



**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](http://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<br>Credit<br>M&A<br>Fractional CFO | Success fee<br>Scoped fee<br>Retainer |

# 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

| Asset   Mandate  |   |
|------------------|---|
| 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



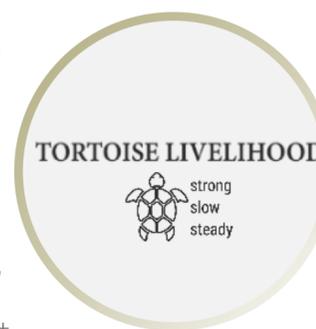
### E-COMMERCE

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.