MONEY MANAGERS

(India) Pvt. Ltd.

Trusted Financial Advisory | Since 1991

"At Money Managers, we believe that clients do not simply make purchases — they form lasting relationships. We focus on understanding each client's unique needs and ambitions, delivering solutions that foster sustained satisfaction and long-term partnership."

Mr. Subodh Dharkar

Managing Director

35+	1,000+	₹100 Billion+	4
YEARS SINCE JANUARY 1991, MUMBAI	CLIENTS SERVED	SYNDICATED TO DATE	CORE VERTICALS

OUR FOUR VERTICALS

Corporate Finance Advisory

Debt structuring & syndication from leading banks and FIs

M&A Advisory

Specialised advisory in Hospitality & Real Estate transactions

Private Equity

Capital raising from domestic & international private investors

ESG Funding Advisory

Connecting enterprises with global Development Finance Institutions

COMPANY OVERVIEW

Established in January 1991, Money Managers (India) Pvt. Ltd. has grown from a pioneering Project Finance and Debt Syndication consultancy into a multi-disciplinary financial advisory group with a distinguished more than three-decade track record.

Over the course of this journey, we have served clients across a diverse spectrum of industries — including hospitality, real estate, manufacturing, infrastructure, and international trade — facilitating capital formation through Banks, NBFCs and AIFs of national repute.

Building upon a strong foundation in corporate finance, the Group has strategically expanded into Mergers & Acquisitions Advisory, Private Equity services, and a newly launched ESG Funding Advisory vertical — enabling clients to navigate complex transactions with confidence and precision.

Corporate Finance Advisory

Debt structuring & syndication from leading banks and FIs

M&A Advisory

Specialised advisory in Hospitality & Real Estate transactions

Private Equity

Capital raising from domestic & international private investors

ESG Funding Advisory

Connecting Indian enterprises with global DFIs for ESG-aligned capital

CORPORATE FINANCE ADVISORY

We evaluate and structure optimal financing solutions calibrated to prevailing lending parameters, facilitating debt mobilisation from a broad network of public sector banks, private banks, co-operative Banks, NBFs, AIFs and Foreign Financial Entities.

OUR APPROACH

01

Client Analysis

Comprehensive historical, financial, and operational analyzing of the client enterprise.

02

Solution Design

Identification and structuring of financial instruments aligned with the client's specific requirements.

03

Documentation

Preparation of financial projections, Information Memorandum, TEV reports, and CMA data.

04

Institutional Presentation

Formal presentation and negotiation with banks and financial institutions on behalf of the client.

05

Appraisal & Sanction

Completion of appraisal formats and compliance with all institutional protocols required for sanction.

06

Disbursement

Execution of post-sanction documentation and management of all disbursement formalities to closure.

BANKING & FINANCIAL PARTNERS

We maintain active lending relationships with leading public sector banks, private commercial banks, co-operative institutions, and non-banking financial companies across India.

- **State Bank of India**
- **ICICI Bank & their Group Entities**
- **Axis Bank & their Group Entities**
- **Kotak Bank & their Group Entities**
- **Yes Bank**
- **IndusInd Bank**
- **Hero Housing Finance Ltd.**
- **HDFC Bank Ltd.**
- **Saraswat Co-operative Bank Ltd.**
- **Aditya Birla Finance Group**
- **Capri Global Capital Ltd. / Capri Global Housing Finance Ltd**
- **JM Financial Ltd. (NBFC & ARC)**
- **Bajaj Finserv**
- **Tourism Finance Corp. of India (TFCI)**

MERGERS & ACQUISITIONS ADVISORY

Following the successful establishment of our corporate finance practice, Money Managers strategically extended its capabilities into Mergers & Acquisitions Advisory, with a specialised focus on the Hospitality and Real Estate sectors. Our deep domain expertise, institutional relationships, and cross-border market intelligence enable us to deliver sophisticated advisory to both acquirers and target entities.

KEY CAPABILITIES

- End-to-end M&A deal management (buy-side & sell-side)
- Cross-border target identification & sourcing
- Competitive pricing analysis & supporting Valuation advisory
- NPA Hotel & Real Estate asset acquisition facilitation
- Transaction financing through integrated corporate finance – AIFs & ARCs
- Investor ROI optimisation strategies

END-TO-END DEAL PROCESS

PHASE 1
Mandate & Strategy

- Client mandate & objective
- Market & sector analysis
- Deal strategy formulation

PHASE 2
Target Identification

- Domestic & Global target sourcing
- Preliminary Screening & shortlisting
- Investor/target intro

PHASE 3
Due Diligence

- Support Financial & legal DD
- Asset & operational review
- Risk evaluation & mitigation

PHASE 4
Valuation & Structuring

- Independent valuation
- Deal structure optimisation
- Support for Regulatory compliance

PHASE 5
Negotiation & Closure

- Final Negotiation & Term sheet along with CP & CS
- Transaction closing, documentation & handover

PRIVATE EQUITY ADVISORY

Money Managers assists its clients in securing growth capital through an extensive network of domestic and international private equity investors. Our capital raising services are comprehensively tailored to meet each client's specific requirements, providing end-to-end resource support for effective implementation.

Domestic Capital Access

Leveraging relationships with Indian PE funds, family offices, and HNI investors to facilitate targeted capital introductions.

Overseas Capital Mobilisation

Connecting clients with international investors and sovereign wealth entities seeking exposure to high-growth Indian sectors.

Bespoke Capital Structuring

Designing tailored capital structures — equity, quasi-equity or hybrid instruments — optimised for cost efficiency and strategic flexibility.

End-to-End Implementation

Providing comprehensive support from initial investor outreach through due diligence coordination to final disbursement and documentation.

HOSPITALITY DIVISION

Drawing on more than three decades of advisory expertise in the hospitality sector, Money Managers established AHS Hospitality India — a joint venture between Absolute Hotel Services (AHS) of Thailand and Dharkar family, who hold a 40% stake. In this Money Managers role is to oversee the expansion of AHS brands across India by cross-selling during fund-raising mandates for hospitality projects.

The Group also has another hospitality Company, AHS Hotel Assets Pvt. Ltd. — a company focused on hotel and resort ownership through long-lease structures. This venture complements the hotel management operations of AHS Hospitality India and reflects Dharkar family's broader vision of building an integrated hospitality platform in India.

ESG FUNDING ADVISORY

A New Vertical — Connecting Indian Enterprises with Global Development Finance Institutions

Money Managers India Pvt. Ltd. is proud to launch a dedicated ESG Funding Advisory vertical — helping businesses across sectors unlock concessional and impact-aligned capital from the world's leading Development Financial Institutions (DFIs).

As sustainability-linked financing becomes a strategic imperative, we bridge the gap between ambitious Indian businesses and international DFIs committed to climate, social inclusion, and governance excellence.

WHY ESG FUNDING — AND WHY NOW?

- Lower cost of capital vs. conventional debt markets
- Longer tenors and flexible repayment structures
- Concessional equity with patient capital horizons
- Enhanced credibility with global partners & regulators
- Access to technical assistance alongside funding

GLOBAL DFI LANDSCAPE

$800B+

Annual DFI capital deployed globally

15+

Major DFIs actively investing in India

4–7%

Concessional interest rate advantage

15–20 yr

Extended repayment tenors available

SECTORS SERVED & ENGAGEMENT MODEL

PRIMARY SECTORS

- **Renewable Energy, Clean Technology & Sustainable Infrastructure**
- **ESG - Compliant NBFCs**
- **Agribusiness & Food Systems**
- **Affordable Healthcare & Life Sciences**
- **Green Manufacturing**

EMERGING OPPORTUNITIES

- Electric Vehicles & EV Infrastructure
- Water, Sanitation & Waste Management
- Affordable Housing & Social Infrastructure
- Gender-Lens & Inclusive Finance
- Blue Economy & Coastal Resilience

ENGAGEMENT MODEL

Success-fee model — fees fully aligned with client outcomes

1	**Diagnostic & ESG Readiness**	**4–6 weeks**
	Business review, ESG gap analysis, DFI eligibility mapping	
2	**Deal Architecture**	**6–8 weeks**
	Capital / Debt structure, IM preparation, DFI shortlisting	
3	**DFI Outreach & Negotiation**	**3–6 months**
	Mandate presentations, term sheet negotiations, due diligence support	
4	**Closure & Disbursement**	**Ongoing**
	Legal documentation, CP, fund disbursement & CS	
5	**Post-Close Compliance**	**Ongoing**
	Support for ongoing ESG reporting, DFI relationship management	

WHY MONEY MANAGERS

Comprehensive Service Offering

Integrated Project Finance, M&A Advisory, and fully integrated advisory across finance, strategy, ESG, and transactions.

Long-Term Client Relationships

Relationships built on trust, maturity and mutual understanding — ensuring equitable and sustained client satisfaction.

Commitment to Deadlines

Rigorous adherence to timelines with personalised service and proactive client communication throughout.

Unwavering Professional Integrity

Strong ethical standards and professional values underpinning every client engagement and institutional interaction.

Value Creation Focus

Dedicated to improving the long-term financial valuation and strategic positioning of client enterprises.

Distinguished Professional Network

Deep relationships with banks, FIs, DFIs, PE funds, HNIs and advisors built over 35+ years.

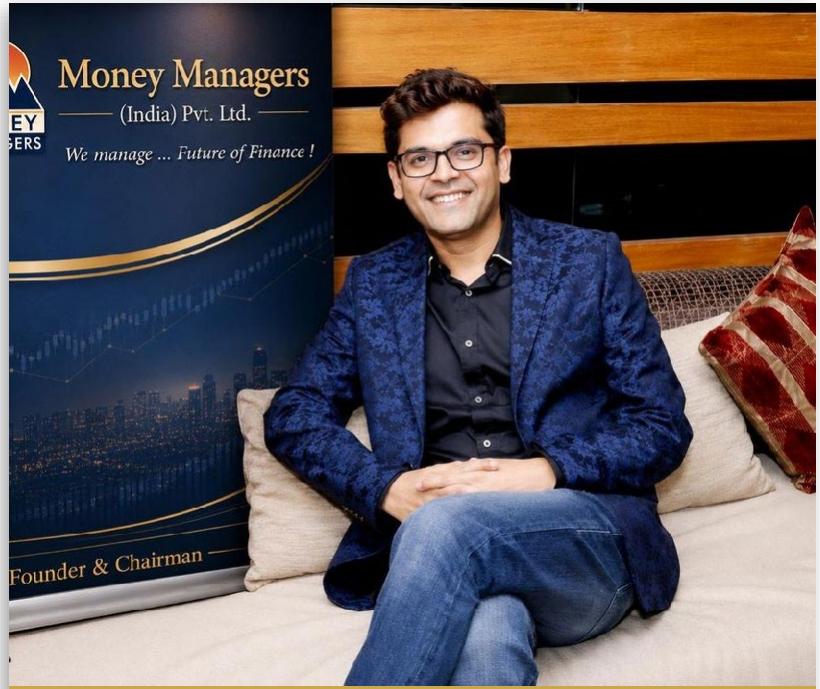
DISTINGUISHED CLIENTELE

Client / Group	Location	Sector
Ashok Piramal Group / Peninsula Land Ltd.	Mumbai, Pune	Real Estate
Morarjee Textiles Ltd.	Nagpur	Manufacturing
PMP Auto Components Pvt. Ltd.	Mumbai, Ankleshwar	Manufacturing
Shobla Hydropower Pvt. Ltd.	Kullu, Himachal Pradesh	Power
Delta Corp Limited	Mumbai, Goa	Hospitality & Gaming
Kamat Hotels India Ltd.	Mumbai, Pune, Goa, Silvasa	Hospitality
Paranjape Group	Mumbai, Pune	Hospitality & Real Estate
PNP Maritime Services Pvt. Ltd.	Maharashtra	Port, Rail & Warehousing
Tourism Finance Corp. of India Ltd.	Mumbai, Delhi	NBFC
Mahadik Sugar and Agro Products Ltd.	Mumbai, Kolhapur	Agri Manufacturing
Findi Group	New Delhi	Service Indusrty
Vashu Bhagnani Group	Mumbai	Real Estate
Romell Group	Mumbai	Real Estate
Dhingra Group	Goa, Delhi, Rajasthan	Real Estate & Hospitality
Hariom Group	Bhilai & Mumbai	Steel

DISTINGUISHED CLIENTELE

Client / Group	Location	Sector
V Raheja Group	Mumbai	Real Estate
Alcon Victor Group	Goa	Hospitality
Nitin Castings Ltd.	Mumbai, Silvassa	Manufacturing
PAN Gulf Technologies Pvt. Ltd.	Mumbai	Engineering Services
Prescon Group	Mumbai, Goa	Real Estate
Grace Group	Mumbai	Real Estate
S. Raheja Realty	Mumbai	Real Estate
Surya Inns Ltd., Courtyard by Mariott	Mahabaleshwar, India	Hospitality
Spenta Corporation	Mumbai	Real Estate
Unique Chains & Jewels Ltd.	Mumbai	Gold Jewellery Manufacturer
Shanti Gold International Ltd.	Mumbai	Gold Jewellery Manufacturer
Utssav CZ Gold Jewels Ltd.	Mumbai	Gold Jewellery Manufacturer
Sharda Group	Pune	Real Estate
Royal Palms (India) Pvt. Ltd.	Mumbai	Real Estate & Hospitality
Trijal Enterprise Pvt. Ltd.	Bhubaneswar	Gold Jewellery Manufacturer

PROMOTERS & DIRECTORS



Sameer Dharkar

Chairman



Madhavi Dharkar

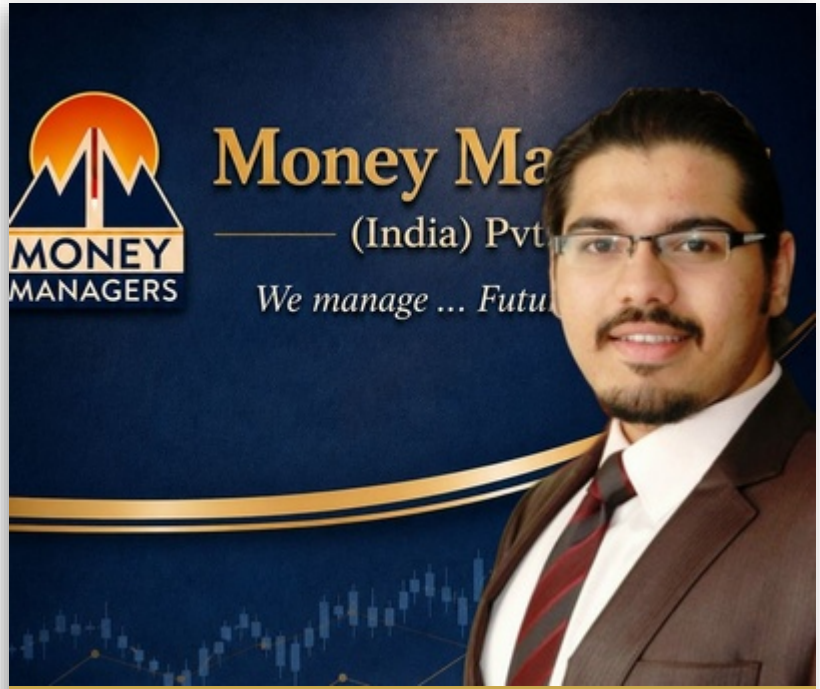
Director

PROMOTERS & DIRECTORS



Subodh Dharkar

Managing Director



Prateek Dharkar

Director

KEY PERSONNEL



Subodh Dharkar

Founder & Managing Director

36+	₹100 Bn+	ESG | DFI
Years Experience	Capital Raised	Green Finance

Executive Summary

Founder & Managing Director with 36+ years in investment banking — debt & equity syndication across Hospitality, Real Estate, Gems & Jewellery, Manufacturing and Infrastructure. Raised ₹100 Bn+ for clients across diverse sectors.

Core Expertise

- Fund Syndication: Debt & equity for Real Estate, Hospitality, NBFCs & Manufacturing via Banks, NBFCs and AIFs.
- ESG Advisory (New): Green bonds & impact equity via various DFIs; Renewable Energy, EV, Agribusiness & Affordable Healthcare.

Other Ventures

Co-Founder & Director — AHS Hospitality India (JV with Absolute Hotel Services, Thailand). Co-Founder — AHS Hotel Assets Pvt. Ltd., hotel & resort ownership through long-lease structures.

Philosophy

Responsible capital deployment guided by ESG principles — building long-term trusted relationships with every client, colleague and partner.

KEY PERSONNEL



Vinod Patel

President

15+	₹10,000 Mn+	Since 2009
Years Experience	Funds Raised	With Money Managers

Professional Summary

President of Money Managers India Pvt. Ltd. with 15+ years in investment banking, debt syndication and equity advisory. Joined in 2009 and grown through consistent performance to lead execution and client advisory functions.

Transaction Experience

Led fundraising totalling ~₹10,000 Mn across Real Estate, Hospitality, Infrastructure, Manufacturing, Gems & Jewellery and NBFCs. Manages complete deal lifecycle — structuring, lender negotiations, due diligence, closure and disbursement.

Relationships & Network

Deep relationships with Banks, NBFCs, AIFs and institutional lenders ensuring high execution certainty and repeat mandates. Strong dual credibility with both lenders and clients.

ESG & Strategic Focus

Actively involved in ESG-aligned financing — Renewable Energy, Social Impact and Women Entrepreneurship Financing. Committed to integrity, transparency and long-term value creation beyond deal closure.

GET IN TOUCH

We welcome the opportunity to discuss how Money Managers can support your financial objectives.

REGISTERED OFFICE

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Since January 1991

Corporate Finance | M&A Advisory
Private Equity | Hospitality | ESG Advisory

35+	1,000+	4
Years	Clients	Verticals

This document is prepared for discussion purposes only and does not constitute a public offer.