SCSI CAPITAL



India's first independent and autonomous merchant bank dedicated to the private equity and startup ecosystem



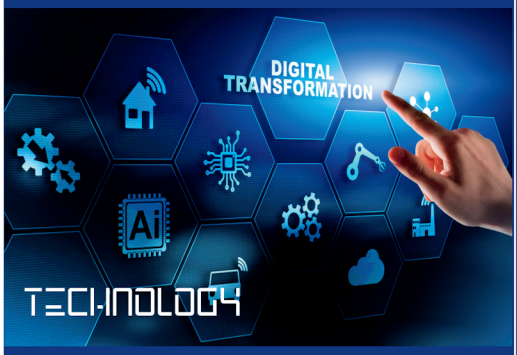
India's first startup focused investment bank is registered with and regulated by the Securities Exchange Board of India as a Category 1 merchant bank.

As a 100% technologist manned merchant bank, we value

Talent
Technology &
Timing



As a meritocracy based organisation, we work with the very best talent internally. We strive to work with the most talented clients. Talent can and does make capital dance.



As research, transactions and fulfilment moved online, investment banking changed irreversibly. Accordingly our competency focus is now around technology



In issuance, timing is everything. Startups have to pick up money when it is available, not when it is required. This requires a different kind of preparedness for funding.

INDEX

1 Strategic business units 06

2 Capital markets 09

3 Private Equity 17

4 Startups 25

5 Digital 33

6 Values 41

7 Sustainability 49

8 About us 54

9 Alumni network 59

10 Connect 62



1

Strategic Business Units

Capital Markets

Private equity

Startups

Digital

Strategic Business Units

mutually exclusive
collectively exhaustive

Capital Markets

Helps early stage companies access capital markets through pre listing advisory, issuance guidance, lead management of issues, underwriting and private placements.

Private Equity

Helps General Partners, Family Offices and Corporate Investors to set up, administer, raise funds, optimise taxation and manage alternate investment vehicles in India.

Startups

Helps startups to refine their business plan, raise capital through private placement of securities and lay the foundation for accelerated growth through early capital market access.

Digital

Helps investment vehicles and their portfolio entities with digital transformation for compliance. Also, facilitate the creation and management of digital and social media feeds.



CAPITAL MARKETS

2

Capital Markets

Lead Manager

Placements

Underwriting

Market making

Our capital markets unit acts as a single point contact for companies planning to go public. The unit engages with companies desirous of listing at a very early stage. In some cases, the engagement starts even before the startup entity is created.



Capital Markets

guiding young companies to go public

Lead Manager

Acts as lead manager for listings, either through a primary issuance or as an offer for sale or a combination thereof.

Placements

Acts as placement agent for pre IPO and Series C rounds in addition to placement with anchor investors and QIBs

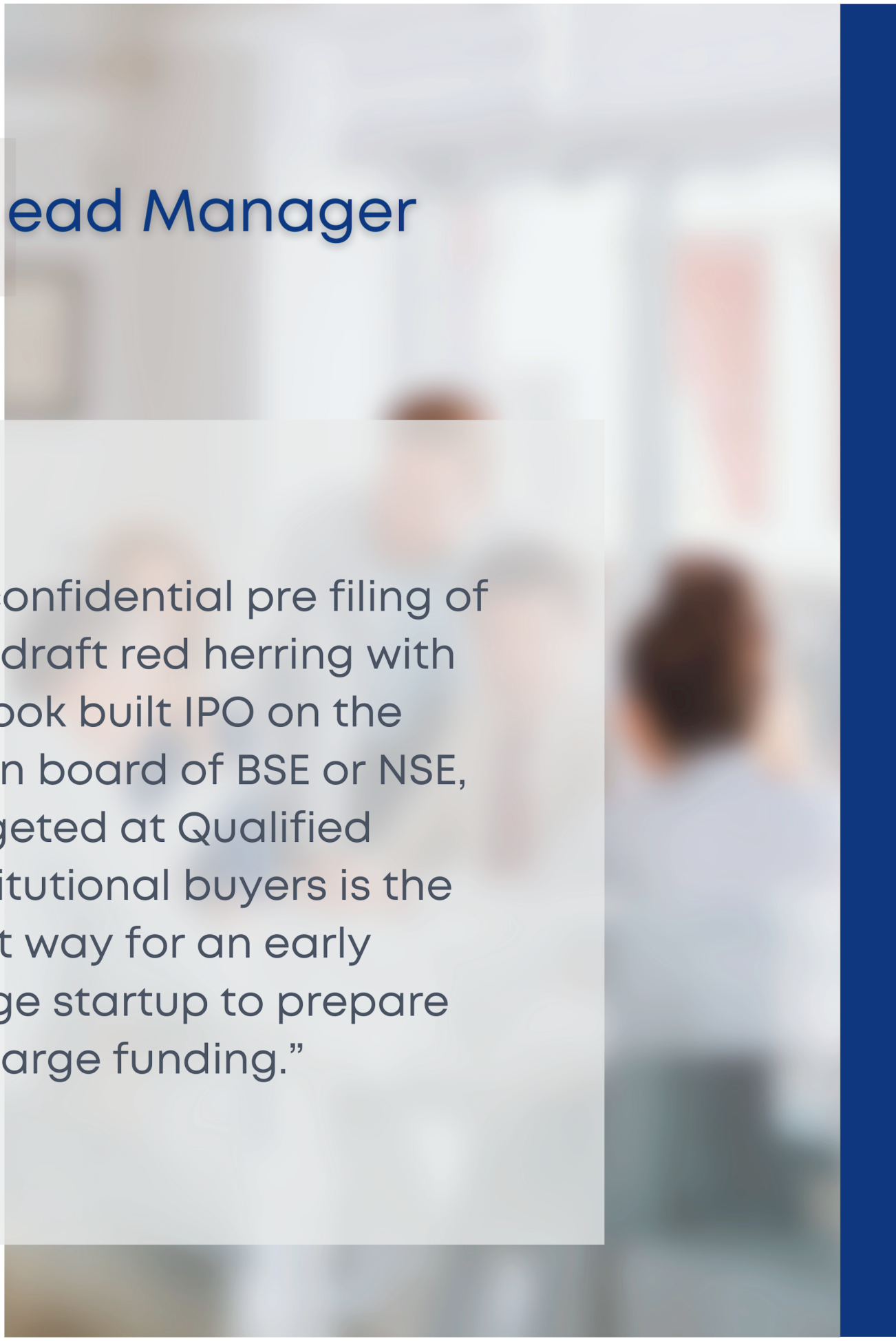
Underwriting

Acts as lead underwriter for main board issuance upto Rs 3,000 crores in addition to hard underwriting for SME board and startup board IPOs.

Market making

Undertakes market making for SME and main board stocks on behalf of company, investors or possible acquirers, including public offers.

Lead Manager



"A confidential pre filing of the draft red herring with a book built IPO on the main board of BSE or NSE, targeted at Qualified institutional buyers is the best way for an early stage startup to prepare for large funding."

Placements



"Shares can be placed expeditiously at the preparatory stage, pre IPO stage ... or with anchor investors once the foundations of an IPO and company preparedness are in place."

Underwriting



"We understand the need and desirability for hard underwriting of an issue. Our prop fund works with other underwriters to ensure that the company raises the target fund, no matter what the market conditions."

Market making



"We provide market making for small IPOs who do not have the float available for efficient market forces to take over. Market making is critical for SME and Startup Board issues.


PRIVATE EQUITY
$
¥
MANAGEMENT
BUSINESS
TECHNOLOGY
SYSTEM

3

Private Equity

Fund advisory

Formation

Placement

Compliances

Our private equity unit helps to research, advise on and set up investment vehicles. We provide a single window service which includes creation and registration of the investment entities and extends to placement of their securities and ongoing administration through their lifespan



Private Equity

Set up and administer funds

Fund Advisory

Assists investor and investor groups to evaluate various investment vehicle options and help select one that works best. In general, we prefer a company structure.

Formation

Assists in formation of investment vehicles across categories ranging from AIF funds to private investment companies or trusts.

Placement

Assists in placement of fund units with external investors and limited partners. Help set up and manage investor relations platforms.

Compliances

Assist in the entire gamut of compliances ranging from periodic filings to addressing show cause and legal notices, including legal support.

Fund advisory



"The Alternate Investment Fund 2012 framework of the Securities Board of India with funds structured as companies and private investment companies are the two most suitable formats for investing in India."

Formation



"Investment vehicles can range from Rs 100 crores to Rs 25,000 crores in terms of target assets under management. Both AIF Funds and investment companies can be built ground up for capital market listing."

Placement



"Alternate investment funds cannot use gearing unless they are Category 3 funds. External capital helps to increase sponsor returns as external capital can be placed at a higher valuation."

Compliances



"Almost all compliances in India are now online. Compliance management needs pre built software tools and data collection systems to enable timely and accurate filings."


55 60 65 70 75 80 85 90
85%
STARTUPS

4

Startups

Strategy

Funding

M&A

Diligence

Our startup unit engages with founders and helps them to navigate the path from conception to listing and beyond. We provide a single window service from entity creation to funding to public listing to investor relations post listing. In most cases, we engage with a startup from the point of conception.



Startups

Help startups to raise funding

Strategy

Our strategy teams bring a wide range of experience, specific to India and startups - across all sectors and stages of a company. Our core competency is around funding.

Funding

Our placement advisors help to create the documentation and actually place securities with investors, both in India and overseas.

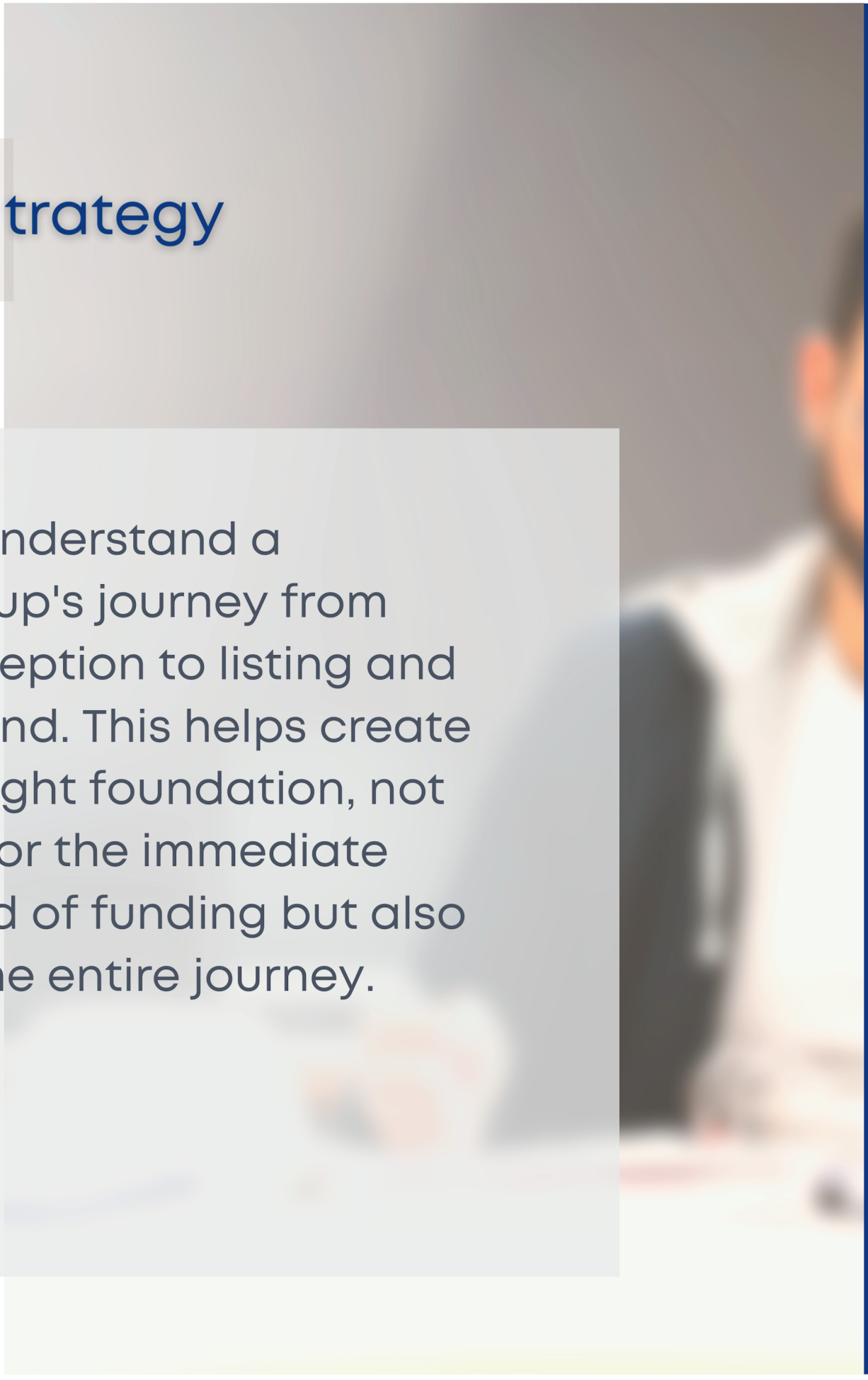
M&A

Our acquisition team helps carry out M&A mandates on a turnkey basis - including necessary anti trust approvals and open offers for listed stock.

Diligence

Our diligence and valuation team provides highly personalised services for investors wanting to invest in the startup economy anywhere.

Strategy



We understand a startup's journey from conception to listing and beyond. This helps create the right foundation, not just for the immediate round of funding but also for the entire journey.

Funding



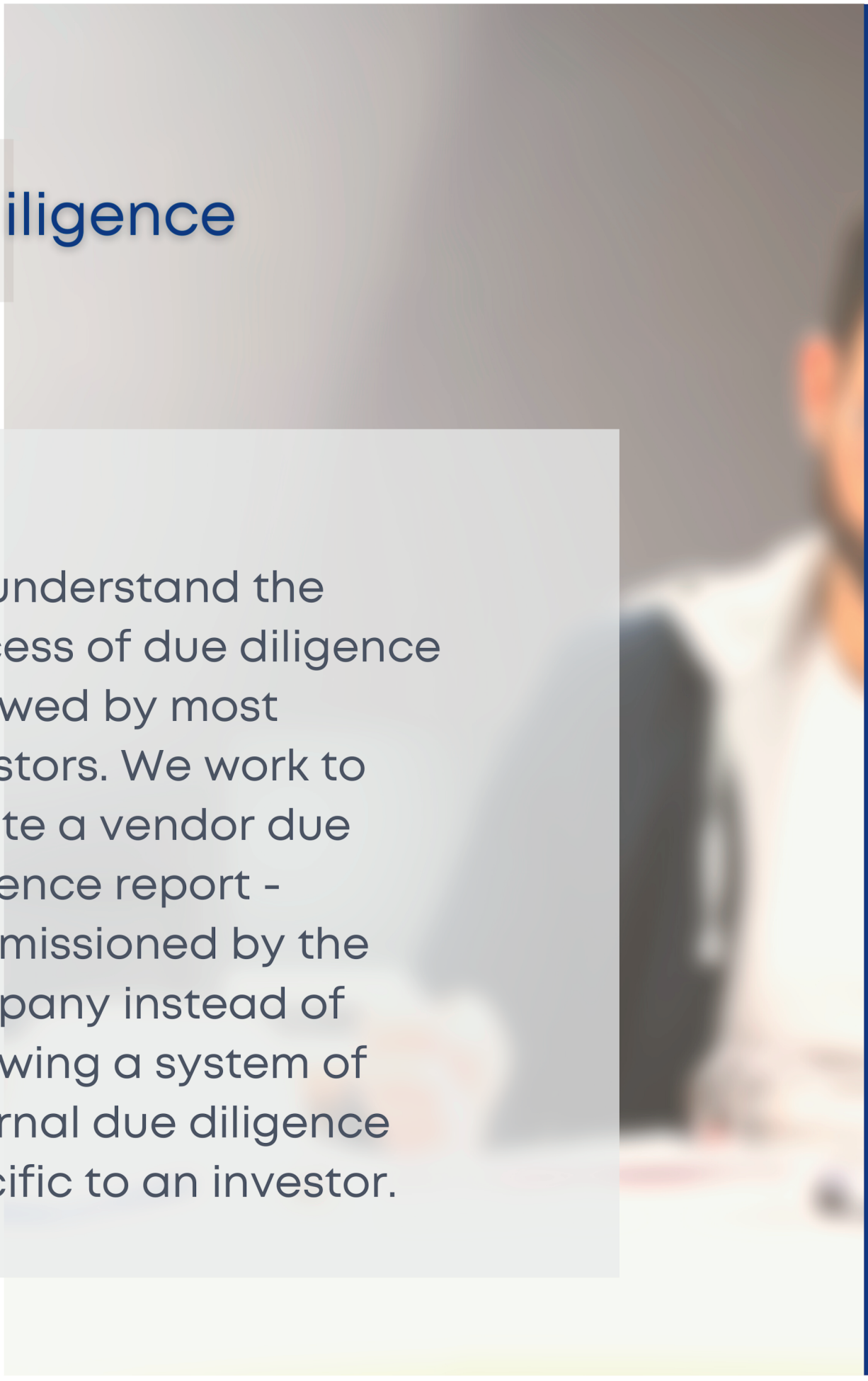
"We recognise that funding is a necessary, but not sufficienct condition for success of a startup."

M&A



Building on our inherent strengths in technology and sector networking, we help our clients to identify the best possible opportunities for acquisitions, disposals or strategic partnerships.

Diligence



We understand the process of due diligence followed by most investors. We work to create a vendor due diligence report - commissioned by the company instead of following a system of external due diligence specific to an investor.



5

Digital

Compliance

Data rooms

Publishing

Social media

Our digital unit helps companies to use digital tools for compliance, fund raising, publishing, market feedback, market making, brand building and investor relations. We offer a one window service which includes content creation and cloud hosting.



Digital

Facilitate digital transformation

Compliances

We understand India and can help navigate the path to meeting necessary regulatory requirements and completing compliances in a timely and efficient manner through digital transformation.

Datarooms

We understand the needs of investors for diligence and related activities. The process of making necessary information available securely and quickly is key to financial closure.

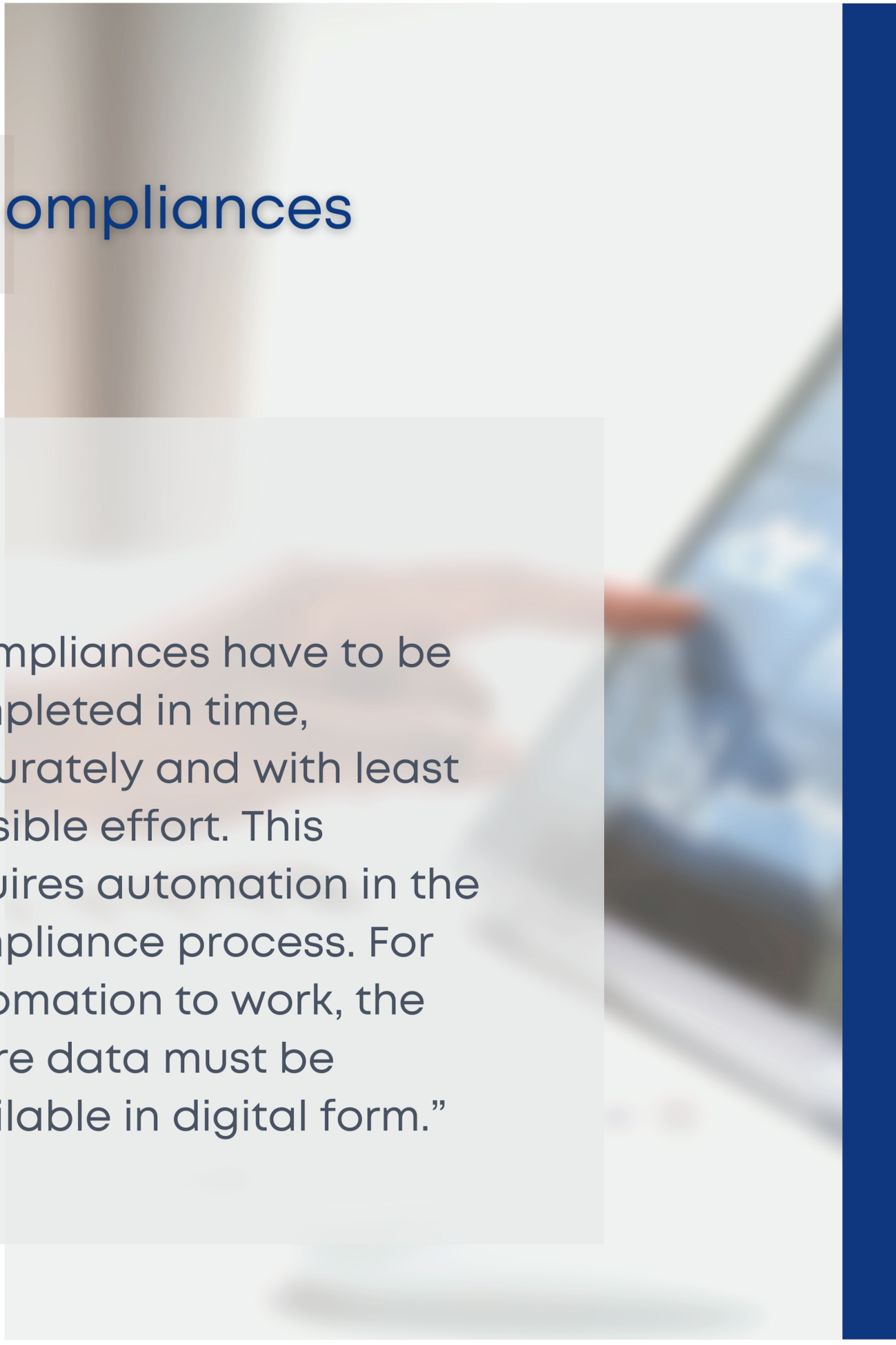
Publishing

We manage the entire lifecycle from authoring to publishing a document digitally using advanced collaborative tools to enable team working, avoid duplication and ensure timely publishing.

Social Media

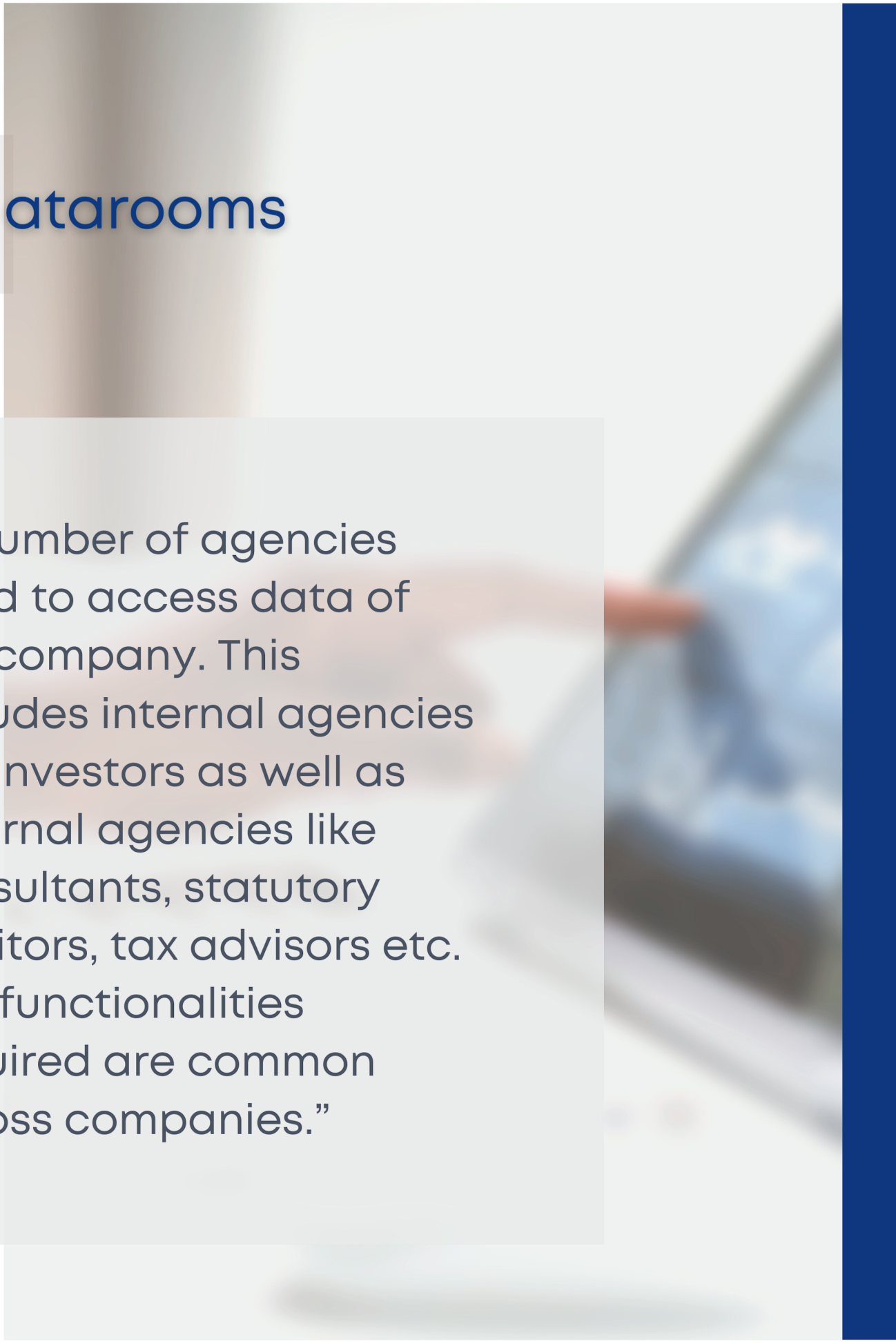
We help startups to reach out to investors and vice versa using social media and other digital tools to facilitate identification and interaction with suitable partners.

Compliances



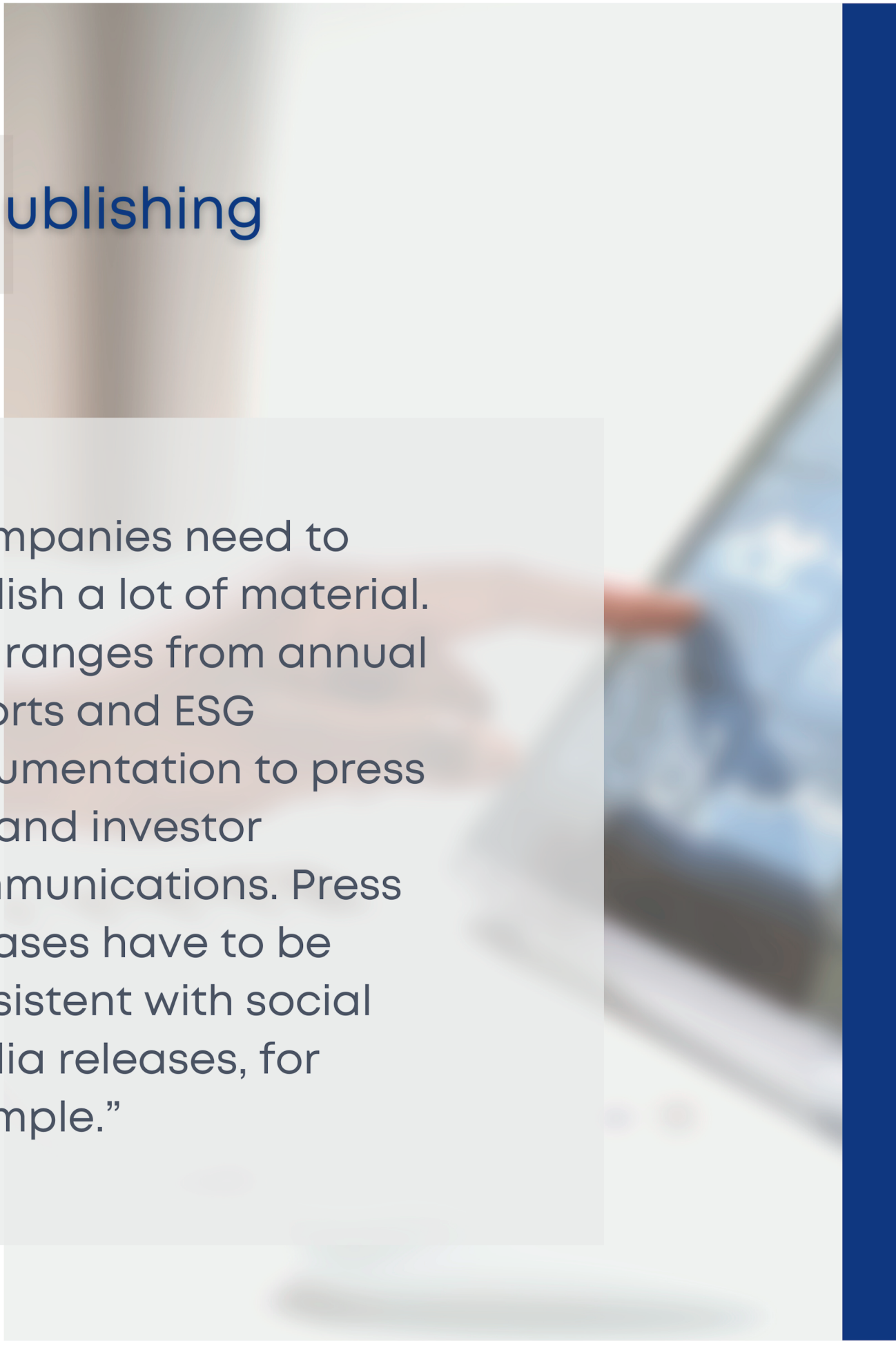
"Compliances have to be completed in time, accurately and with least possible effort. This requires automation in the compliance process. For automation to work, the entire data must be available in digital form."

Datarooms



"A number of agencies need to access data of the company. This includes internal agencies like investors as well as external agencies like consultants, statutory auditors, tax advisors etc. The functionalities required are common across companies."

Publishing



"Companies need to publish a lot of material. This ranges from annual reports and ESG documentation to press kits and investor communications. Press releases have to be consistent with social media releases, for example."

Social Media



"Social media is not restricted to social media portals like instagram and twitter alone but to a wider set of tools which could include chatbots, web bots and automated messaging systems. These alter the nature of company and investor interactions."


CORE VALUES

6

Values

Confidentiality

Conflict avoidance

Data security

Long term association

A company is known by its values. For us, the core values are non-negotiable. For example, Chinese walls between clients are accepted in law but do not work in spirit. "What cannot be done directly, should not be done indirectly" is another core value we stand by.



Values

Our values guide every action

Confidentiality

We do not disclose the identity and the exact nature of work done for our clients. This is the primary core value that we build confidentiality from. We do not interact with the press in general.

Conflict avoidance

Our four business units are collectively exhaustive but mutually exclusive. We do not cross sell services. And clients interact with only one of the units.

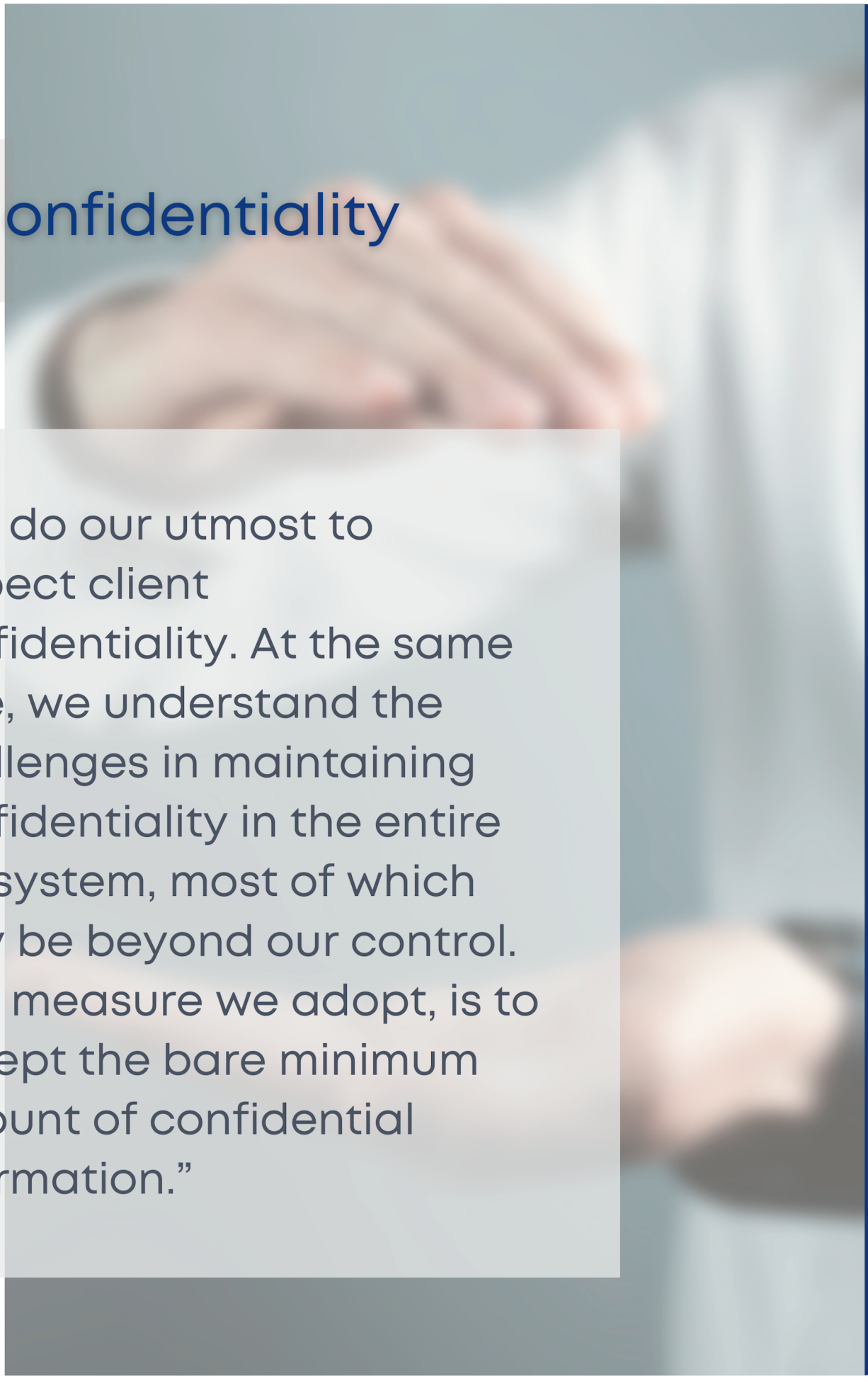
Data Security

100% of our team is technology literate. All of them have premium educational degrees. We understand the threats to data and admit our limited ability to mitigate them.

Long Term

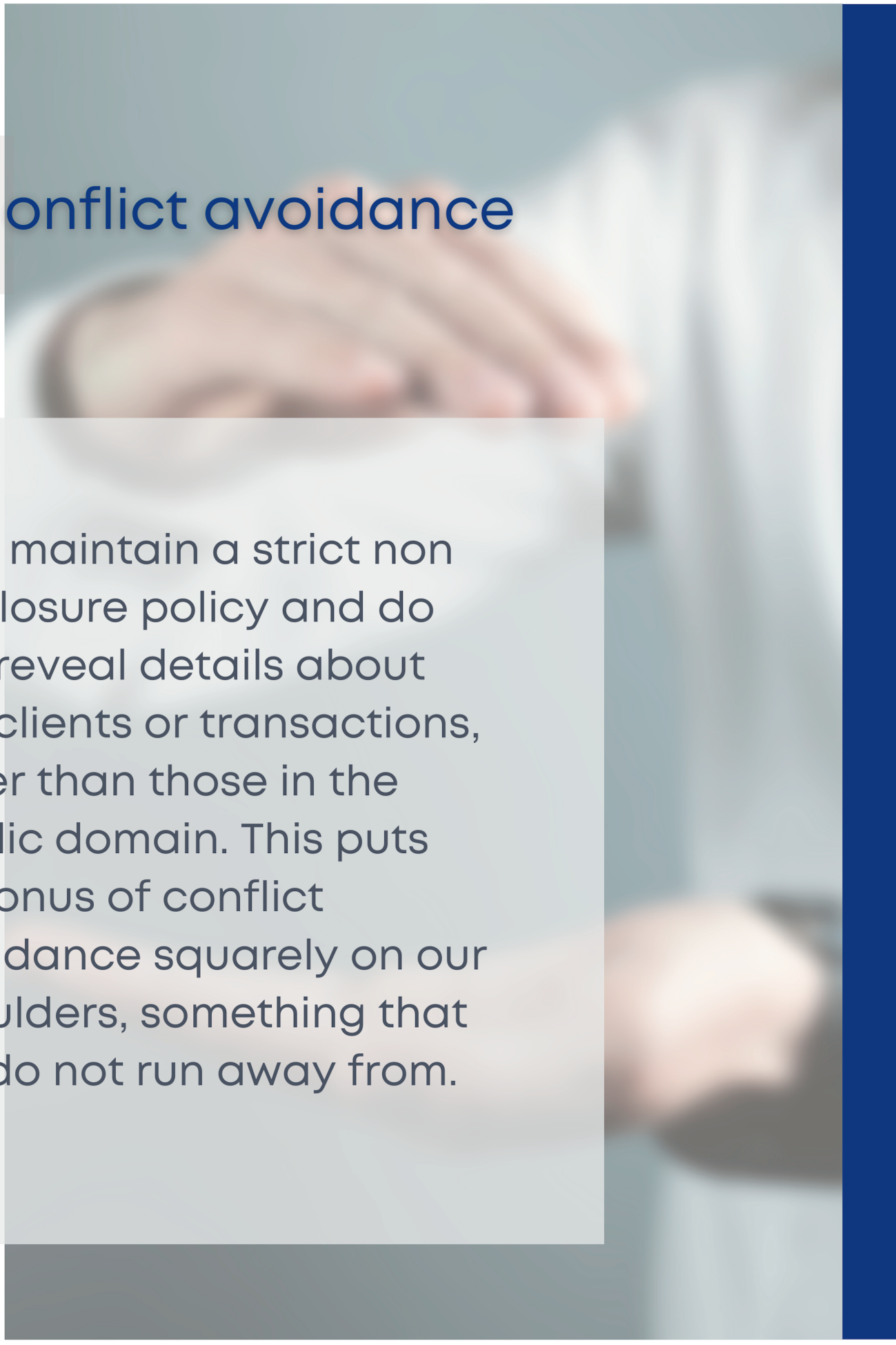
As a low churn company, both on the partner side and the client side - we understand relationships and the need for them in our business.

Confidentiality



"We do our utmost to respect client confidentiality. At the same time, we understand the challenges in maintaining confidentiality in the entire ecosystem, most of which may be beyond our control. One measure we adopt, is to accept the bare minimum amount of confidential information."

Conflict avoidance



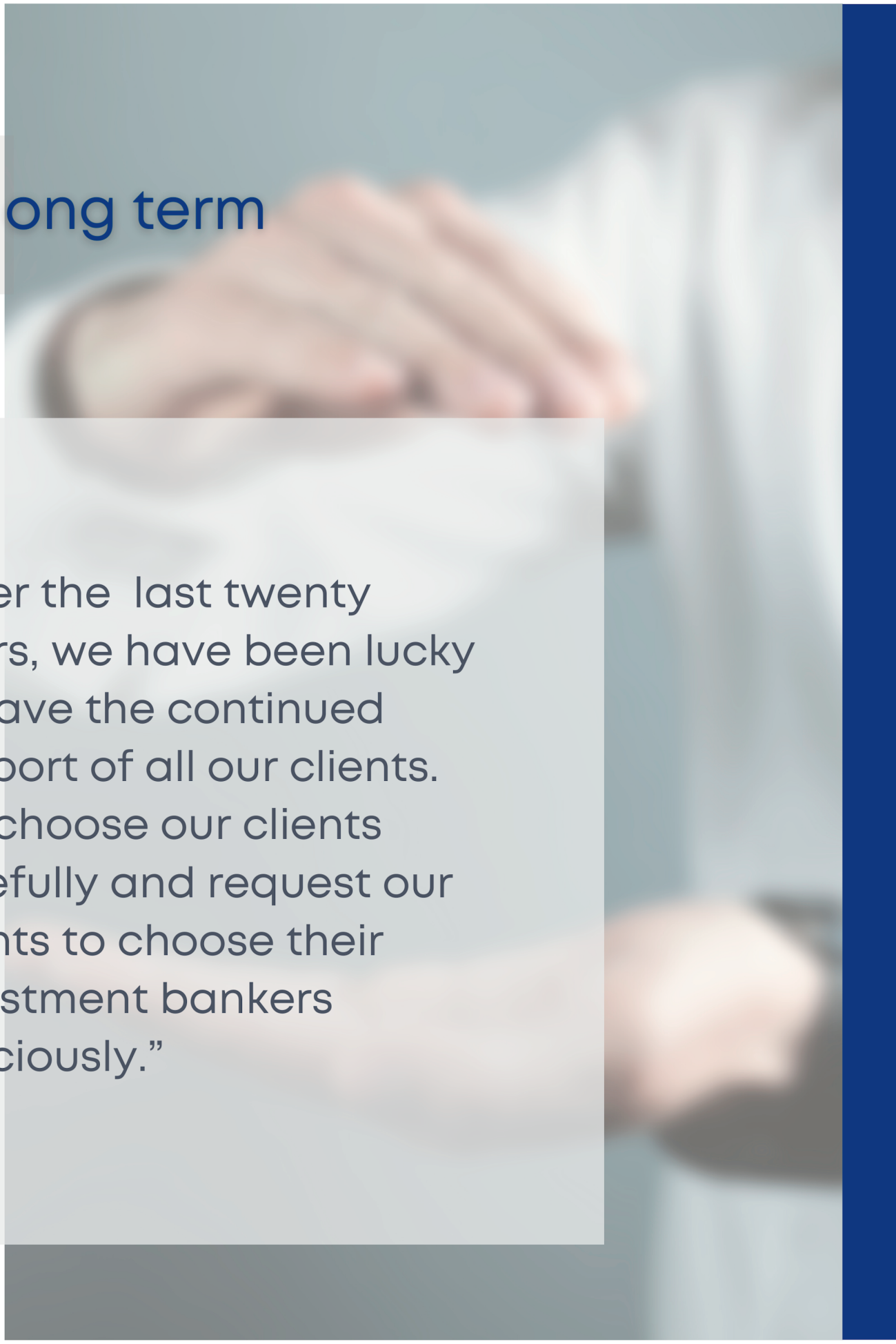
"We maintain a strict non disclosure policy and do not reveal details about our clients or transactions, other than those in the public domain. This puts the onus of conflict avoidance squarely on our shoulders, something that we do not run away from.

Data security



"Data security and data privacy are critical to success of a digital society. Advances in ease of data dissemination and the public internet place fresh challenges on data security. We continue to strive to remain ahead of data hackers and data thieves. And share best practices across clients"

Long term



"Over the last twenty years, we have been lucky to have the continued support of all our clients. We choose our clients carefully and request our clients to choose their investment bankers judiciously."



7

Sustainability

"We recognise that as a business we can create and enhance long-term value for our stakeholders by taking active responsibility for our planet. We are strongly committed to contributing to a more environmentally sustainable economy by maximizing our positive environmental impact."

In 2022, we added a ESG practice to support all our four strategic business units. In keeping with our ethos, we do not bill clients for ESG (environmental, social, governance) work. All our working partners contribute at least 10% of their working time to ESG related competency enhancement.





Our goal is to add value to our and our clients' businesses in a sustainable, environmentally responsible way and to conserve and protect the world's natural resources through our operations, products and services.



We are strongly committed to helping our clients to enhance their ESG quotient by continuously improving on the environment, social and governance responsiveness.


TODAY'S CHANGE
CRUDE OIL
ETHANOL
HEATING OIL
NATURAL GAS
GASOLINE
PRICE

8

About us

Scsi Capital is an independent and autonomous financial services group.

We service clients from India with resources based in Mumbai and New Delhi.

We are not part of any corporate group nor are we affiliated to any corporate group in India or elsewhere.

The foundation of our business is a reputation for trust, integrity and expert advice.

Over the past 20 years, we have nurtured this reputation through close collaboration, and by embracing and supporting innovation in order to remain at the forefront of the startup and private equity economy.



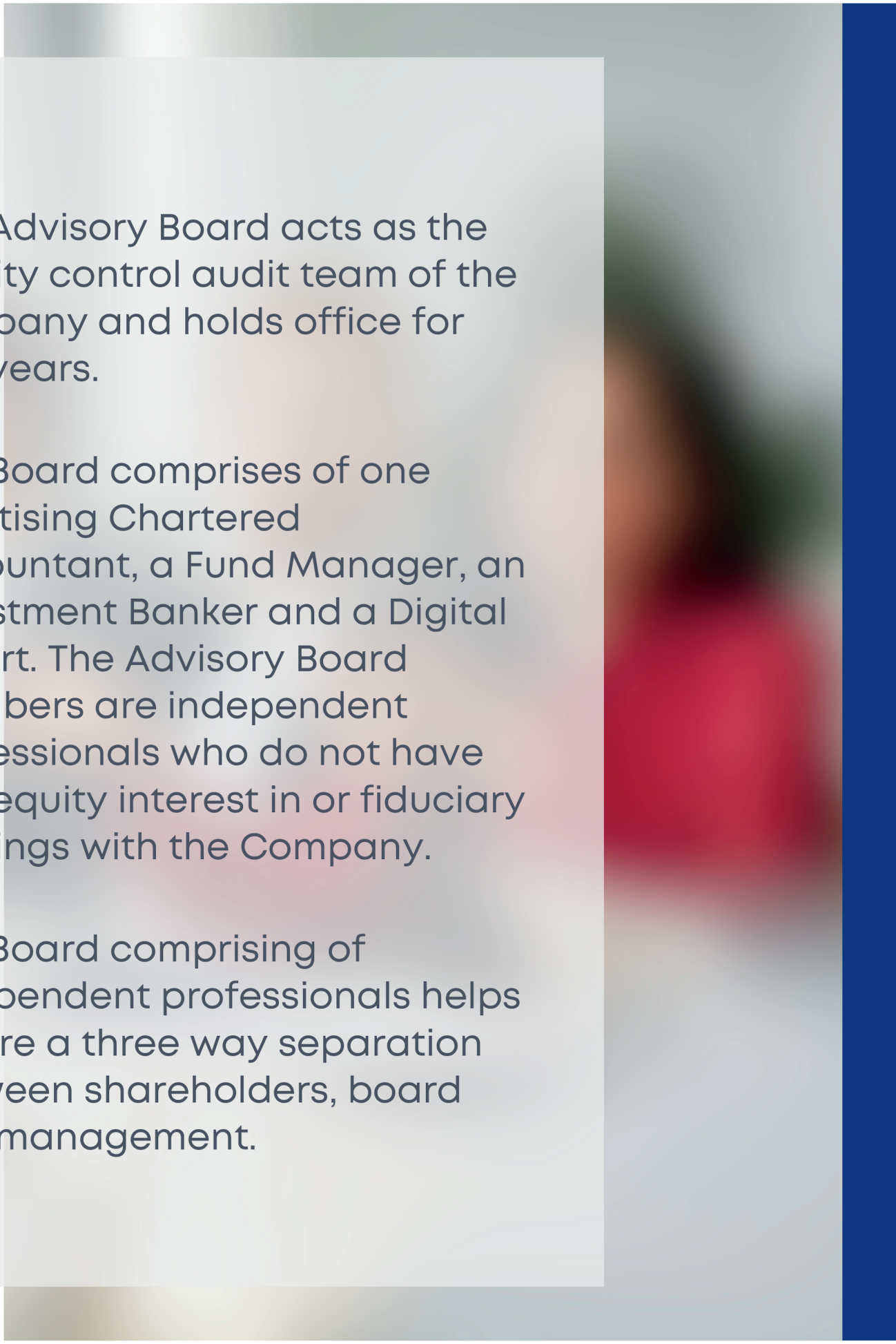


As managers of a large prop fund ourselves, we understand our clients - both as peers as well as investees.

Our Advisory Board acts as the quality control audit team of the company and holds office for five years.

The Board comprises of one practising Chartered Accountant, a Fund Manager, an Investment Banker and a Digital expert. The Advisory Board members are independent professionals who do not have any equity interest in or fiduciary dealings with the Company.

The Board comprising of independent professionals helps ensure a three way separation between shareholders, board and management.



The advisory board currently comprises of

- KAJAL SARKAR
  Capital Markets
- VIKESH MEHTA
  Private Equity
- RAKESH SETH
  Startups
- MRINALINI GUPTA
  Digital



9

Alumni network

Be part of our alumni community by fostering existing and creating new connections and enjoying our exclusive partner and alumni networking programs.



Everyone who has ever worked at a SCSI Capital mandate as a part of SCSI or a partner organisation (or member of a partner organisation) can join as part of our alumni network.



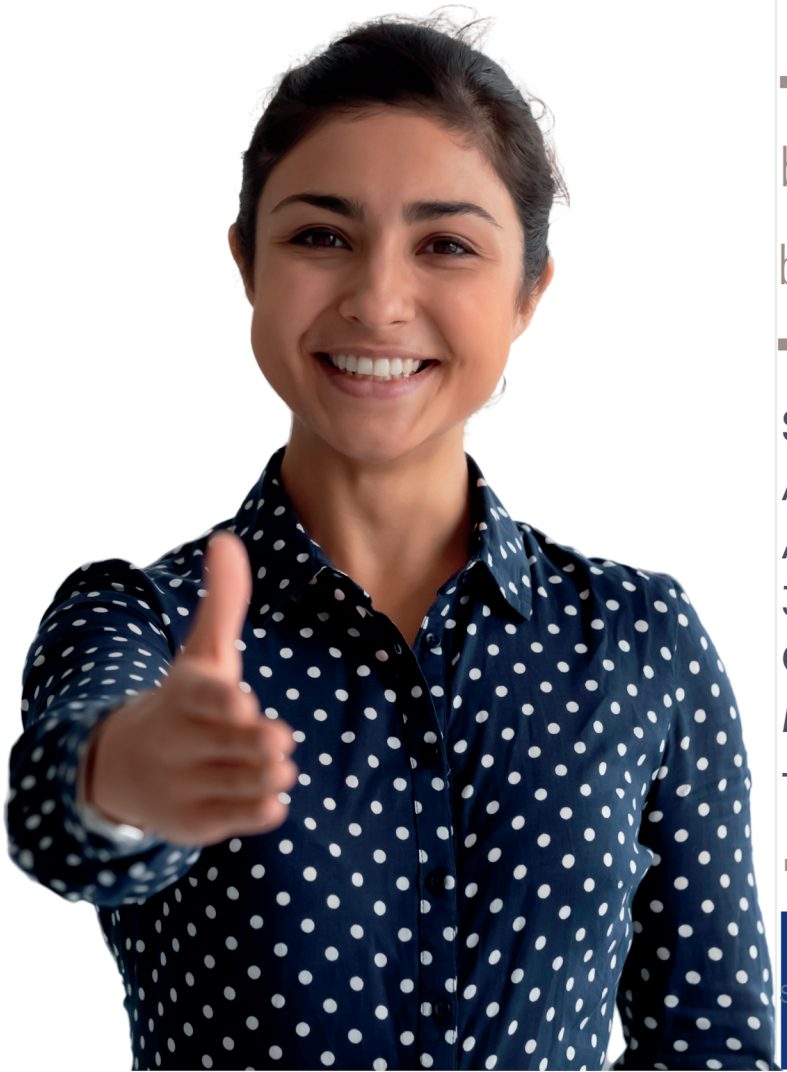
As we continue to build on the successful history that our partners have helped to shape, we have launched the SCSI Capital Partner Network Platform. The aim of this partner and alumni network is to provide a framework for engagement - offering partners access to a website portal that allows them to stay connected to the company, follow news, explore business opportunities, and have the chance to attend exclusive events.



By creating this network of alumni, partner organisations and their professionals, we want to enable our community to stay connected to us as well as to each other.

10

Connect



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Category 1 Merchant Banker



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