



A R K V E G A

PARTNERS

I N D E P E N D E N T

M I D M A R K E T

I N V E S T M E N T B A N K I N G

C O R P O R A T E F I N A N C E A D V I S O R Y

www.arkvega.com

ABOUT US

BUSINESS OVERVIEW

We are a corporate finance advisory firm and independent investment bank concentrated on the mid-market segment, providing services in Fundraising, M&A, Restructuring, and Fractional CFO support.

We take on the substantial responsibilities of corporate development and finance, enabling owner-managers to concentrate on their primary business while offering an independent, external perspective on transaction planning, financial analysis and strategy.

ARKVEGA'S SWEET SPOT

Stage	Size	Service	Fee
Pre Series A+	\$3M ARR+	Equity	Success fee
		Credit	Scoped fee
		M&A	Retainer
		Fractional CFO	

WHAT WE DO

INVESTMENT BANKING

INSTITUTIONAL CAPITAL RAISING

MERGERS & ACQUISITIONS, DIVESTMENTS

SECONDARY LIQUIDATIONS

Deal origination, execution, and structuring

CAPITAL SOLUTIONS

From Seed Stage to Pre-Series A and Bridge Rounds

WHAT WE DO

CORPORATE FINANCE ADVISORY

STRATEGIC PLANNING

Equity Narrative, Corporate Strategy, Financial and Operational
Modeling, KPI Structures, Strategic Whitepapers

MARKET ASSESSMENT TRANSACTION INSIGHTS

Market Analysis & Projections, Growth
Forecasting, Regulatory Assessment

Target & Interloper Analysis,
Fairness Opinions

VALUATIONS COMPETITIVE INTELLIGENCE

Industry Trading & Transaction
Comps, DCF, DDM

Competitive Assessment,
Financial Benchmarking

INVESTOR MATERIAL PREPARATION

Teaser, Confidential Information Memorandum (CIM),
Management and Board Meeting Presentations

WHAT WE DO

FRACTIONAL CFO SERVICES

Your Strategic Finance Blueprint

12 Building Blocks

Strategic



Exit Planning
Support



Risk
Management



Strategic Business
Planning



Funding
Strategies

Operational



Strengthen
Internal Controls



Enhance Reporting and
Statistics



Optimise
Profitability



Improve Cash Flow
Management

Business Support



Compliance
Assurance



Tax Planning
Efficiency



Establish Strategic
Outsourcing



Access Effective
Banking Relationships

OUR EDGE

WHY PARTNER WITH ARKVEGA?

INDEPTH BUYER UNIVERSE

- Access to 800+ India focused institutional investors including VCs, PEs, FOs, Credit funds, and strategics
- Deep insight into investment mandates and fund cycles

EXTENSIVE SELLER UNIVERSE

- Access to 800+ issuers within Indian mid-market segment and startups across staging, sectors, and requirements
- Deep insight into capital markets and corporate development mandates

PROVEN TRACK RECORD

- Assisted numerous Indian and offshore companies operationally by supporting their corporate development functions, boosting topline, margins, and long-term growth
- Rich transaction experience

SOLID EXPERTISE

- Authoritative insights, experience, and knowledge across all facets of corporate finance
- Tech enabled man-marking of 3,000 key decision makers

BEST-IN-CLASS VALUE

- Unlock cost arbitrage by tapping into a “Made in India - Built for the World” offering at up to 50-60% discount to alternatives

ROUND THE CLOCK SUPPORT

- Uniquely positioned time zone ensures you have reliable support throughout the business cycle

GLOBAL STANDARDS

- "Wall Street" style service offering and quality delivery
- Support from ex-Wall Street professionals with extensive Asian, North America and European market exposure

STELLAR TEAM

- Founding Partners with over two decades of experience at marquee investment banks e.g. Nomura, Canaccord Genuity, and HSBC
- Ex IIT, Manipal, Rotman School, ESCP Europe, CFA

SECTOR AGNOSTIC

- Understanding of both old economy and new age sectors
- FIG, TMT, B2B SaaS, brands, clean tech, RE, infra, industrials, mining, hospitality, healthcare, mobility

PROPRIETARY CAPITAL

- Ability to deploy small ticket equity and structured credit cheques from own balance sheet
- Cheque size amounting to \$50K - \$100K

OUR TEAM

MORE THAN TWENTY YEARS OF EXPERIENCE IN
CORPORATE FINANCE, M&A, AND CAPITAL MARKETS



NIKHIL ARORA

FOUNDING PARTNER

Possessing over a decade of extensive experience in Corporate Finance, M&A, and Capital Markets across various industries such as Banking, Insurance, Specialty Finance, Fintech, Clean Tech, Real Estate, and Infrastructure. Previously worked as an Investment Banker at Nomura and HSBC in London.



SHARATH TOOPRAN

FOUNDING PARTNER

Bringing more than ten years of in-depth experience in Equity Research, Corporate Finance, and Capital Markets across TMT, Clean Technology, Industrials, Real Estate, Infrastructure, and Mining. Previously worked as an Equity Researcher at Canaccord Genuity in Toronto.



Extensive array of resources with Partners to manage every aspect of the engagement

OUR CREDENTIALS

INVESTMENT BANKING




FUNDRAISE & SECONDARIES

Sector	Transaction Stage Raise
Animation	Major Indian animation & VFX studio Series B \$30m
Hotel	Youth hotel brand Series A \$4m
Hotel	Luxury boutique hotel brand Series B \$5m
TravelTech	B2B traveltech platform Series A \$15m
Webtoons	App-based comic book reading platform Seed \$3m
JobTech	AI powered super app for tech hiring Pre-Series A \$3m
EnterpriseTech	AI powered sales role play and training platform Seed \$2m
Storage	Digital first valet storage solution Pre-Series A \$1.5m
Footwear	India's fastest growing footwear startup Series A \$3m
Packaging	Sustainable packaging solutions for the F&B industry Pre-Series A \$2m
FinTech	Round up investing app Pre-Series A \$2.5m
CleanTech	eWaste and LiB recycling company Secondary-PE \$10m
Audio Content	Leading audio content platform Secondary-VC \$5m

M&A

<u>Asset Mandate</u>	
Chemicals	Coatings and adhesives brand for construction and industrial sectors Sellside
ConstructionTech	Home construction full service technology platform Sellside
Snacking	Premium snack brand blending Indian concepts / local ingredients with best-of-the-west Sellside

Private investments





Public investments

Indian public equities, REITS
corporate bonds, G-Secs, ETFs
XIRR: 23%* over 4yrs

OUR CREDENTIALS

CORPORATE FINANCE ADVISORY

-  N America/Europe market exposure
-  Public company



MEDIA

Business plan, CIM,
valuation, market,
comp intel, AOP &
Budgeting, diligence
support



RESEARCH

Business plan, CIM,
valuation, market,
comp intel



EMOBILITY

Business plan, CIM,
valuation, market,
comp intel, AOP &
Budgeting, tax



EMOBILITY

Corporate & txn
structuring, market
assessment



ADVISORY

Model audits,
financial/operating
model build-out



AGRITECH

Business plan, CIM,
valuation, market,
comp intel, AOP &
Budgeting, diligence
support



RE

Corporate & txn
structuring, CIM,
Management
presentations,
diligence support



EMOBILITY

Business plan, CIM,
valuation, market,
comp intel,
Management
presentations



PACKAGING

Business plan, CIM,
valuation, market,
comp intel, diligence
support



MINING

Business plan, CIM,
valuation, market,
comp intel, diligence
support



TRAVEL

Business plan, CIM,
valuation, market,
comp intel, diligence
support, FP&A



E-COMMERCE

Business plan, CIM,
valuation, market,
comp intel, diligence
support



PUBLIC RELATIONS

Deal analysis,
competitive
analysis, valuation,
market assessment



TRAVEL

Business plan, CIM,
valuation, market,
comp intel, diligence
support



GO-PUBLIC FUND

Deal screening and
origination, market,
comp intel, diligence
support

CHECKLIST

TRANSACTION PREPAREDNESS

Sell side

Deal construct	
Business plan/model	
Valuation	
Teaser/CIM	
Management pres	
Investor mapping	
VDR	
Process letter	
Term sheet	

Buy side

Mandate construct	
Buyer info pack	
Target mapping	
LOI	
Binding Offer	

CONTACT US

FOR A FREE CONSULTATION

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A R K V E G A

PARTNERS

ARCTURUS

Arcturus is the brightest star in the northern celestial hemisphere situated within the constellation of Boötes.

When viewed from Earth, it appears to be positioned almost at the north galactic pole of the Milky Way.

VEGA

Vega is the second-brightest star in the northern celestial hemisphere situation within the constellation of Lyra. It is relatively close at only 25 light-years from the Sun, and, together with Arcturus and Sirius, one of the most luminous stars in the Sun's neighbourhood.