



# Sarathi Group

*Bridging the Gap.....*

Corporate Presentation



S A R T H I

## About Us



**Sarthi Group** was founded in **2009** by industry veteran, **Mr. Deepak Sharma** with a view to provide **financial solution** to individuals and corporates **under one roof**.



Sarthi is a **major catalyst** in creating vibrant **entrepreneurial** ecosystem through its various initiative in financial domain with **special focus on Small and High Growth Businesses**.



Business is broadly classified into **Investment Banking, Asset Management, Corporate Advisory and Business Financing**



Team of over **30 Professionals** with fusion of people with best practices, specialised skill and expertise. Diverse experience across various domain of financial services



We have pan India presence with **offices in Mumbai, New Delhi and Chandigarh** to cater different geographies across India.



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## Founder & Promoter



### Deepak Sharma (Founder - Sarthi Group)

Deepak Sharma is the founder and Group Managing Director of the Sarthi Group, boasting an illustrious career marked by senior-level roles within esteemed corporations such as TATA and IL&FS. Recognized for his exceptional contributions, he has garnered acclaim and accolades across prominent national platforms including CNBC, Indian Bourses (NSE & BSE), and Rotary.

With over 30 years' of experience in the financial services sector, Deepak possesses a profound expertise spanning Capital Markets, Corporate Finance, Investment Banking, Private Equity Raising, Business Modeling, and Wealth Management.

His most recent tenure saw him serve as the COO of IL&FS Investmart Limited and also served as Principal Officer of Portfolio Management Services at IL&FS Limited.

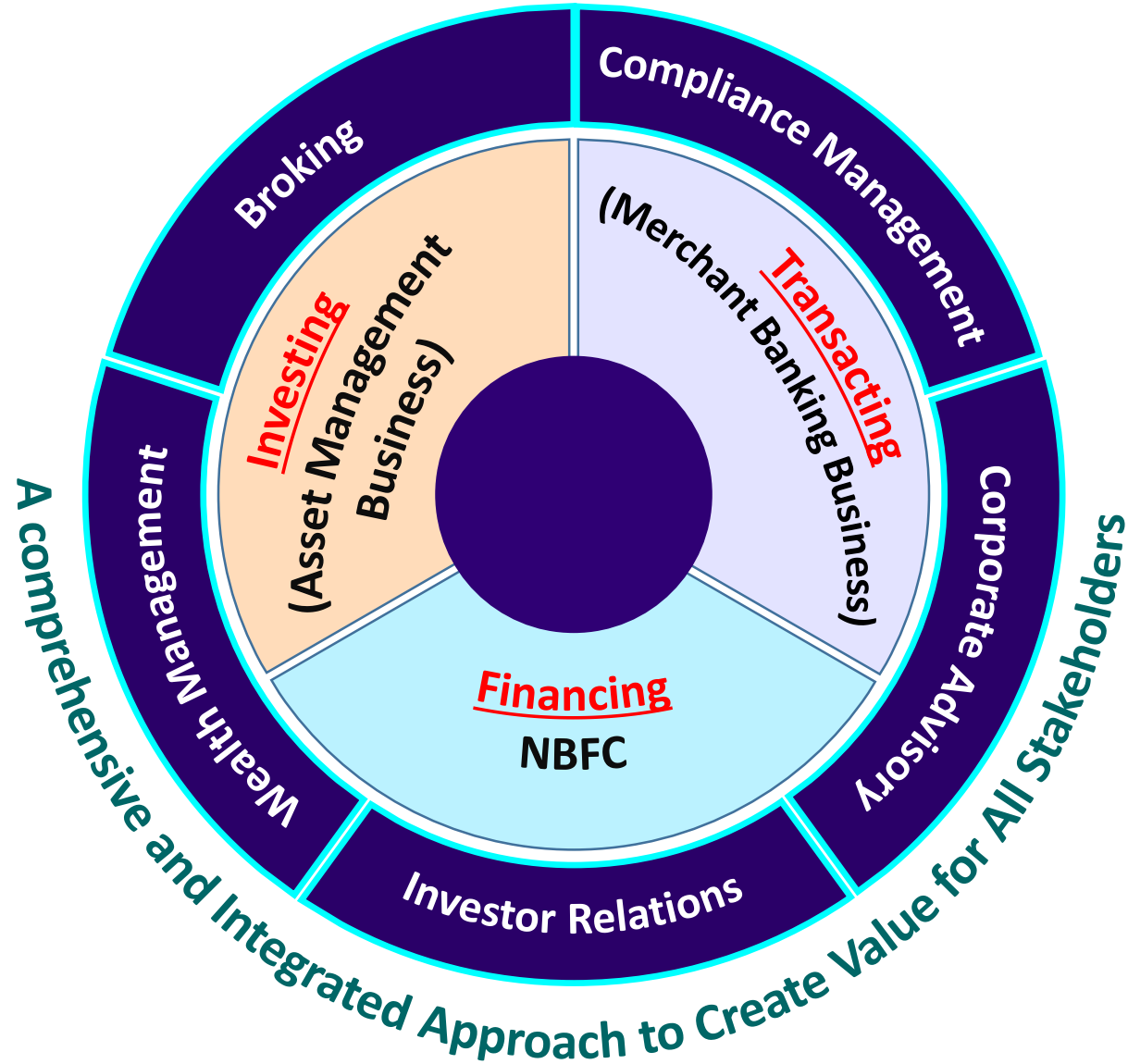
He has been instrumental in driving value across the entire stakeholder spectrum, Deepak is well known for bringing many beautiful Small High Growth Businesses on SME exchanges. Complementing his professional journey, he holds a Bachelor of Commerce (Honors) degree and is a member of the Institute of Cost and Works Accountants of India.





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# Business Model







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## Our Strength

### **Experience and Expertise**

Sarthi has been formed by individuals who have rich experience, sincere commitment & strong domain expertise. Individually, each has a successful track record to leverage each other's strength across all verticals.

### **Comprehensive Offering**

Our multidisciplinary team comprises of people from different backgrounds to provide our clients fully integrated and a professionally managed solutions for their end to end needs.

### **Research Driven Advisory**

Our advisory is backed with extensive research. Our dedicated team provides insights with deeper understanding in creating a plethora of opportunities for our clients.

### **Networking**

We believe that financial markets have no borders. Sarthi with its extensive network of relationship with corporate, banks, fund houses, HNI's offers you a bespoke palate of services.

### **Personalized Approach**

We provide senior level attention to each & every client. We invest time in understanding your business, objectives & work closely with you to make a difference.

### **Result Oriented Approach**

We measure our efforts with success. Our proactive risk management process combined with investment expertise has the ability to deliver strategic solutions. .



# Services



## Investment Banking

- Sarthi Capital Advisors Pvt. Ltd is **CAT 1 SEBI registered Merchant Banker.**
- Services includes IPO, Rights Issue, Buy Back, Private Placement, Preferential, Convertible Securities Offering and more.



## Asset Management

- AcePro Advisors Pvt. Ltd is the **asset management** strategy by Sarthi Group.
- Under Portfolio management service, AcePro offers investment strategies to suit the specific need of investors.
- WE are also **SEBI registered CAT 1 Alternate Investment Fund (AIF).**



## Financing

- Focuses on Financial, operational, strategic and regulatory need of businesses.
- The gamut of services includes transaction advisory, Corporate Restructuring, Corporate Compliance & Governance, Valuation services, Legal due diligence and more.



## Corporate Advisory

- **RBI registered Non Banking Finance Services.**
- Products:
  - a) Loan Against Security
  - b) Asset Financing



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# Few of Our Clientele



IL&FS Investment Managers Limited



Premier Chennai Properties Limited





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# Investment Banking - Sarthi Advantage

## Transforming the Perspective of Indian Entrepreneur

**Creating wealth for all stakeholders**

Monitoring & providing advisory for companies for their journey to mainboard.

Converting inefficiencies to efficiencies

Early stake at attractive valuation

Bring them on listing platform thus ensuring compliance and governance.

Identifying Small High Growth Businesses with tremendous growth and scalability.







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# Our Iconic SME's

## Listed over 50 companies including 1 Main board

### **Hi-Tech Pipes Ltd**

Listing	25-Feb-16
Issue Size	13.65
Mcap at IPO Price	52
Current Mcap	2,248

### **Infobeans Technologies Ltd**

Listing	2-May-17
Issue Size	37.78
Mcap at IPO Price	139
Current Mcap	988

### **Aarvi Encon Ltd**

Listing	5-Oct-17
Issue Size	21.24
Mcap at IPO Price	80
Current Mcap	199

### **Focus Lighting & Fixtures Ltd**

Listing	13-Apr-17
Issue Size	4.05
Mcap at IPO Price	15
Current Mcap	1,091

### **Total Transport Systems Ltd**

Listing	7-Aug-17
Issue Size	17.01
Mcap at IPO Price	64
Current Mcap	184

### **Brand Concepts Ltd**

Listing	10-Jan-18
Issue Size	12.62
Mcap at IPO Price	48
Current Mcap	828

Figures in INR Crore, Current Mcap as on 29<sup>th</sup> Feb 2024



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# Our Recent IPO's



## PE Analytics Ltd

Listing	4-Apr-22
Issue Size	31.60
Mcap at IPO Price	120
Current Mcap	286



## Frog Cellsat Ltd

Listing	13-Oct-22
Issue Size	41.57
Mcap at IPO Price	157
Current Mcap	269



## Homesfy Realty Ltd

Listing	2-Jan-23
Issue Size	15.86
Mcap at IPO Price	60
Current Mcap	134



## Spectrum Talent Management Ltd

Listing	22-Jun-23
Issue Size	105.14
Mcap at IPO Price	400
Current Mcap	229



## Digikore Studios Ltd.

Listing	4-Oct-23
Issue Size	30.48
Mcap at IPO Price	108
Current Mcap	310



## Vinyas Innovative Technologies Ltd

Listing	6-Oct-23
Issue Size	54.66
Mcap at IPO Price	208
Current Mcap	780

Figures in INR Crore, Current Mcap as on 29<sup>th</sup> Feb 2024



# Asset Management Services

## Acepro Advisors Private Limited

- Acepro is the asset management **initiative by Sarthi Group.**
- Acepro Advisors Pvt Ltd is **SEBI Registered Portfolio Manager** and presently offers Portfolio Management Services.
- Acepro offers multi-manager platform with more choice of portfolios to suit investor's need and risk appetite. These strategies are backed by strong fund managers.
- Acepro is the **Investment Manager for Emerging Star Fund** – SEBI registered **AIF CAT - 1**

## Strategies Offered Under Acepro PMS

**Acepro Largecap Strategy** ←

**Acepro Galaxy Strategy** ←

**Acepro Wealth Builder Strategy** ←

**Acepro C3B Strategy** ←

**Acepro Midcap & Smallcap Strategy** ←



# Alternative Investment Funds - AIF

## Emerging Star Fund - AIF

- **SEBI registered category –I Alternative Investment Fund (AIF)** is privately pooled investment vehicle which collects funds from investors, whether Indian or foreign, for investing it in accordance with a defined investment policy for the benefit of its investor.
- It has been set up as a trust with an approach to invest primarily in unlisted securities of investee companies which are SME's or securities of those SME's which are listed or proposed to be listed on a SME exchange or SME segment of an exchange.
- The Investment Manager, **Acepro Advisors (P) Limited**, intends to be sector-agnostic.
- The fund will opportunistically look at investing in themes and sectors, to ensure that the best investment opportunities as per the objective of the fund is achieved.
- The key objective of the fund is to carry on the activities of a Category – 1 AIF-SME Fund and for this purpose to arrange, make, manage and dispose of investments in portfolio Entities in accordance with the regulations.
- Fund will primarily adopt a “ Buying-and-hold strategy” and may not engage in frequent trading securities.

<b>Tenure</b>	<b>3 years from closing with the option of an extension of two terms of one year each</b>
<b>Draw Down Period</b>	<b>15 months from initial closing date</b>
<b>Upfront Amount</b>	<b>20% of the Commitment Amount</b>
<b>Minimum Commitment</b>	<b>INR 1 Crore</b>





## Financing Business - NBFC

### Acepro Finance Private Limited

- Acepro Finance (P) Ltd is a Non Banking Finance Company “NBFC” registered with RBI as a non-systemically important non-deposit taking company.
- We provide structured term financing solutions to corporate and loan to SME borrower in India.
- Loans will be granted to SME’s against securities and assets to meet their short term as well as long term financial requirement.

#### **Loan Offerings:**

- Loan Against Securities
- Loan Against Assets





## Proind Business Solutions

- An associate company of Sarthi Group, **Proind** is a Global leader in automation of legal and compliance management process.
- End to end statutory compliance solution provider for corporate featured in CIO Magazine as one of the most promising companies of 2016.
- 100+ clients, 35+ Industries, 10k + Users, Pan India presence.
- Covered laws for all 29 states and 7 Union Territories
- Clients includes, ABB, TATA, Bajaj auto, LIC Housing, ICSI and more.

## Functional Capabilities

- Statutory/Regulatory compliance risk management and identification by experienced team.
- Centralised compliance library with bare act. Synopsis, obligations, associated risk, reporting authority and impact of non-compliance and much more.
- State of art multi-layer reporting through our compliance Control Software.
- Unified searchable secure repository.
- Roles based access control.
- Document control.
- Configurable dashboard and reporting.
- Multiple calendar configurations
- Auditor room



### **Product:**

- LPMS (Legal Process Management System)
- Compliance Controller Management Software

### **Services:**

- Compliance and Risk Management
- IT Advisory and Consulting Services
- Legal Services

### **Acts/Laws Covered**

- Corporate Laws
- Taxation Laws
- Safety, Health & Environment Laws
- Factories, Labour and Shop & Establishment Laws
- Other State and industry specific laws



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## Endorsement by Industry Leaders

### What Exchanges Says?



**Mr. Ravi Varanasi**  
Ex. Chief - Business  
Development  
**NSE Ltd**

Sarthi Capital has invested time and resources in nurturing an ecosystem that can cater to the unique needs of SME's in raising capital. They have endeavoured to develop the competencies and bandwidth to guide SME on their growth path through listing and beyond.



**Mr. Ajay Thakur**  
Head – SME ,  
Equities &  
Derivatives  
**BSE Ltd**

Sarthi Capital Advisors have been among the first few Merchant Bankers who got SME company listed on BSE SME platform. They have created a huge awareness among SME about benefits of listing . They have done proper hand holding of the companies so that there should be smooth listing on BSESME platform. Their focus has always been in the growth of SME sector and value creation for shareholders.



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## What Fund Manager's Say?



**Mr. Carlton Pereira**  
**MD, Tano India Advisors Pvt Ltd**

The folks at Sarthi demonstrate a very clear understanding of the subject. That makes it a lot easier to develop nuances around an SME Listing strategy.



**Mr. Aswini Sahoo**  
**Director, Samena Capital India**

Sarthi and the team are doing an extraordinary job energising the SME platform by picking right companies – All the best to them.



**Mr. Anil Sarin**  
**CIO-Equities (GAM), Edelweiss**

Sarthi has in recent past introduced us to interesting businesses that have good growth potential. I think they are playing a pivotal role in developing a market for micro-cap / small.



**Mr. Balaji Vaidyanathan**  
**CIO, Crest Wealth Management**

Sarthi, undoubtedly is a pioneer in this segment having brought in more than 40 companies into the SME platform and hand holding till they get into the big league. They provide immense value addition by enabling investors to participate in the growth of these exciting small companies.





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# Awards & Accolades







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# Proud Moments



Private & Confidential

# Thank You



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## **Sarathi Group**

*Bridging the Gap .....*

**Sarathi Capital Advisors Pvt. Ltd.**  
*(Cat I Merchant Banker)*

**Sarathi Financials Services Pvt.**  
*(Formerly Known as Sarathi Advisors Pvt. Ltd.)*

**Acepro Advisors Pvt. Ltd.**  
*(SEBI Registered Asset Manager)*

**Acepro Finance Pvt. Ltd.**  
*(RBI Registered NBFC)*

### **Corporate Headquarters:**

#### **Mumbai**

4<sup>th</sup> Floor, 167, Manek Plaza, Vidhya Nagari Marg,  
Kalina, Santacruz(E), Mumbai-400098  
Landline: (022) 26528671-72, Fax: (022) 26528673

### **Regional Office:**

#### **New Delhi**

411, Pratap Bhawan, 5 Bahadurshah Zafar Marg,  
New Delhi - 110002  
Landline: (011) 23739426 – 27, Fax: (011) 23739424

[www.sarathi.in](http://www.sarathi.in)

[www.smelisting.net](http://www.smelisting.net)

[www.acepro.in](http://www.acepro.in)

[www.aceprofinance.in](http://www.aceprofinance.in)