

# INNOVEST ADVISORS

- A VALUE-ACCRETIVE BOUTIQUE INVESTMENT BANK, TRANSACTIONS AND M&A ADVISORY FIRM

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- Mergers & Acquisitions (Buy/Sell)
- Fundraising – Equity, Debt (ECB/Cap. Mkts.)
- Transaction, Strategy, Executions
- Research, Tech., Risk, & IP
- Turnaround, Restructures, Re-Org.

Provider



# INNOVEST ADVISORS

“Better Business Foundations”

CONFIDENTIAL

## ASSOCIATIONS



## INNOVEST ADVISORS

“Better Business Foundations”

Pune      Dubai

## AWARDS



[“Fund Excellence Awards” 2025](#)



[“Innovation Excellence Awards” 2025](#)



[“Impact Advisory, SE Asia” 2024](#)

## BUSINESS PROFILE

Knowledge & Working Partner With 420+ Family Offices, IMs, CVC, VC/PE, Funds Etc.



Charter Member



Debt Partner



Data Partner



Legal Partner



Data Partner (M&A)



Venture Partner

@ Namodarshini Multi Services Private Limited 2015, IN  
@ Namodarshini Advisors LLP 2025, IN

## ABOUT US: INNOVEST ADVISORS

- Innovest Advisors, is a Pune, India, based **boutique IB and transaction advisory** that offers business and investment solutions for Clients across the complete spectrum of their life-cycle. Being a sector agnostic firm, we have the *tools, skills and market-making, resources, and access to equity/debt capital*, to propel Clients' businesses aligned with their chosen **strategy** with the required **intensity** to match and evolve through their 0 to 1x, to 10x, or 100x journeys.
- In the last 10+ years of serving **72 clients**, and advisory for **Indian, US, EU, and MEASA** clients, we have created c. \$53Mn in value via IB and transaction advisory, having raised c. **\$54.4Mn in debt/equity** for **19 clients** (4 additional raises of median **\$2Mn**), across sectors/domains/projects, and have undertaken startup and mid-market GTM-growth consulting, such as a. **Market research** (metrics, landscape and macros), b. **PMO**, business excellence, process evaluations for maximizing ROIC, ROCE or shareholder returns, c. Developed **reports, feasibility and analyses** - DD, valuations, pitch-decks, business cases, CIMs etc., for M&A and fundraising, aside of identifying tech gap, supporting CxO decisions via data-based-analysis aligned with Clients' objectives, or est. IMOs to implement and track M&A integrations, overseas expansions, pivots, turnarounds, structured growth etc., and d. **End-to-end equity** (or quasi-debt) M&A or fundraises of \$0.1Mn to \$50Mn (in few cases assisting in monetizing core-assets e.g. properties or land, or tangible assets for mezzanine).
- Conducting financial/strategy (or due-diligence) activities require dedicated expertise that develop to successful growth, or a follow-on funding, especially for implementing near-to-mid term vision, raise working capital, capex capital, **revenue-based, stressed, structured, special-situation financing, or pre-series A-to Series B equity** aiming at successful venture-building iterations and committing Innovest team, skills, expertise, best practices, experiential learnings, success factors and drivers of change etc., that **Innovest** has **carved out**, a few - identifying synergies in an expected M&A – cost-wise or revenues, merger-modelling, diligence, day-1 or beyond day 100 implementation etc., we tailor-make a **360° case-solutions** with bespoke, frameworks and executions.
- Our experts **guide, assist, mentor, or work** together with Client teams to change-manage a best-fit for growth, often act as **think-tank** that constantly evaluates metrics, benchmarks, competition, market movements, trends, or hypothesizing Client pilots, or set-up project management office (PMO) for implementation projects, thus acting as a trusted advisor offering quick, practical near-mid-far term solutions.
- Reach us for a business dialogue over [info@inno-vest.in](mailto:info@inno-vest.in) or call **+91 79772 96307 / +91 95457 33696 / +971 586 868 990**.

# DILIGENT UNDERSTANDING CLIENT REQUIREMENTS FOR...

A (in-exhaustive list) Of Primary Skillsets Required To Form A Team That Successfully Delivers Planned Projects From End-To-End

## MANAGE ALL TYPE OF CAPITAL RAISE

Expertise in designing and executing strategies tailored to the needs of private equity, venture debt or acquisition funding.

## PROJECT RISK AND FUNDING

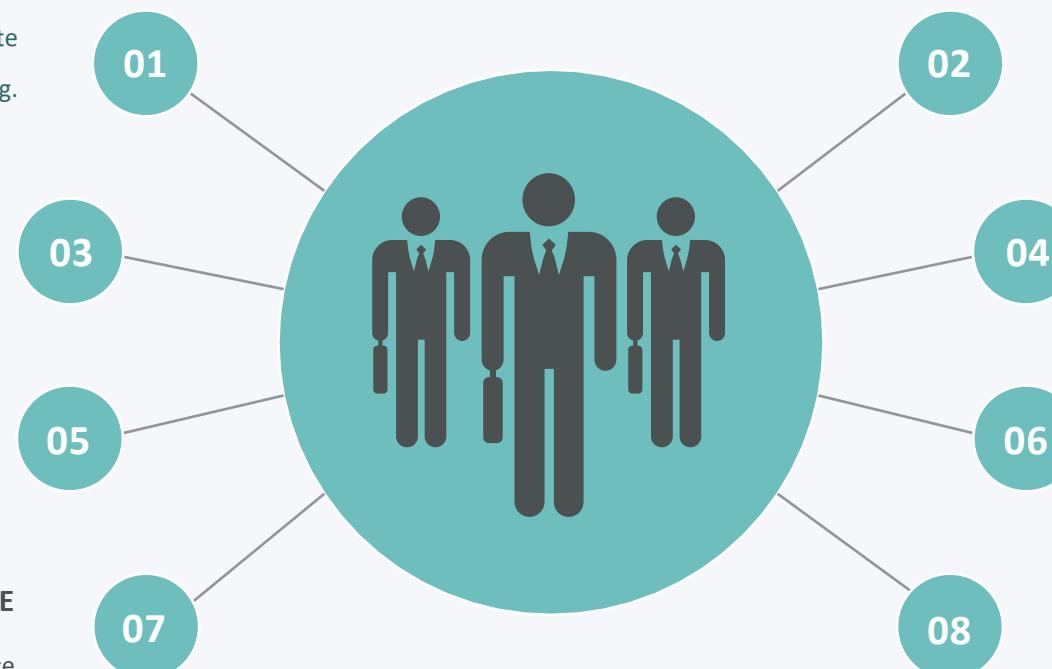
Proactive risk management and foresight to navigate regulatory and market uncertainties.

## CAPITAL MANAGEMENT

Proven capabilities in structuring and managing investment funds for maximum returns and operational efficiency.

## PROCESS EXCELLENCE

Developing streamlined processes to enhance operational efficiency and decision-making.



## GTM & MARKET MAKING

Deep insights into the Indian SME lending landscape, ensuring data-driven market entry strategies.

## DEAL / TRANSACTION DOCUMENTATION

To complement and confirm all activities being adequate and correct as well as cover required documentation

## NETWORKING FOR JVs/M&A/COLLAB.

Bi-directional flow of key information, also to obtain domain know-how for key decisions

## TURNAROUND AND STRESSED FIN.

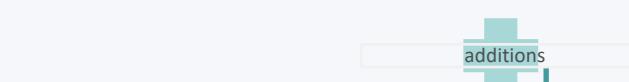
Dedicate adequate time / resources to cover essential aspects of *planning vs delegation vs outsourcing* activities within est. TAT

# COVER END-TO-END FUNDRAISING AND TRANSACTIONAL ASPECT

E.G. Present A High-level Scope As Well As A Detailed Analyses Basis Client Ask

## 01 Research, Tech., Risk & Strategy

- Structures of Co. - Debt funding, market landscape etc.
- Equity fundraising - Documents, Timelines, Procedure etc.
- Fees & Expenses – Registration, Regulatory, IP etc.
- Limitations, Subscription & Schemes
- Compliances – SEBI guidelines, FEMA Act, Approvals, Filings etc.



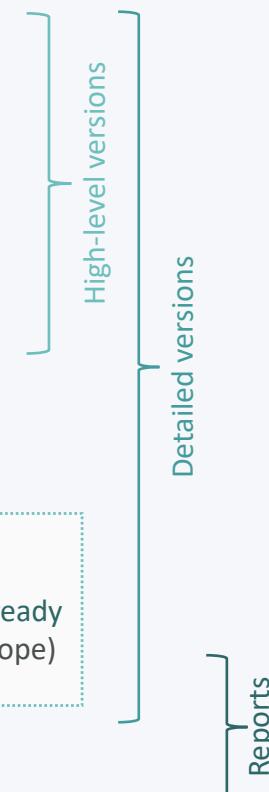
- ✓ Resources dedicated incl. (1 x tax & 1x PMO) as 3<sup>rd</sup> party, if required
- ✓ Market research with at least 3 x SMEs
- ✓ Data backed recommendations etc. (as per scope)

## 02 Growth, Fundraise, IP & Legal

- Market, Macros & Metrics Of Competitiveness
- Audit readiness – Book keeping, Filing Period etc.
- Tech. benchmark – Transactional, competitiveness etc.
- Deal management – Role of Founder(s), Investors etc.
- Commercials and Financial scale-up considerations



- ✓ Double click on topics covering (MECE) scope
- ✓ Prepare venture framework to be implementation by the team, ready
- ✓ Financial modelling - optimize commercial metrics etc. (as per scope)



# ADVISORY DISCUSSIONS

What Does A Successful Startups & Its Venture Advisory Depend On?

- Clarify queries and freeze scope, prior to commencement
- Agencies involved in set-up & governance
- Market, macros and metrics
- Statutory structure and management involvement
- Turnaround, benchmark data, and analyses
- Capital requirements, sources & uses
- Complete representation of all regulatory and compliances requirements
- Market trends – upcoming & analyze their impact
- Support required from client
  - Client motivation debt entry general vs India specific
  - Ongoing operational and setup preference
  - Timeline and implementation clarify



*Image sourced from open stock images*

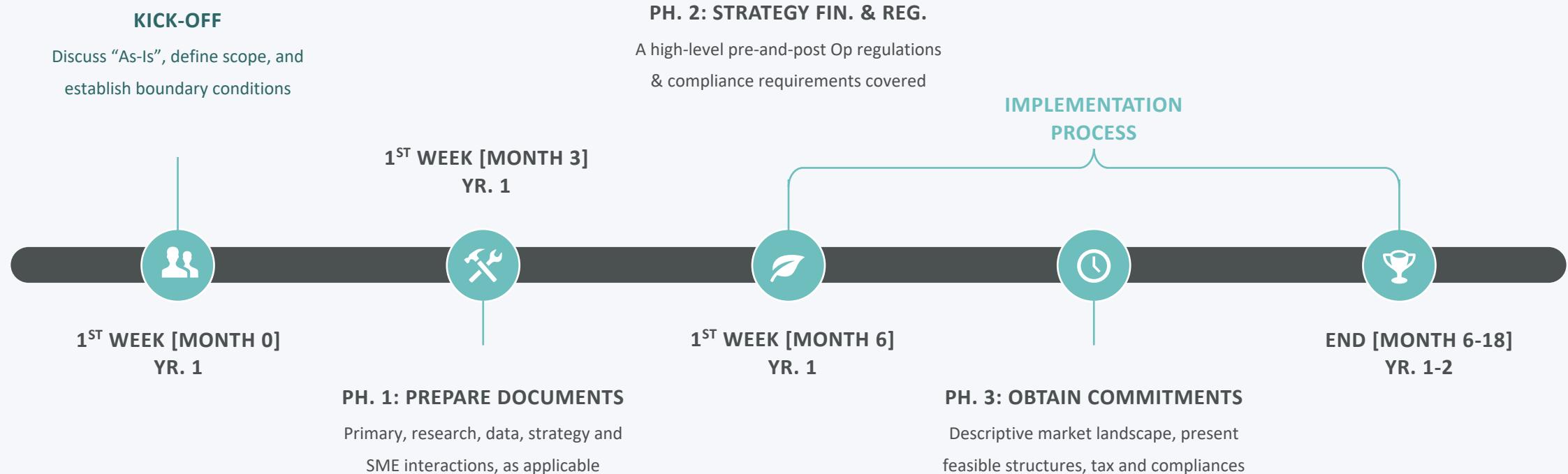


## OUR COMMITMENT TO FUNDRAISING, STRATEGY AND ANALYSIS

Our tailored advisory solutions is expected to provide you an **overview of venture building a USD10Mn (c. INR80Cr) SME**

# TYPICAL FUNDRAISING M&A, OR TRANSACTION TIMELINES

Defining Project Roadmap At A High-level (Or A Detailed Version) Representing Expected Timeline (06 months to 02 years) To Delivery



# INNOVEST TEAM: BACKGROUND, EXPERIENCES AND SKILLS

Experts That Leverage Individual Skill-set, With Experiences, That Lead To Create Tailored Value Creation Executions For Clients

## PARTNER-TRANSACTIONS



**DIGVIJAY MADAME**

Ex Ernst & Young (India)  
Frost & Sullivan (AVP-MEASA) 15+ Yrs.

- **Transactions** Specialist – Fundraise & M&A
- Fund Advisory, MEASA
- **M&A** & Program Management
- Comm./Fin./Ops/3<sup>rd</sup> Pty. **Due Diligence**
- Investment Management
- Ex. Big4, PMI; Fund Advisory MEASA
- 100+ Deal Experience Led Over 11 Yrs.
- MBA-Finance, MFM (IM) Dual Degrees (EU)

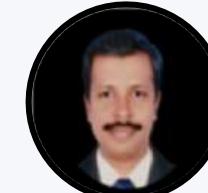
## VP - DVC



**PRADNYA SHELKE**

Ex Suzlon, DD & Energy Reg. IISc., IIM-A  
Naprod, Aatrec, 13+ Yrs.

## PARTNER-TECHNOLOGY



**SREEKANTH KURELLA**

Founding Team **Cognizant** \$2.6B, Tech.  
Advisory For Startups, 25+ Yrs.

## PARTNER-D&O



**ABHISHEK BHANDARI**

Due Diligence, Ex Ernst & Young - VP  
Offshore Partner \$10M to \$100M M&A

## IP/TRADEMARK



**ADV. ROSHNI LACHWANI**

Trademark, IP Documentation  
& Patents

## REGULATORY & CS



**FCS. RASHMI AGRE**

Compliance & Regulatory  
For Fundraise & M&A

## CA & VALUATIONS



**FCA. PRATEEK MITTAL**

Registered Valuer  
For Companies, Fund-houses & Mfg. Sites

## INVESTMENTS

## TRANSACTIONS

## DUE DILIGENCE

## TECH. AND STRATEGY



50+ Industry Partners - Subject experts, Finance/Banking, Taxation/FEMA/FDI, Senior Industry Leaders, ex- CxOs, Govt. Liaison etc.

# CONTACT US

Reach Or Refer Or Network With Us For - A Business Dialogue

## BUSINESS ADDRESSES

- Awfis, 6<sup>th</sup> floor, The Kode, Baner- Pashan Link Road, Baner, Pune-411021, IN
- IFZA Business Park, Building A1 ,Dubai Digital Park, Dubai Silicon Oasis, Dubai, UAE

[info@inno-vest.in](mailto:info@inno-vest.in)



EVA till date – c. 72+ Clients  
\$54.15M+ Served 100+ Yrs. Team  
Experience 10+ Years of  
Advisory



Fund Awards 2025 [“Best Strategic Investment Advisory Firm, South Asia”](#)  
- By Wealth & Finance Institute, UK



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“Better Business Foundations”

“Ensuring Credibility And Transparency In All Transactions”

# CLIENTS: STRATEGY & TRANSACTIONS CXO SOLUTIONS & FUNDRAISING

Some Past **Clients & Associations** Across Sectors, Type And Size Of Transactions Globally (MENA, US, SE Asia, APAC incl. India), Mid-Markets, SMEs/Startups & Corporates



**Startups / SMEs**  
(CxO, GTM, Tech. &  
Fundraising)

**Mid-markets**  
(M&A, Transactional, Equity  
& Debt)

**Corporates**  
(Valuations, Transactions &  
M&A)

**Funds**  
(Fundraising, M&A and  
Strategy)

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