



PRIME SECURITIES LIMITED
CORPORATE PROFILE

August 2016





Mission Statement

As Investment Bankers operating in an employee managed environment, we endeavour to build sustainable relationships by providing :

- ❑ High quality, incisive and value added services that structurally benefit balance sheets and businesses of corporates
- ❑ Analytical and innovative research to drive the distribution of financial products to investors



Corporate Overview

- ❑ Boutique Investment Banking / Corporate Finance engaged in
 - ❖ Fund-Raising For Listed & Unlisted Companies
 - ❖ Corporate Advisory
 - ❖ Mergers & Acquisitions
 - ❖ Stressed Situations – Restructuring and Funding

- ❑ SEBI Registered Category I Merchant Banker, Listed (since 1994) on BSE & NSE

- ❑ Specialized investing in early stage small-cap / mid-cap companies

- ❑ Lead Managed over 23 Rights/Public Issues/Open Offers/Delisting Offers

- ❑ Sole Book Runner for 6 Qualified Institutions Placements



Key Facets

- ❑ **Small, Extremely Focused Team**
 - ❖ Key people always involved in every deal
 - ❖ Baggage of large organizations absent

- ❑ **Agile, Nimble, Market Driven**
 - ❖ Constantly reacting to market stimuli and client needs
 - ❖ Eyes and ears trained to capture market mood and sentiment

- ❑ **Focus List**
 - ❖ Small and Mid Caps
 - ❖ Turnaround Situations
 - ❖ Winners of Tomorrow

- ❑ **Not League – Table Driven**



Board of Directors

Pradip Dubhashi, Non-executive Chairman

Management Consultancy / Finance. BE in Electrical Engineering, MBA (XLRI, Jamshedpur).

Alpana Parida, Independent

Brand Positioning / Rebranding Consultant / CEO D.Y. Works. B.A. Economics (St. Stephens College, Delhi Uni), MBA (IIM A).

S. R. Sharma, Independent

Management Consultancy / Finance / Marketing. Chemical Engineer (IIT D), MBA (IIM A)

Anil Dharker, Independent

Columnist / Writer / Promotes Literature / Art Connoisseur BSE Mathematics, BSE Engineering (London University)

N. Jayakumar, Managing Director



Business Areas

☐ Listed Equity

- ❖ PIPEs
- ❖ Rights Issues/Buyback/Open Offer
- ❖ Qualified Institutions Placement
- ❖ Local Advisors to Overseas Offerings

☐ Unlisted Equity

- ❖ Pre-IPO Placements / IPOs
- ❖ Private Equity
- ❖ Exits/ Strategic Alliances

☐ Corporate Advisory

- ❖ M&A / Restructuring
- ❖ Debt Placement/Loan Syndication
- ❖ Debt Restructuring – Stressed Situations



Management Team

❑ **N. Jayakumar, MD**

Over Thirty years of experience in the Financial Services Sector.
Previously headed the Citibank Corporate Finance Group

❑ **Nikhil Shah, CFO**

Over Twenty years of experience in the accountancy field

❑ **Ajay Shah, VP Legal / Company Secretary**

Over Fourteen years of secretarial experience

❑ **Apurva Doshi, VP Corporate Finance**

❑ **Rachit Goel, VP Corporate Finance**

Key Deals Executed - I



Next Radio Ltd
INR 1,050 MM
Private Equity & Debt Funding

WELSPUN



Dare to Commit

Welspun India Ltd
Mandatory Open Offer
Manager to the Offer

WELSPUN



Dare to Commit

Welspun Global Brands Ltd
Voluntary Open Offer
Manager to the Offer

WELSPUN



Dare to Commit

Welspun Investments and
Commercials Ltd
Mandatory Open Offer
Manager to the Offer



INR 2,250 MM

Business Sale to
Schneider Electric

Reliance Broadcast Network



INR 1,150 MM

Private Placement to
HNIs & Corporate

Key Deals Executed - II



Strategic Acquisition
by
Glodyne Technoserve



Talwalkars

Private Placement to
HNIs & Corporate



INR 1,000 MM

Private Equity funding
from
Citibank Private Equity



INR 1,800 MM

Qualified Institutions
Placement
Sole Book Runner




INR 600 MM

Private Equity funding
from Schrodgers & IPO



Block Placement
of Equity Shares
of ABG Shipyard


Key Deals Executed - III



ASIAN ELECTRONICS LTD.
ASIAN ELECTRONICS LTD.

INR 966 MM

Qualified Institutions
Placement
Sole Book Runner



Logix
Customer Satisfaction
@ Any Cost

INR 977 MM

Qualified Institutions
Placement
Sole Book Runner



JISCO

INR 900 MM

Private Equity funding
from
Citibank Private Equity

JSL Stainless Ltd.



INR 450 MM

Private Equity funding
from
Citibank Private Equity



ORBIT
VISION BEYOND

INR 2,150 MM

Fund Raise through NCDs



BRANDHOUSE
RETAILS

INR 1,000 MM

Arrangement of
Debt &
Equity Warrants

Key Deals Executed - IV

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Brand Sale to
International
Bestfoods Ltd.

SKNL

S. Kumar Nationwide Limited

INR 5,500 MM

Arrangement of
Debt & Equity
Warrants

MONNET

INR 353 MM

Private Equity to
CVC International


Pantaloons
Retail (India) Limited
a future group venture*

INR 140 MM

Private Equity
Placement to
Venture/PE Funds

 **PRITISH NANDY**
COMMUNICATIONS LTD
MOVIES THAT ROCK

INR 280 MM

Qualified Institutions
Placement
Sole Book Runner

**Captain
Cook**

Brand acquisition
by International
Bestfoods Ltd.

Key Deals Executed - V



SECURE

INR 110 MM

Private Equity
(Acquisition Funding)
from Morgan Stanley
& HDFC Bank



BLOSSOM
Industries
Limited

Voluntary Delisting

**United Tele
Shopping (TSN)**

Venture Capital
Investment by
Draper International
& Walden-Nikko



INR 300 MM

Jet Mosquito Repellent
Brand Sale to
Godrej Group; now
Godrej Sara Lee



JSW

**JSW Techno Project
Management**

Corporate Advisory
Services

**Hexacom India
Limited**

INR 6,400 MM

Divestment of Shyam
Telecom's stake to
Bharti Tele-Ventures Limited



Thank You!

