



**UNIVERSE
CAPITAL**





INTRODUCTION

About US:

Universe Capital is India's latest impartial loan advisor for finest deals in loans and incomparable advisory services. We are one stop shop for all types of lending solutions in **NBFC's, SME's ,Mid Corporate, Real Estate , Green Financing (Renewable Energy Sector), and ESG Reporting Advisory service & Equity** .We manage the entire borrowing process for clients, starting by supporting our clients to choose the right product from the appropriate lending organization, till the time, the entire loan is disbursed and continue servicing in ongoing basis.

Method to Madness , Quality ,integrity and rapid approach is at the heart of everything we do

Our Mission:

We aim to become a leading Debt syndication firm with one stop solution for all the financing requirements.

Vision:

To be a leading Pan-India corporate solutions provider and a perfect partner of choice to our corporate customers for their business expansion and growth.



Who We Are ?

With combined 50 years of banking experience among them, the management at UNIVERSE CAPITAL comprises of pragmatic visionaries who wanted to create a company which delivers “the right experience” to its clients.

UNIVERSE CAPITAL deals with various NBFC's, SMEs, Mid-Corporate Clients and aims to provide Structured financing solutions to satisfy their Capital and Growth financing needs. We act as an Advisor & Arranger and raise Funds through various types of Debt Instruments. Through our extensive network of associate Banks, Small Finance Bank Foreign Bank , PSU Bank and NBFCs, we facilitate the raising of funds in both rupee and foreign currency.

- ✓ We have a cohesive team of professionals with expertise across a wide variety of sectors and services.
- ✓ Universe Capital Fund Raising Team expertise is in quickly finding appropriate growth capital financing solutions to suit each client's specific needs.
- ✓ We use a proven methodology and process to raise capital and negotiate financing terms that satisfy both our clients and financial institutions.
- ✓ We have established relationship for raising capital for our growing clients. UNIVERSE CAPITAL raising engagements mainly involve financing amounts ranging from about Rs.1 Crore to about Rs.500 Crore.
- ✓ Our fund-raising services for **NBFC's, SME's, Mid Corporates , Startups, Developer Financing, Renewable Energy** Segment include capital raising of equity, debt and structured capital, BC partnership, Co-Lending, DA/PTC and debt restructurings.

Our services covers the following:

- ✓ Every client project has the personal involvement of our most senior professionals who embody our culture.
- ✓ Term Loan , Working Capital , Capital Market instrument – CP/NCD
- ✓ Co lending & BC partnership arrangement , DA & PTC
- ✓ Developer Financing & LAP
- ✓ ESG Reporting Advisory Service to Corporates

<p>For NBFC'S</p>	<ul style="list-style-type: none"> ✓ Term Loan ✓ Working Capital Limits ✓ NCD / Commercial Paper ✓ ECB ✓ Co-Lending ✓ Business Correspondent Model (BC) DA/PTC
<p>For Green Financing (Renewable Energy Segment & Start up)</p>	<ul style="list-style-type: none"> ✓ Term Loan ✓ Working Capital Limits ✓ Leasing
<p>For SME & Real Estate</p>	<ul style="list-style-type: none"> ✓ Term Loan ✓ Equipment Finance ✓ Working Capital Limits ✓ Leasing ✓ LC& BG

Our Customised Offering

- ✓ Our debt advisory teams provide essential refinancing and debt capital markets advice to NBFC's ,Mid-market and Renewable Energy companies
- ✓ Our debt advisory services cover debt raising, refinancing and restructuring, private placement, acquisition financing, direct lending, and bond issuance advice to clients across India
- ✓ We are ambitious for ourselves and for our clients and we conduct business with a strong sense of duty from onboarding the client till disbursement.
- ✓ Managing the due diligence process and negotiating with potential investors

<p>For NBFC'S</p>	<ul style="list-style-type: none"> ✓ Business Finance ✓ SME Finance ✓ Microfinance ✓ Fintech ✓ Housing Finance ✓ Gold Loan ✓ MSME
<p>For Green Financing (Renewable Energy Segment & Start up)</p>	<p>Solar Energy & EV Value Chain Finance</p>
<p>For SME & Real Estate</p>	<ul style="list-style-type: none"> ✓ Developer Finance (Construction Linked Programme, Inventory Funding Scheme, Balance Transfer Option) ✓ Loan Against Property ✓ Lease Rental Discounting



Extraordinary Support to Client in Growth

✓ **Experienced professionals having 50+ years of experience in advising and serving clients in debt syndication and structured finance**

UC has relationships with commercial banks, alternate asset managers, also as structuring capabilities that guide our clients to success in securing debt for his or her company. To satisfy all the income needs of the clients, we offer innovative solutions for both fund and non-fund based requirements creating tangible value for the clients. we provide assistance throughout the transaction process from initial strategy formulation through to implementation.

✓ **Expertise in arranging debt at competitive rates**

Over the years, we've built a robust franchise in structuring appropriate financing solutions for client-specific situations and identifying appropriate institutional investors. Professionals' advice is supported by a real understanding of the problems involved and challenges faced by our clients, connectivity with the financial markets, deep sector and knowledge, and a talented negotiation process including arranging debts at very competitive rates.

Thorough understanding of the debt syndication process

The Process of Syndication is completed within the following stages:

1. Understanding the wants of clients and preparing a suitable financing structure
2. Appraisal and detailed due diligence
3. Preparation and Circulation of data Memorandum (IM)
4. Coordinating with lenders/investors to make sure timely sanction of facilities
5. Harmonizing the terms and conditions among all lenders/investors
6. Documentation



✓ **Sound understanding of the need of lenders**

While providing comprehensive services for Debt Syndication we examine all factors industry, economy, and business. Intensive provides support services like Structuring and important evaluation of the short, medium, or future financial requirement.

✓ **Comprehensive knowledge of lending norms**

Since its inception, Universe Capital has been working closely with most industries. The long association with various industries has enabled us to develop core competencies across industry domains.

✓ **Experience in cross-border transactions**

UNIVERSE CAPITAL is one of the leading organizations in the debt syndication market in India with strong relationships with financial institutions, banks and NBFCs, mutual funds, and insurance companies both in India and globally for cross border transactions.



Why UNIVERSE CAPITAL For Debt Syndication?

1. **Expertise in Debt Capital Markets:** UC is young and growing. During the last 5 years, we've made smart, strategic acquisitions and fund raising of NBFC's of like minds and senior professionals who share our values and chose to join us and grow with us. Every market we operate in is as important as the next. Every employee is as valuable as the next.
2. **Wide Range of Offerings:** We provide comprehensive debt syndication services covering a range of financing needs, including:
 - ✓ NBFC'S Funding Requirement: Arranging a fund from PSU Banks, Private Banks ,SFB, NBFC for onward lending purpose.
 - ✓ Project Finance: Funding for long-term infrastructure or capital-intensive projects.
 - ✓ Working Capital Finance: Tailored solutions to manage day-to-day operational cash flow.
 - ✓ Structured Financing: Customized debt solutions designed to meet specific business requirements.
 - ✓ Promoter Funding: Assistance in raising funds for business promoters or shareholders.
 - ✓ Co-Lending/BC Arrangement: Hybrid financing solutions combining debt and equity elements.
 - ✓ Securitization Expertise : Assistance in DA/PTC transaction and DA of loans originated under co-lending model , Standardised approach to direct assignment meeting true sale criteria and in compliance with RBI guideline
3. **Extensive Network of Investors:** Our established presence in the market has allowed us to cultivate strong connections with financial institutions. These relationships, combined with our knowledge arbitrage of different industries, enable us to provide pioneering debt solutions.

If you have a business and want advice, access to funds or better recognition in the market, then get in touch and we'll show you how we can make a difference.

Contact UC today and benefit from our excellency in navigating the Indian financial market to meet your financing requirements faster.



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