

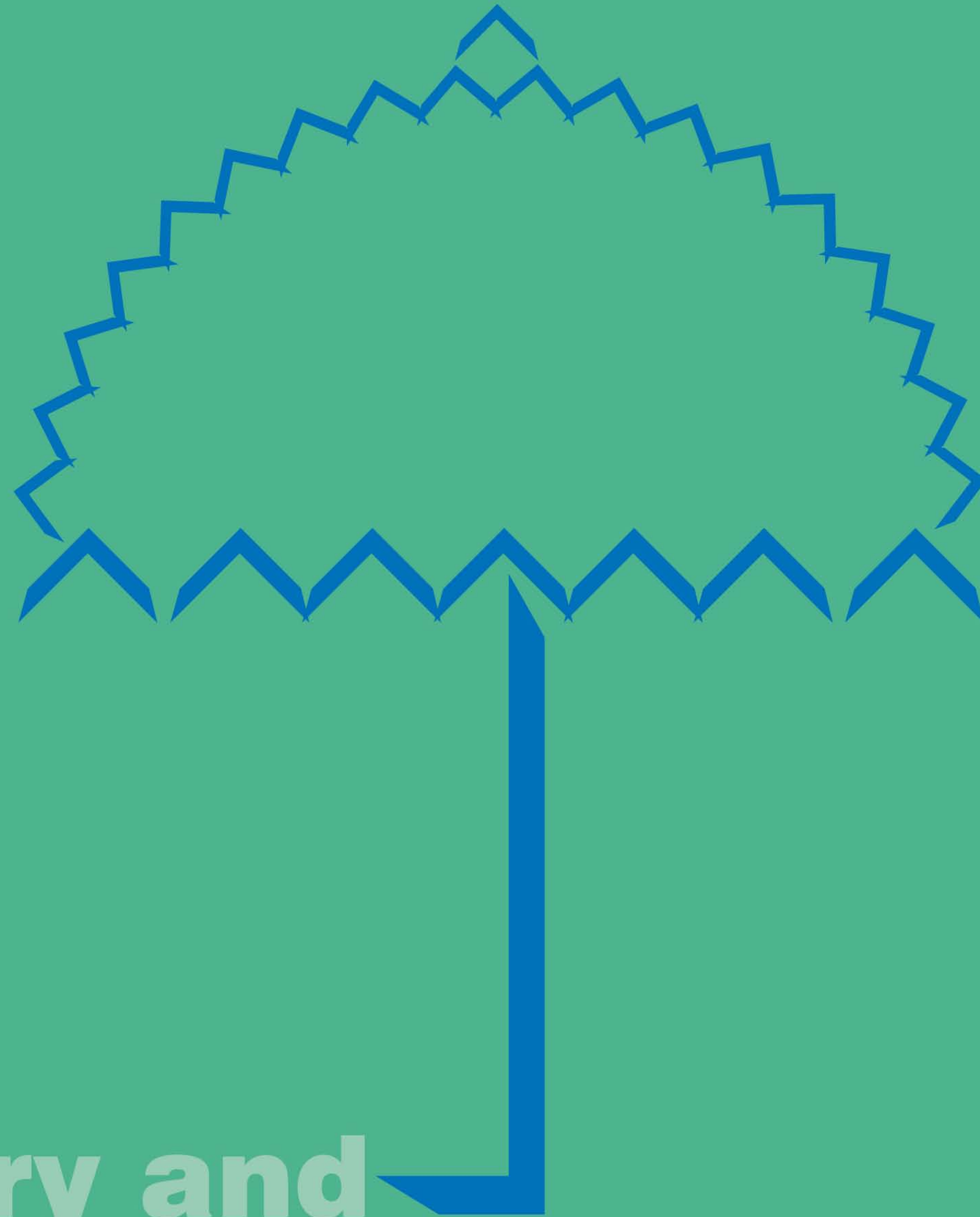


# Values

SBI Capital Markets Limited, India's leading investment bank and project advisor, is known for its astute professionalism and business ethics. We firmly believe that in our client's happiness lies our own.



advisory and  
financial services  
under one umbrella

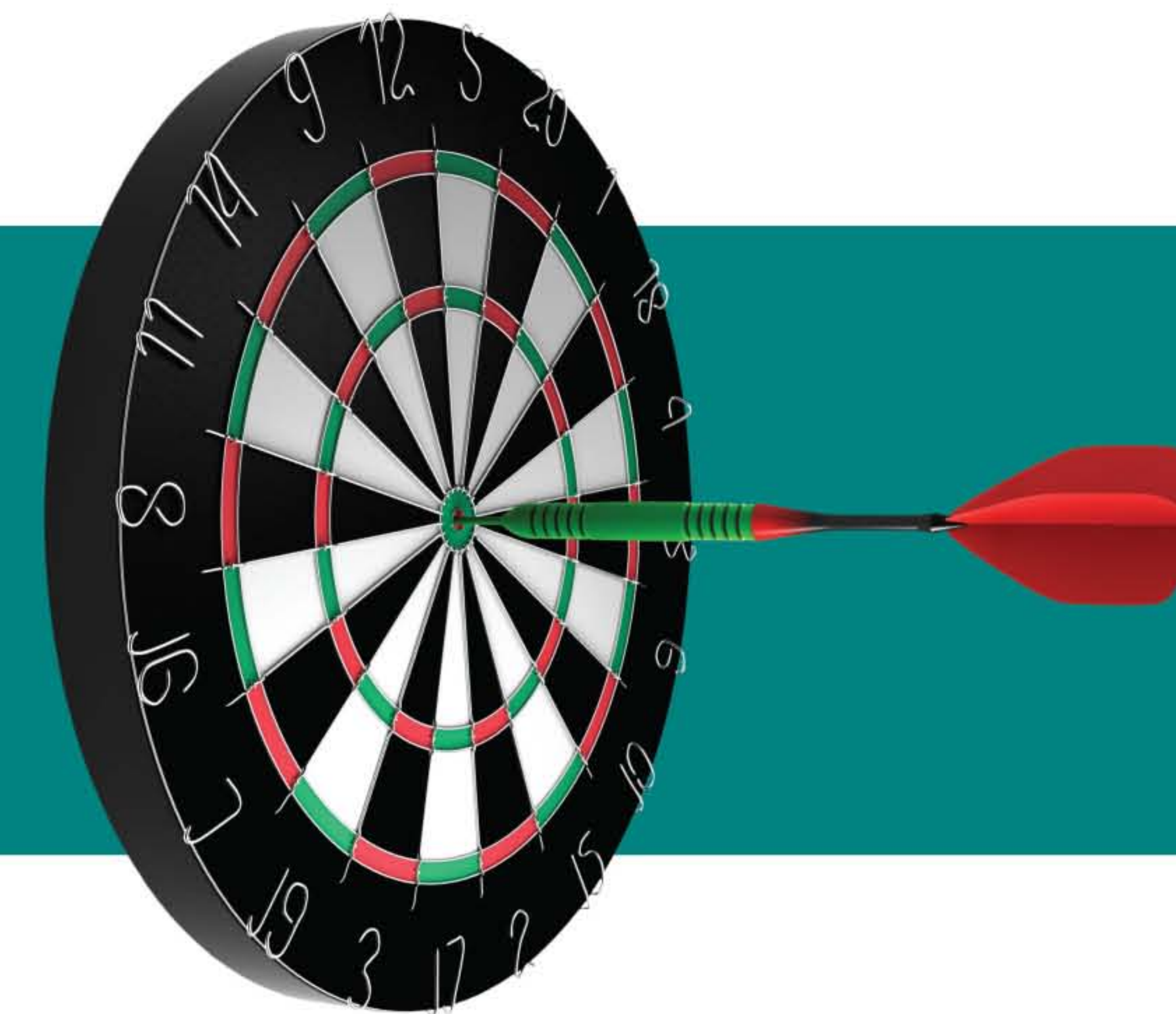


## Overview

Incorporated in 1986, SBI Capital Markets Limited (**SBICAP**) is India's Leading Investment Bank. A wholly owned subsidiary of the largest commercial bank in the country, State Bank of India, SBICAP offers the entire bouquet of investment banking and corporate advisory services.

We are a complete solutions provider to our clients in the investment banking and corporate advisory space, offering them advice, innovative ideas and unparalleled execution across all stages in their lifecycle, ranging from venture capital advisory, project advisory, buy and sell-side advisory, accessing financial markets to raise capital and even restructuring advisory in their turn-around phases. We are global leaders in the area of Project Loan Syndication and have lent crucial support to the Indian Infrastructure sector. Our clients attest to our uncompromising devotion to serve them at all stages of the business cycle. We know our success follows theirs.

Headquartered in Mumbai, we have six regional offices across India (Delhi, Kolkata, Hyderabad, Chennai, Bangalore and Ahmedabad), two branch offices (Guwahati and Pune) and five subsidiaries (SBICAP Securities Limited, SBICAP Trustee Company Limited, SBICAP Ventures Limited, SBICAP (Singapore) Limited and SBICAP (UK) Limited). Our regional offices are located strategically at major business hubs of the country and closely liaise with our clients at those and nearby centres and serve as the local point of contact.



## Vision

To be the best Indian  
Investment Bank.

## Mission

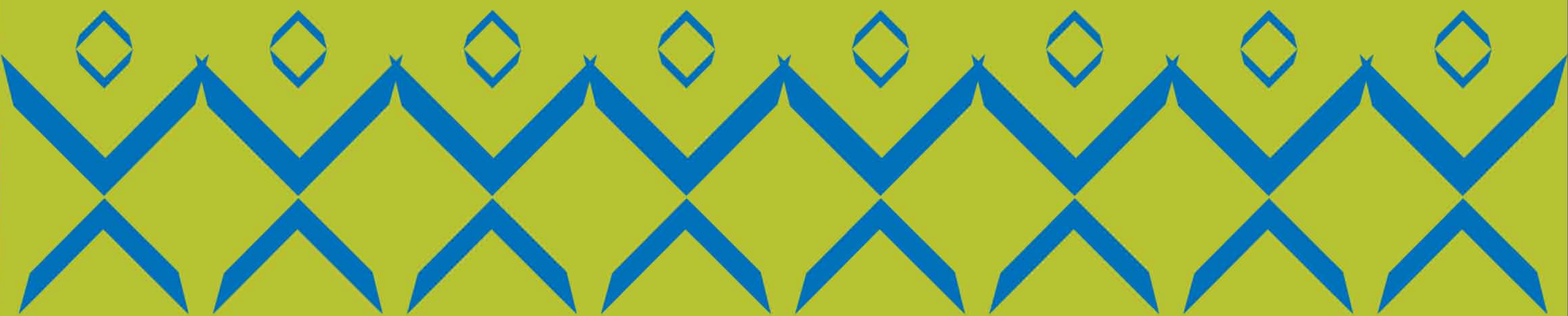
To provide credible, professional and  
customer focussed world class  
investment banking services.



# Our Team

The team has been painstakingly built over the years. The Infrastructure Group (earlier known as Project Advisory and Structured Finance - PA&SF) is the largest with 21 teams spread over 5 locations across the country. The Non-Infra space is covered by five teams looking after several verticals. The Capital Markets group is divided into the Equity and Debt Markets groups.

driven by  
common goals





# Groups & Services

The product groups within SBICAP are segregated as follows:

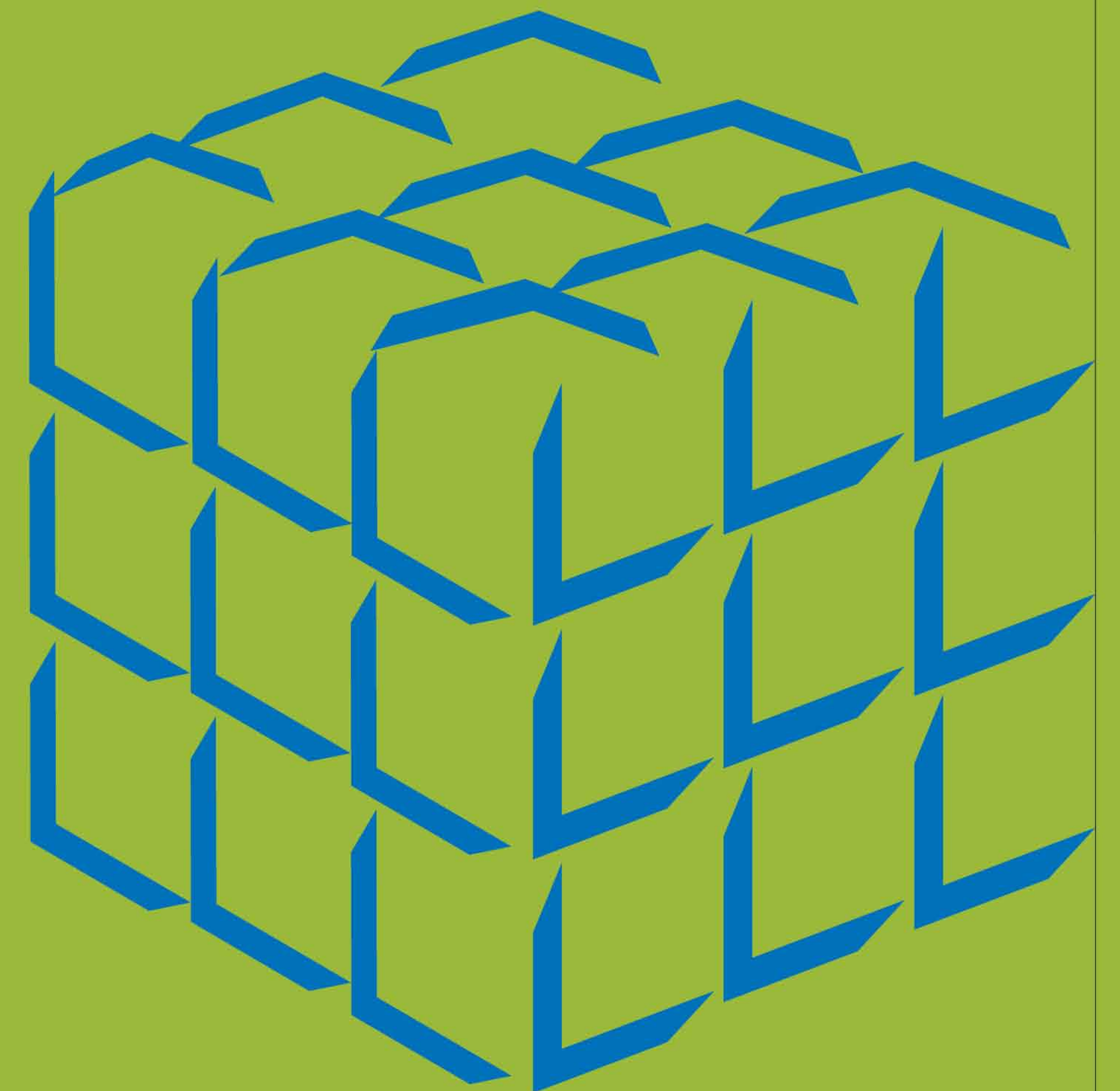
**Infrastructure Group:** Includes all activities concerned with large infrastructure projects encompassing Power, Oil & Gas incl. Fertilizers, Transport including road, railways, ports and airports, Metals & mining incl. steel, Telecom, Urban Infra etc.

**Non-Infrastructure Group:** Includes all activities concerned with business in non-infrastructure areas such as IT, Pharma, Auto, Education, Food and Agriculture, Logistics, etc.

The above two groups look at Project Advisory, Structured Finance, M&A, PE, Strategic Investment and all other financing opportunities in their respective sectors

**Capital Markets Group:** Includes Equity & Debt Capital Markets

## integrated & customised solutions





# leadership position globally

## The Infrastructure Group

SBICAP is the market leader in providing financial advisory services to a large and varied client base in various sectors with focus on Infrastructure sector. Our Infrastructure Group (erstwhile Project Advisory & Structured Finance – PA&SF) provides the best-in-class services and excellence in execution of the most complex transactions across the service space in order to help our clients grow and achieve their strategic business objectives.

Infrastructure Group has been the pioneer in infrastructure advisory in the country with a comprehensive range of offerings covering the entire life cycle of the projects. Its wide knowledge base makes it the foremost choice of the corporates involved in Infrastructure sector as well as the government bodies for availing advisory services. On the other hand, its strong relationship with banks and financial institutions – both domestic and overseas, make SBICAP the market leader and first port of call for Debt Syndication services for project finance. Infrastructure Group also provides services like M&A advisory, arranging private equity, restructuring advisory, pre-bid advisory and bid process management services, etc. in this space. With continued focus of Indian Government on infrastructure development and spending, our Infrastructure Group is well placed to continue its eminence in this sector and to act as a key ally for both the Government and the Private sector in their endeavours towards Infrastructure development.

This group has a team of around 300 professionals from diversified backgrounds with relevant experience and expertise in respective infrastructure sub-sectors like Power, Transportation, Urban Infrastructure, Oil & Gas, Telecom, Mining, etc.

## Marquee Deals Closed

- SBICAP has been No. 1 Mandated Lead Arranger for the past 5 years globally for project finance (Dealogic). Many of its deals have won international accolades. It has successfully syndicated loans amounting to more than ₹ 5539 billion (USD 90 billion equivalent) from both domestic and foreign banks in the past 3 calendar years including debt restructuring. It includes landmark deals for Vedanta Aluminium, Adani Power, ONGC Mangalore Petrochemicals Limited (OMPL), Petronet LNG Limited, GSPL Pipeline Projects, IOCL Paradip Refinery, Hinduja Power, Sesa Sterlite, Videocon Industries Ltd, Aban Holdings Pte. Ltd, Lalitpur Power Generation, Hindalco, HPCL Mittal Energy, JSW Steel, Uttam Group, Aircel Limited, Bharti Airtel, Sasan Power, Jindal Power Ltd, ONGC Petro-additions Limited (OPaL), etc. SBICAP syndicated the debt for an integrated steel plant being implemented by Tata Steel Limited at Odisha, which is the largest project financing loan on record in India as per Dealogic.
- SBICAP's key advisory transactions included advising HPCL on 9 MMTPA greenfield refinery cum petrochemical complex in Barmer, Rajasthan, advising and fund raising for development of GSPC's KG Basin block, advising and fund raising for two cross country pipelines being implemented by GSPL India Gasnet Limited and GSPL India Transco Limited which are JV companies of IOCL, BPCL, HPCL and GSPL.
- We have been active in equity placement/ acquisition finance as well as overseas deals. Marquee overseas deals include funding the overseas E&P funding requirements for Bharat PetroResources Limited (BPRL), Videocon Industries Ltd., acquisition finance for Abbot Terminal and Houghton International. We also facilitated the first project finance transaction in Bhutan for Dungsam Cement. We advised and raised private equity for and also facilitated equity placement for Gujarat State Petroleum Corporation (GSPC), Sabarmati Gas and facilitated equity investment by Blackstone into SKS Power Project, which is the largest Private Equity deal in a single project in power sector.
- We are trusted partners of both private as well as Government clients in advising them on policy matters, contract designing and financial decision making etc. We have been a part of many committees of the Government of India for reforms and policy formulation and worked closely with the Planning Commission on the formulation of XI and XII Five Year Plans for the power sector. We have also been co-opted by off takers and developers as independent financial analyst in committee formed by CERC and MERC. We have provided assistance in the restructuring and privatization of State Electricity Boards and corporatisation of Port Trusts and have also assisted Government agencies in the implementation of projects on PPP basis.





# partnering in organic and inorganic growth

## The Non-Infrastructure Group

Our Non-Infrastructure Group is organised in teams of experts covering the Automotive, Engineering, Chemicals, Cement, Consumer Goods & Retail, Education, Food & Agri, Aviation, Media, Packaging, Pharma, and IT/ITeS sectors. The Group caters exclusively to the non-infra segment and provides similar services as provided by the Infra team.

SBICAP is the sole Indian member of M&A International Inc. Founded in 1985, M&A International Inc. is one of the world's largest and longest-standing global alliances of investment banking firms that offers unparalleled resources of over 600 professionals in 45 M&A advisory and investment banking firms operating in 39 countries with a focus on mid-market M&A transactions. In 2013, MAI members closed 336 transactions worth USD 18.2 billion. In the past 5 years, MAI has closed 1,400 transactions worth more than USD 75 billion, including over 300 cross-border deals.

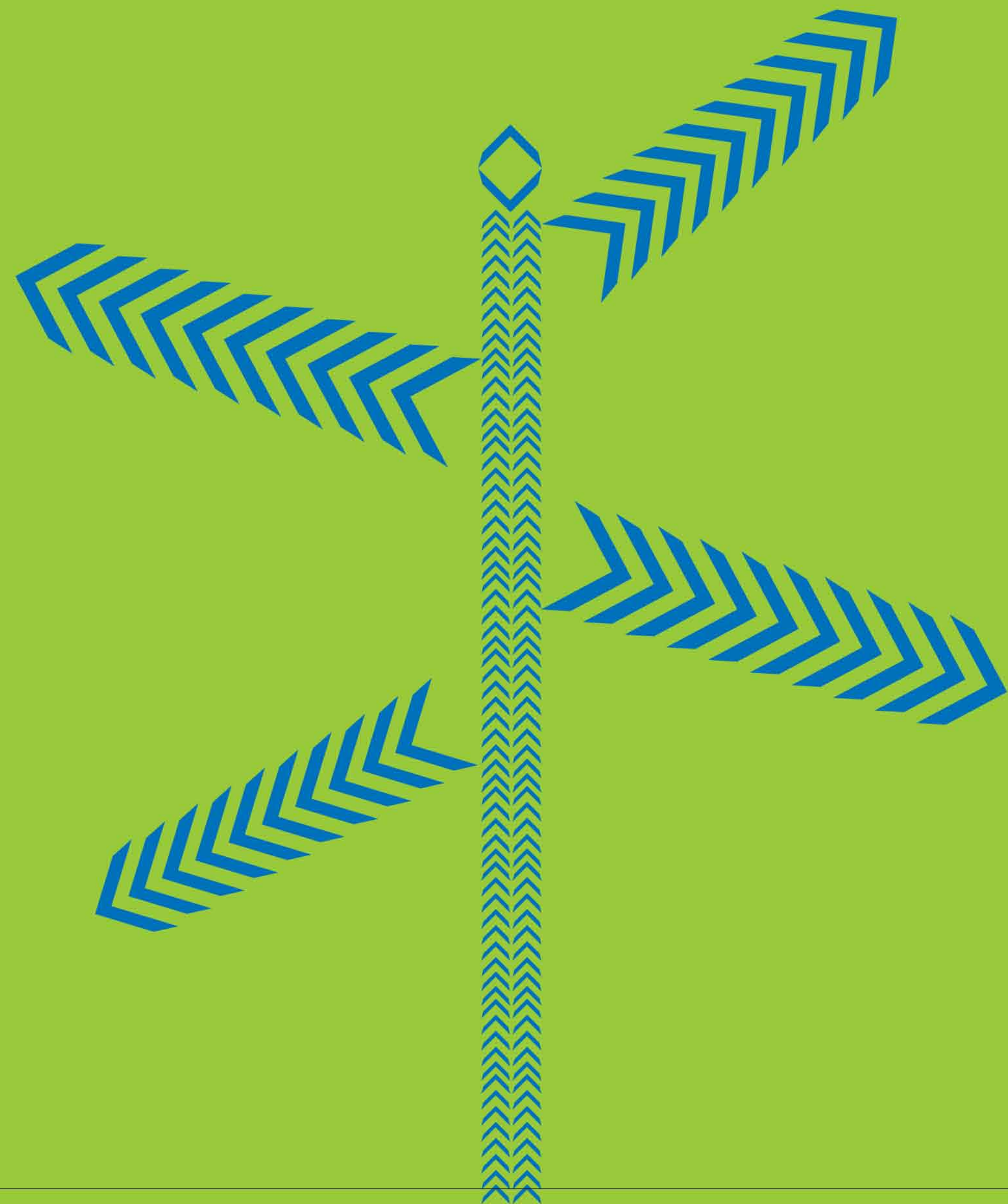
### Marquee Deals Closed

- SBICAP successfully advised Kokuyo Co, Japan to acquire the business and assets of Riddhi Enterprises. Kokuyo Co, Japan is a USD 3 billion entity which had earlier acquired Camlin in India and this new acquisition marks the Indian entry for their paper notebook business
- SBICAP provided sell-side advisory to NIFE, a Kochi based vocational education training company to divest its 100% stake to the TÜV Rheinland Group. The Group, with an annual turnover of EUR 1.5 billion, provides technical, safety, and certification services to 60+ countries across the globe
- SBICAP successfully syndicated INR 1200 Crores for Orient Cements for setting up a greenfield cement plant of 3 mmtpa capacity in Karnataka (joint deal with Infra Team)
- SBICAP advised National Collateral Management Services Ltd. (NCMSL), part of the NCDEX group, in identifying suitable financial partners and successfully advised the client in raising INR 3,020 million for setting-up fresh warehousing capacity, in a complex assignment which involved negotiating between 6 equity investors and a consortium of 3 lenders





# multi-dimensional advisory



## Products Offered by the Infra and Non Infra Group

Debt, M&A and Private Equity advisory wherein we

- Arrange onshore and offshore debt and working capital
- Raise funds from ECA's and Multilateral Agencies
- Identify assets for acquisition and strategic investments
- Mobilise private/quasi equity
- Advise on Demerger and sale of assets

Financial Appraisal, Bid Advisory, Tariff Advisory and Project Advisory, covering

- Financial Appraisal of Projects
- Due Diligence and Capital Structuring
- Strategy and Bid Advisory in both Public and Private Sectors
- Policy and Strategic Advisory to State/Central Governments and Regulatory Bodies
- Business Valuation and Joint Venture Advisory

Structured Finance for Acquisition, Leverage, Mezzanine financing and convertibles  
with customised solutions for

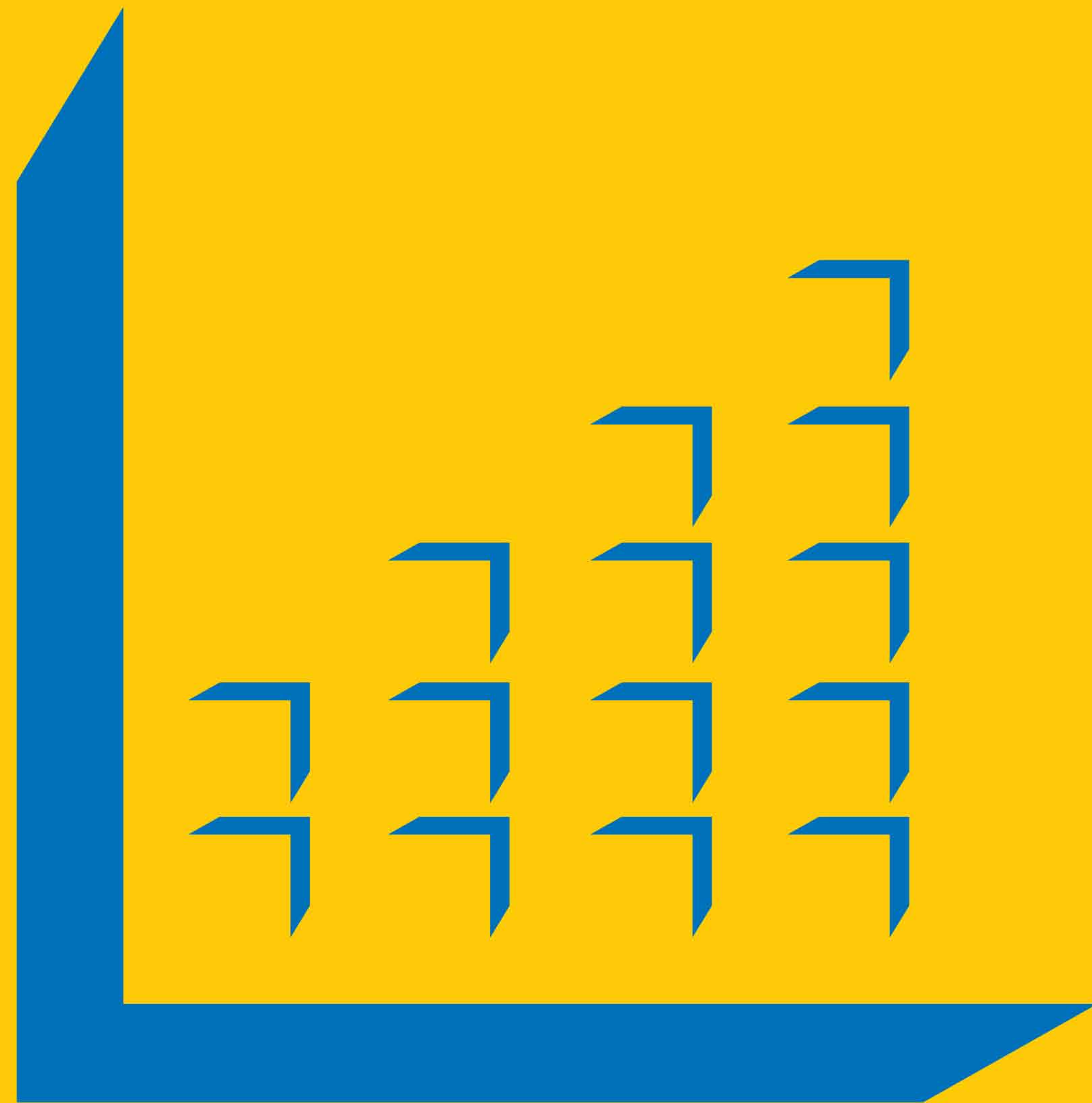
- Arranging bridge and interim finance for acquisitions
- Structured trade finance for raising funds for overseas companies
- Advising clients for participation in international project syndications
- Structured finance products for off-balance sheet and receivable financing

Corporate Restructuring of companies under stress, covering

- Re-organisation and re-capitalisation advisory
- Financial viability and business plan advisory
- Debt restructuring both within and outside the CDR mechanism



# achieving consistent growth



## Capital Markets Group (CMG)

Our Capital Markets team specialises in assisting clients with fund-raising from the markets. A leading merchant banker of choice, we have been involved in most major book building and fixed price offerings over the last decade. CMG assists our clients (Corporates, Banks, Financial Institutions, PSUs, State Government Undertakings, etc.) in fund-raising by way of equity and debt from both Domestic and Foreign Investors.

Apart from providing expert advice in matters related to IPOs, FPOs, Rights and a range of debt solutions, our USP lies in developing customised solutions for clients suiting specific transaction requirements.

Our investor relationships spanning across corporates, banks, domestic and foreign financial institutions, central and state public sector undertakings, high net-worth individuals and retail individuals have been long- standing and give us an edge in our product and solution offerings both in the equity and debt capital markets space.

### Marquee Deals Closed

- SBICAP is one of the most experienced players in Capital Markets. We have handled nearly 1000 public issues and nearly 500 rights issues since 1986. We have been acknowledged for our ability to tailor solutions to meet specific requirements of our clients. It includes landmark deals for Power Grid Corporation of India (First Fast track FPO), Tata Steel (First Private Sector Fast track FPO), Standard Chartered Plc. (First IDR Issue), Adani Power (IPO), Hindalco (QIP Issue), Bank of India (First Public Sector QIP Issue), NTPC (OFS), Adani Ports (IPP), SBI (Largest QIP).
- SBICAP was Sole Advisor to the Ministry of Finance for the First Bank set up by the Government of India – the Bharatiya Mahila Bank Limited, established with the vision to empower women economically.
- SBICAP was Lead Manager to the marquee Follow-on Public Offering of Power Grid Corporation of India (₹ 6,959 Cr, December 2013), Lead Manager to the largest ever Qualified Institutional Placement - State Bank of India (₹ 8,031 Cr, January 2014) and Sole Manager to the buyback offer of NHPC Ltd. (₹ 2,368 Cr, November 2013) which was the Largest PSU buyback in the country.
- SBICAP has successfully arranged and placed some of the largest deals in the Indian debt market viz ₹ 7,400 crores issuance by Air India in FY'13 and ₹ 8,000 crores issuance by Food Corporation of India in FY'14.
- SBICAP acted as the Lead Manager for public issue of tax free bonds in FY 2014 to the tune of ₹ 15,000 crores.
- SBICAP is the first Indian investment bank to successfully place bonds to investors outside India (Foreign Currency Bonds). We have placed various issuances by banks like State Bank of India (\$1.25 bn) and Syndicate Bank (\$400 mn) and others like ABJA Investment PTE amounting to SGD 300 mn (paper guaranteed by Tata Steel), Samvardhana Motherson Automotive Systems Group B.V amounting to € 500 mn in the overseas market.
- SBICAP has placed one of the largest Basel III compliant Tier II Bonds of ₹ 2,000 crores by SBI.





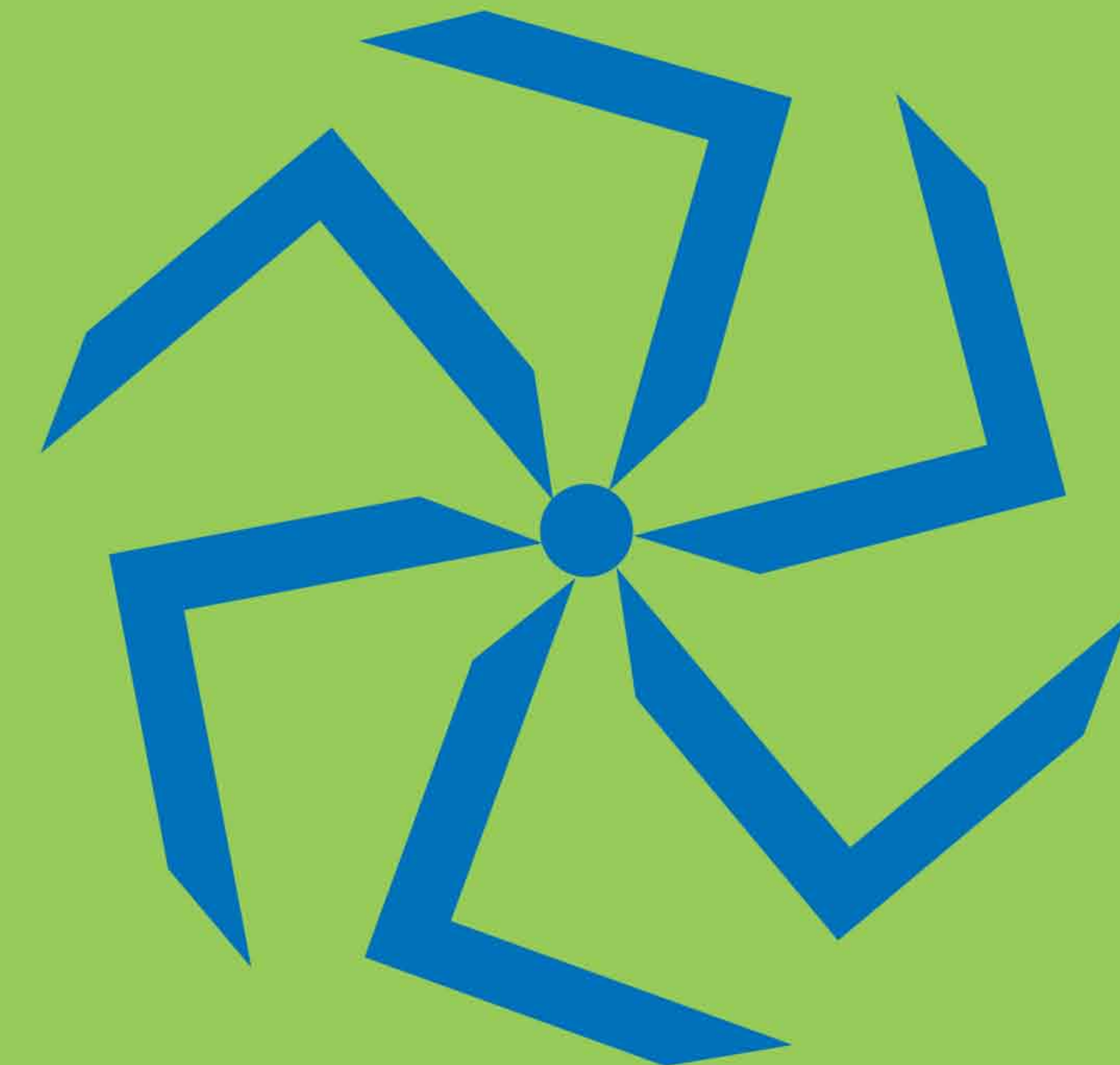
## Products and solutions offered - Equity:

- Managing Initial and Follow-on Public offerings
- Managing Rights Offering
- Qualified Institutional Placements
- Open Offers, Buyback and Delisting of Securities
- Offer for Sale (OFS) on the Stock Exchange floor
- Institutional Placement Programme (IPP)
- Bulk and Block trades on Exchanges and off-market transactions
- Offerings of Convertible Securities
- Arranging Private Equity including Growth Capital, Pre-IPO convertibles, Private Investments in Public Equity (PIPE), Mezzanine Debt and Equity, and Equity Offerings completed as a private placement
- Capital Restructuring Advisory
- Advisory and arrangement services for products such as AIM Listing, Indian Depository Receipts, ADR/GDR and other off-shore equity listing options
- Valuation advisory

## Products and solutions offered - Debt:

- Private Placement of Non-Convertible Debentures / CPs / Bonds (including Tax Free Bonds)
- Public Issue of Bonds - including Taxable and Tax Free bonds
- Foreign Currency Denominated Bonds / MTNs
- Structured Debt and Fund Raising Advisory

# diversified offerings





# Subsidiaries

SBICAP has five subsidiaries

## a. SBICAP Securities Limited (SSL)

SSL is the broking arm of SBICAP, providing secondary market broking services, placement assistance in primary issues, sales and distribution of third-party products and research to support all these functions. SSL also provides Internet based access to its retail clients and has a network of 1000+ franchisees/sub-brokers.

## b. SBICAP Trustee Company Limited (SBICTCL)

SBICTCL, a wholly owned subsidiary of SBI Capital Markets Ltd., commenced its operation as Security Trustee in 2008. It got registered as Debenture Trustee in 2010. Apart from the above, it also assists clients in Share Pledge Trustee, Escrow Agent, Facility Agent, Alternative Investment Fund, Will Trusteeship etc. The Company is managed by skilled professionals and it Creates, Holds and Enforces the Security (if need be) on behalf of the Lenders/Debenture Holders.

ADVANTAGES TO LENDERS: It enables reduction in time of execution, Creation of Charges and CERSAI filing etc. It also undertakes a real time review of all documentation process, ensuring legal compliances.

ADVANTAGES TO BORROWERS: It includes pooling of securities, simplified charge creation, operational flexibility, deed of accession/deed of novation (saving on stamp duty), proper safe keeping, issuing holding certificate etc.

## c. SBICAP (Singapore) Limited

SBICAP (Singapore) was setup in 2011 with a view to support SBICAP's existing operations in the Capital Markets and M&A Advisory functions. It assists SBICAP and SSL by facilitation of Broking Services with SSL apart from ECM/DCM & Broking Advisory and SBICAP's Mergers and Acquisitions advisory by reaching out to multi-national corporates whose Asia offices are based out of Singapore.

## d. SBICAP (UK) Limited

SBICAP (UK) was set up in 2005 with a view to strengthen SBICAP's existing Equity Capital Markets operations by tapping Europe-based investors. SBICAP has now forayed into managing foreign currency denominated debt capital market transactions of Indian Corporates apart from assisting in placement of primary issues apart from Loan Syndication, Project Finance & M&A advisory assignments by extending the SBICAP reach to European investors.

## e. SBICAP Ventures Limited

SBICAP Ventures Ltd. was setup in 2005 to act as the Fund/Investment Manager for Venture Capital Fund. The Company is in the infant stage and is considering setting up a USD 100 Million infrastructure focused fund investing in 8 target states.

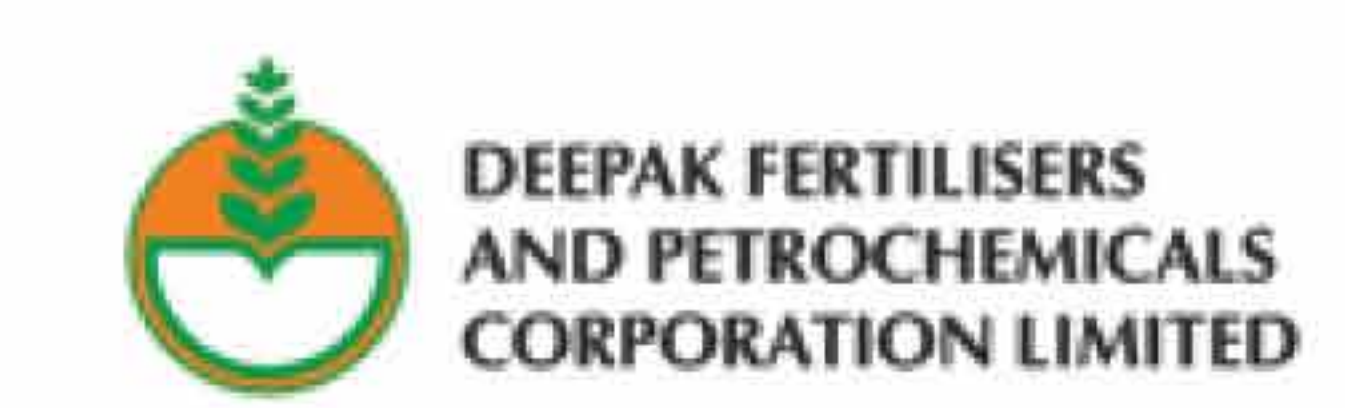
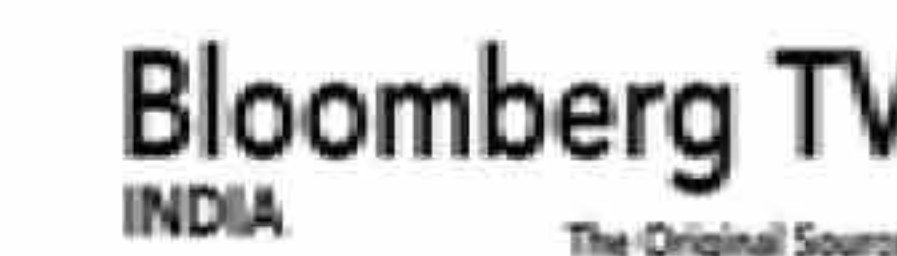


# Clients

We have been a credible partner to a host of blue chip companies, who have entrusted their confidence in our excellent services, earning us tremendous goodwill.

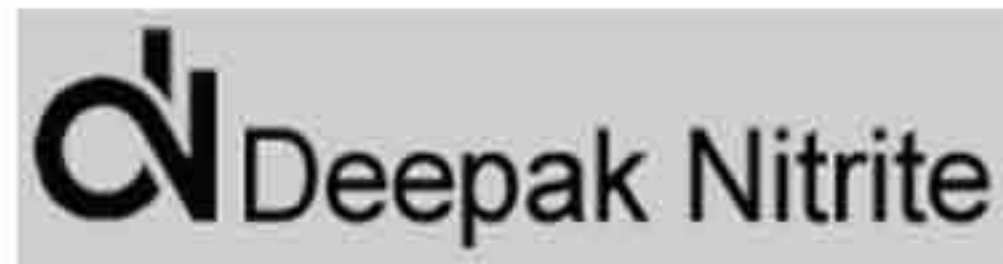
soaring to newer  
heights together

## Our Clients





# Our Clients



# Our Clients

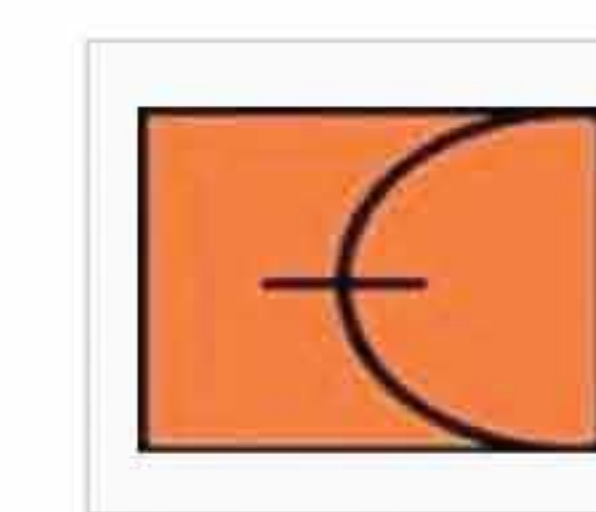
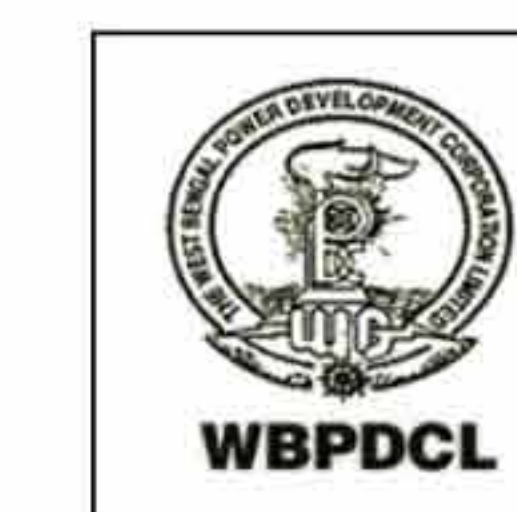




## Our Clients



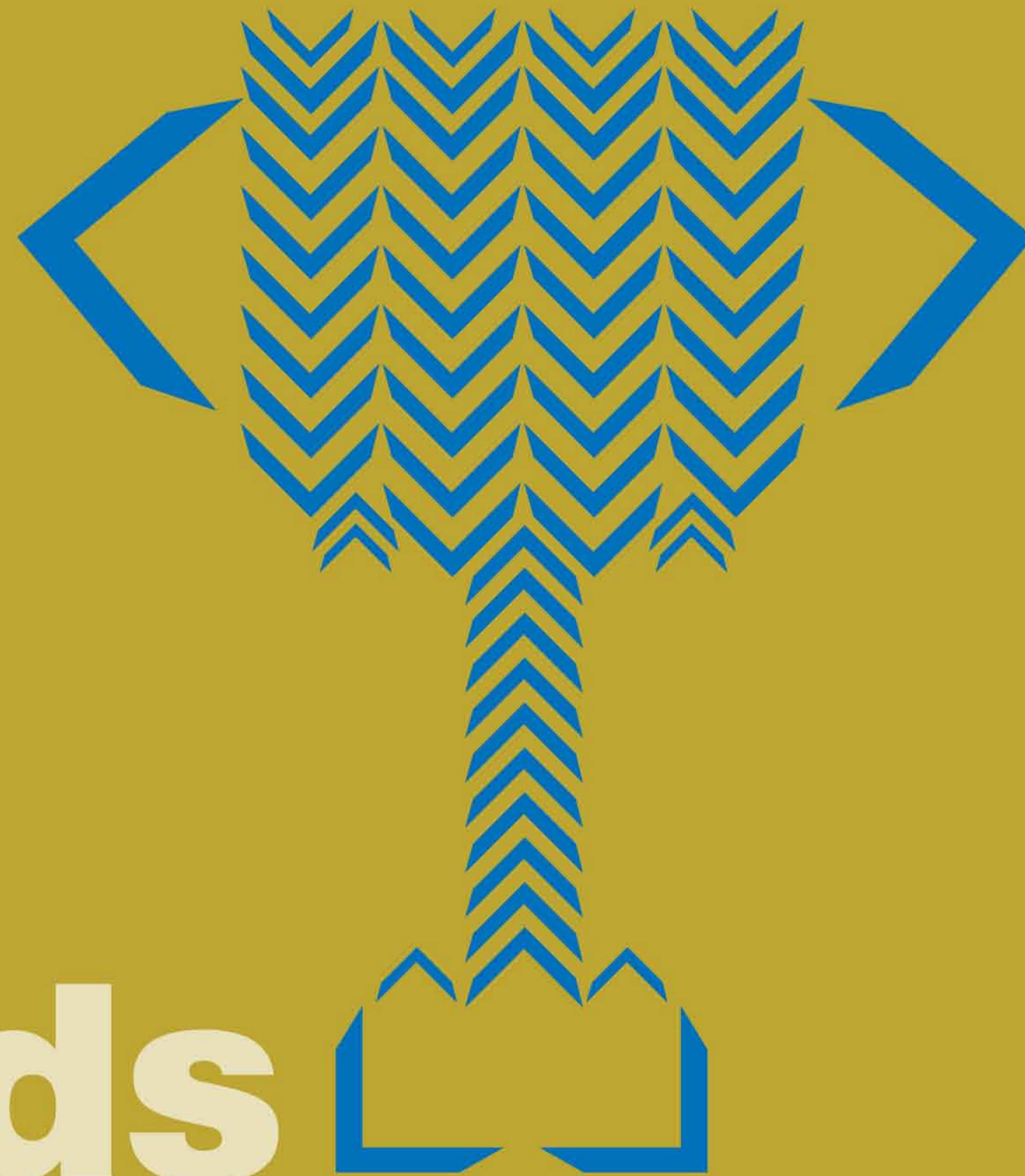
## Our Clients





# Awards

Our concerted efforts towards delivering substantial solutions have not only been recognised but also rewarded with some of the most prestigious awards in the industry over the years.



## Accolades and Recognitions:

### Awards & Rankings for 2013

- IFR Asia 'India Loan House of the Year' 2013 for the 5<sup>th</sup> consecutive year
- Thomson Reuters PFI - Industry Deal of the Year Award for 2013 (Asia-Pacific) for Tata Steel's 6 MTPA Green field integrated steel plant in Odisha
- Euromoney Project Finance Asia Pacific Mining & Metals Deal of the Year 2013 for project finance of Tata Kalinganagar (Tata Steel Odisha)
- BusinessWorld-Grant Thornton's 'Top INR Bonds & Loan deal-maker of the year' award for maximum issues in 2013
- "Deal of the Year" Award for 2014 from M&A International
- Thomson Reuters PFI
  - No. 1 Global Project Finance Book Runner for the 5<sup>th</sup> successive year with a market share of 8.3%
  - No. 2 Global Mandated Lead Arranger for 2013 with a market share of 4.9%
  - No. 1 Mandated Arrangers Asia-Pacific & Japan for the 5<sup>th</sup> consecutive year with market share of 16.1%
  - No. 1 Book Runner Asia Pacific & Japan for 2013 with market share of 26.4%
- Dealogic
  - No. 1 Global Mandated Lead Arranger for Global Project Finance Loans for 5<sup>th</sup> consecutive year with a market share of 5.7% (USD 15631 Mln) of global volume
  - No. 1 Arranger of Global Project Finance Loans for the 5<sup>th</sup> successive year with a market share of 5.7%
  - No. 1 Financial Advisor of Global Project Finance Loans, for the 4<sup>th</sup> successive year with a market share of 13% (USD 31,114 Mln)
  - No. 1 Asian Project Finance Loans with a market share of 23.6% (USD 14,531 Mln)
- Bloomberg League Tables
  - No. 1 Mandated Lead Arranger in Asia Ex-Japan Loans leagues tables 2013 with a market share of 7.3% (USD 22, 257 Mln)
  - No. 1 Book Runner in Asia Ex-Japan Loans for 2013 with a market share of 11% (Volume USD 22,027 Mln)
  - No. 1 in the India Loans MLA Tables with a market share of 40.4% (USD 22,209 Mln)
  - No.1 India Loans Mandated Arranger (INR) with a market share of 58.4% (₹ 1031 Bln)
- Ranked No. 1 IPP in terms of number of issues handled for FY 2014 in India as per Prime Database
- Ranked No. 2 in terms of total amount raised through Rights Issuances league tables for FY 2014





## SBI CAPITAL MARKETS LIMITED

### Corporate Office:

202, Maker Tower 'E', Cuffe Parade, Mumbai – 400 005  
Phone: +91 (22) 2217 8300  
Fax: +91 (22) 2218 8332  
Email: corporate.office@sbicaps.com  
URL: www.sbicaps.com

### Regional Offices:

#### NEW DELHI

World Trade Tower, 6th Floor, Barakhamba Lane  
New Delhi 110 001  
Phone: +91 (11) 2348 5200  
Fax: +91 (11) 2341 8773  
Email: head.ndro@sbicaps.com

#### KOLKATA

Jeevandeep Bldg, 9th floor, 1, Middleton Street,  
Kolkata - 700071.  
Phone: +91 (33) 2288 6601/02/05  
Fax: +91 (33) 2288 6608  
Email: head.calro@sbicaps.com

#### CHENNAI

Circle Top House, Ground Floor, Aparna Complex  
16 College Lane, Chennai – 600 006  
Phone: +91 (44) 2821 3801/02/03  
Fax: +91 (44) 2825 6244  
Email: head.chenro@sbicaps.com

#### BANGALORE

Almas Centre, 6th Floor, 87, M. G. Road,  
Bangalore - 560001.  
Phone: + 91 (80) 2500 0700  
Fax: +91 (80) 2558 5478  
Email: head.bro@sbicaps.com

#### HYDERABAD

3rd Floor, Ozone Complex, 6-3-669/1/A/B/C,  
Punjagutta, Hyderabad – 500 082  
Phone: +91 (40) 2332 1604/2332 1605  
Fax: +91 (40) 2331 6800  
Email: head.hro@sbicaps.com

#### AHMEDABAD

Zodiac Avenue, 4th Floor, Netaji Road  
Opposite Mayor's Bungalow, Near Law Garden  
Ahmedabad – 380 006  
Phone: +91 (79) 2656 0122/2426  
Fax: +91 (79) 2656 5718  
Email: head.aro@sbicaps.com

### Branch Offices:

#### GUWAHATI

State Bank of India, Local Head Office, 1st Floor  
Opposite Assam Secretarial, Guwahati – 781 006  
Phone: +91 (361) 223 7511  
Fax: +91 (361) 223 7512  
Email: kc.pegu@sbicaps.com

#### PUNE

State Bank of India, Industrial Finance Branch  
Tara Chambers, Wakdewadi, Near Mariaai Gate Police Chowki  
Old Mumbai – Pune Road, Pune – 411 003  
Fax: +91-(20)-2561 8003  
Email: sweta.rengaswamy@sbicaps.com

### Subsidiaries:

#### SBICAP SECURITIES LTD.

Registered Office: 191, Maker Tower 'F',  
Cuffe Parade, Mumbai – 400 005  
Fax: +91 (22) 4227 3331

Corporate Office: 2nd floor, A Wing, Mafatlal Chambers,  
N. M. Joshi Marg, Lower Parel, Mumbai – 400 013  
Phone: +91 (22) 4227 3300/01  
Fax: +91 (22) 4227 3331  
Email: helpdesk@sbicapsec.com  
URL: www.sbicapsec.com

#### SBICAP TRUSTEE CO. LTD.

Apeejay House, 6th Floor, 3, Dinshaw Wachha Road,  
Churchgate, Mumbai - 400 020  
Phone: +91 022-43025555  
Fax No: +91 022-43025500  
Email Id: stcl@sbicaptrustee.com  
Website: www.sbicaptrustee.com

#### SBICAP VENTURES LTD.

202, Maker Tower 'E', Cuffe Parade, Mumbai – 400 005  
Phone: +91 (22) 2217 8300  
Fax: +91 (22) 2218 8332  
Email: corporate.office@sbicaps.com

#### SBICAP (UK) LTD.

7th Floor, 29-30, Cornhill, London EC3V 3NF  
Phone: +44 (20) 7929 0011  
Fax: +44 (20) 7929 3529  
Email: sbicapslondon@sbicaps.com

#### SBICAP (SINGAPORE) LTD.

10 Collyer Quay, Ocean Financial Centre, #37 – 38/39,  
Singapore – 049 315  
Phone: +65 6808 6034  
Fax: +65 6808 6299  
Email: singapore@sbicaps.com





**SBI CAPITAL MARKETS LIMITED**

CORPORATE OFFICE: 202, Maker Tower 'E', Cuffe Parade, Mumbai – 400 005  
Tel: +91-22-2217 8300, Fax: +91-22-2218 8332 Email: corporate.office@sbicaps.com Website: www.sbicaps.com

st  
among equals.

