, in terms of volume**

- Assisted Hisarlar in the acquisition of controlling stake in Turkey’s key player in agri-machinery manufacturing nutritional products manufacturer, with 45% market share of the soil preparation equipment segment in Turkey, for USD 19 mn
- Acted as advisor for the acquisition strategy, deal structuring and management alignment including assisting in financial closure.

**Dhoot Transmission is 2nd largest Indian player in Wiring Harness and Auto Electronics business**

- Advised Dhoot in acquiring controlling stake in TFC Electronics, premier electronics manufacturer
- Sector expertise and contacts across the electrical sector helped to map the entire market for Dhoot and choose the best target to consummate the transaction

**Prysmian S.p.A is world’s No. 1 player in electrical cables. Ravin Cables is among the leading power cable players in India**

- Sole financial advisor to Ravin Cables Ltd. For forming a INR 2 bn strategic partnership with Prysmian S.p.A, Italy, a EUR 10 bn world leader in the energy and telecommunication cable industry.
- Prysmian acquired controlling stake in Ravin Cables, along with a strategic stake in Prime Cables and Middle East based Company.

**Arkay, Japan is Worlds' leading company in manufacture of in-vitro diagnostics & hemoglobin test device**

- Exclusive Advisors to Span Diagnostics, India in its divestment to Arkay, Japan. Arkay, Inc, Japanese major acquired In-Vitro Diagnostics business of India’s largest diagnostic product manufacturer, Span Diagnostics
- Acted as advisor for the divestment strategy, deal structuring and management alignment including assisting in financial closure.
THE TASKMASTERS

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ASHOK PANJWANI – Partner

JYOTIRMoyo BOSE – Partner

ANAND BHAGERIA – Deputy MD

BIMAL RAJ – Partner

ANAND KUMAR – Partner

P.S MALIK – Director

SRiram Narayanan – Partner

Karthik Menon – Partner

DEEPAK RAMANI – Director

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