Aegle Marmelos Capital Advisors LLP

Institutional Advisory | Structured Finance | Strategy | Risk & ESG

Nomenclature Profile: Our name is inspired by *Aegle Marmelos* — commonly known as Bael, a sacred Indian plant offered to Lord Shiva. Renowned for its rich bioactive compounds and medicinal properties, Bael symbolizes resilience and healing. We embody this same spirit, serving as a seamless extension of our clients' management teams to transform strategic intent into tangible outcomes.

Motto: Your Trusted Partner for Success.

Target Segment: Large Corporates, Business Owners, Investors & Conglomerates.



THE CORE THESIS

HOOK-FIRST STRATEGIC REALITY AUDIT

"Capital is not scarce. The right counsel to deploy it is."

MODERN INFRASTRUCTURE AND EPC ENTITIES NAVIGATE DEMANDING OPERATIONAL PARAMETERS WHERE TRADITIONAL GENERALIST CONSULTING FRAMEWORKS ROUTINELY FALL SHORT.

BID-LEVEL MARGIN COMPRESSION

Intense competitive pricing pressures eroding margin buffers across competitive bids and tenders.

STRETCHED WORKING CAPITAL

Elongated collections and trade financing operational cycles creating persistent liquidity friction across long-term asset development.

ENTERPRISE VALUE RISKS

Unmitigated project execution, design mismatches, and contract complexities damaging asset valuations.

THE AMCALLP STRATEGIC APPROACH

We act strictly as a high-conviction advisory partnership and a seamless extension of corporate leadership teams—delivering practical execution where others deliver only recommendations.

INSTITUTIONAL STRENGTH BENCHMARKS

SCRIBE-MODE SCALE & FOOTPRINT OVERVIEW

150+

YEARS OF COMBINED LEADERSHIP

Led directly by senior operators who have built, scaled, governed, and restructured high-impact enterprises across multiple jurisdictions.



100+

COUNTRIES OF BUSINESS EXPOSURE

Deep operational and financial visibility spanning cross-border transaction networks and key trade corridors globally.



50k+ Cr

DEBT MOBILIZATION FOOTPRINT

Demonstrated execution capability across high-value debt syndications, structured products, and capital market arrangements.



WHY AMCALLP STANDS OUT

- **Senior-Led Execution:** Engagements led directly by experienced principals who understand institutional decision-making.
- **Outcome-Oriented Model:** Success-linked fee structures aligned entirely with client metrics and value creation.
- **Strategic Ecosystem Access:** Direct connectivity across domestic/international lenders, ECAs, and capital market pools.

FOUNDATIONAL LEADERSHIP PROFILES

EXPERIENCED PRINCIPAL PARTNERSHIP

SHIVDUTT DAS

PROMOTER & MANAGING PARTNER

Management professional with over 23 years of global strategic finance, corporate manufacturing, and structured credit expertise. Held executive roles across United Spirits, ICICI Prudential, Bharti AXA, Tata AIA, Reliance Nippon, and Vishwa Samudra Group.

ANAND RATHOD

PARTNER – CORPORATE FINANCE & CFO ADVISORY

Chartered Accountant with 20+ years of domestic and international financial architecture experience. Led cumulative debt syndications and cross-border project financial engineering exceeding INR 50,000 crore across retail, healthcare, and infrastructure.

PARVEZ DAMANIA

PARTNER – INFRA, AVIATION & PS ADVISORY

Over 30 years of public-private sector leadership. Highly recognized pioneer in India's private aviation sector (Damania Airways, Air Sahara, Kingfisher Airlines). Former Board Member of the Jawaharlal Nehru Port Trust (JNPT).

BINOY B. KHIMJI

INDUSTRIALIST & CORPORATE PARTNER

25+ years across industrial engineering, international trade, and venture ecosystems. Leads cross-border energy transactions as Director of International Sales for BDK Engineering/KFEL. Board Member at UBR Capital and Designated Partner at Magpie Venture Partners.

ASHISH CHOWDHRY

PARTNER – BD & ECOSYSTEM ALLIANCES

Brings extensive depth across entrepreneurship, venture building, strategic partnerships, and fundraising. Expert in connecting institutions and investors around high-potential opportunities, capital access facilitation, and ecosystem orchestration.

DIRECT C-SUITE GOVERNANCE

Every engagement is managed directly by these experienced principals to anchor corporate financial strategy directly to operational realities.

CORE EXECUTION TEAM

SPECIALIZED CROSS-FUNCTIONAL SPECIALISTS

DINESH CHANDAK

Corporate Finance & Capital Markets

Chartered Accountant with 20+ years in treasury management, structured debt formulation (NCDs, Commercial Paper), and institutional credit rating liaison.

GAURAV BHADADA

Trade Finance & Working Capital

Specialist in off-balance sheet trade financing instruments, factoring structures, liquidity optimization, and compression of corporate cash conversion cycles.

PUSHPAK KAKKAR

Insurance Distribution & Risk Solutions

MBA from NMIMS with 22+ years across telecom and asset risk transfer. Specializes in structuring Contractors' All Risks (CAR) policies and Bid/Surety Bonds.

GANESH P. CHATURVEDI

Human Capital & Organisational Advisory

33+ years of public/private organizational performance engineering, workforce structuring, and advanced corporate risk optimization; certified by the Insurance Institute of India.

AJAY AGARWAL

Strategic Stakeholder & Investor Relations

Manages institutional investor communications, capital market messaging, and analytics-driven operational interventions to safeguard enterprise margins.

AJAY GAWANDE

Business Analytics & Project Execution

Acts as the key analytical bridge tracking operational milestones, delivery discipline, cross-functional coordination, and core enterprise KPI alignment.

VERTICAL I: INFRASTRUCTURE PROJECT ADVISORY

PRE-BID ARCHITECTURE & TENDER GOVERNANCE

PRE-QUALIFICATION (PQ) SUPPORT

- Rigorous review and structured evaluation of complex tender eligibility criteria.
  Detailed mapping of precise technical and financial qualification requirements.
- Strategic consortium structuring and optimal partner qualification matching arrays.
- End-to-end pre-qualification document compliance verification and experience credential mapping.
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Outcome: Highly optimized qualification success rates and defensible strategic positioning for large mandates.

BID ADVISORY & STAKEHOLDER MANAGEMENT

- Granular commercial, technical, and contractual risk allocation analysis.
- Comprehensive pre-bid representation and query governance interface with project authorities.
- Preparation and packaging of completely integrated technical and commercial tender submissions.
- Regulatory compliance tracking, statutory coordination, and tender amendment interpretation.

Outcome: Competitive, structurally compliant, and commercially de-risked tender bids.



VERTICAL I: INFRASTRUCTURE PROJECT ADVISORY

POST-AWARD OPERATIONS & DISPUTE MITIGATION

FINANCIAL CLOSURE EXECUTION

- Building, scaling, and stress-testing bankable project financial models.
- Information memorandum synthesis for syndicated commercial debt raising.
- Lender mapping, institutional outreach, and multi-agency due diligence coordination.
- End-to-end financing documentation management through to successful financial closure.

Outcome: Efficient capital mobilization and compressed timelines to reach first financial drawdown.

CONTRACT ADMINISTRATION & DRB SUPPORT

- Concession agreement mapping and continuous post-award compliance tracking parameters.
- Systematic contract claims preparation, variation documentation, and enterprise defense systems.
- Forensic delay and quantum analysis to protect asset margins and prevent structural revenue leakages.
- Expert technical contract interpretation and direct Dispute Resolution Board (DRB) representation.

Outcome: Rapid, non-litigious alternative dispute resolution and structural margin protection.

PROJECT TERM FINANCING

Capital structuring and institutional credit placement for large-scale, asset-heavy infrastructure developments.

- Repayment architecture structurally tied directly to long-term projected project cash flows.
- Syndicated placements across local commercial banks, NBFCs, and financial institutions.



VERTICAL II: CAPITAL ADVISORY

DOMESTIC CORPORATE DEBT MECHANISMS

EQUIPMENT & ASSET FINANCING

Funding solutions for acquisition of machinery, equipment, and capital assets. Services include:

- Equipment loans
- Lease financing
- Sale and leaseback transactions
- Construction equipment financing
- Industrial machinery funding
- Fleet and transportation asset financing

Outcome: Efficient asset acquisition with optimized capital deployment.

MEZZANINE & HYBRID DEBT

Custom subordinated debt and credit structures engineered to bridge vital funding gaps between promoter equity layers and senior debt lines.

- Flexible hybrid instruments balancing risk profiles.
- Mitigation of promoter equity dilution during high-growth scale phases.

REFINANCING & RECYCLING

Strategic portfolio optimization designed to enhance enterprise liquidity and minimize overall weighted average cost of capital.

- Balance sheet refinancing, loan repricing, and maturity tenor extension structures.
- Strategic asset monetization and equity exits to InvITs and private credit pools.



VERTICAL II: CAPITAL ADVISORY

INTERNATIONAL PROJECT FINANCE & SOVEREIGN RISK TRANSFER

CROSS-BORDER CAPITAL ARCHITECTURE

Structuring non-recourse and limited-recourse international financing packages backed by global Export Credit Agencies (ECAs). Designed to unlock long tenors and highly optimized pricing metrics while insulating political and commercial risks.

- ECA-Backed Project Finance structures.
- Untied ECA Push Facility arrangements.
- Sovereign & commercial enhancements.

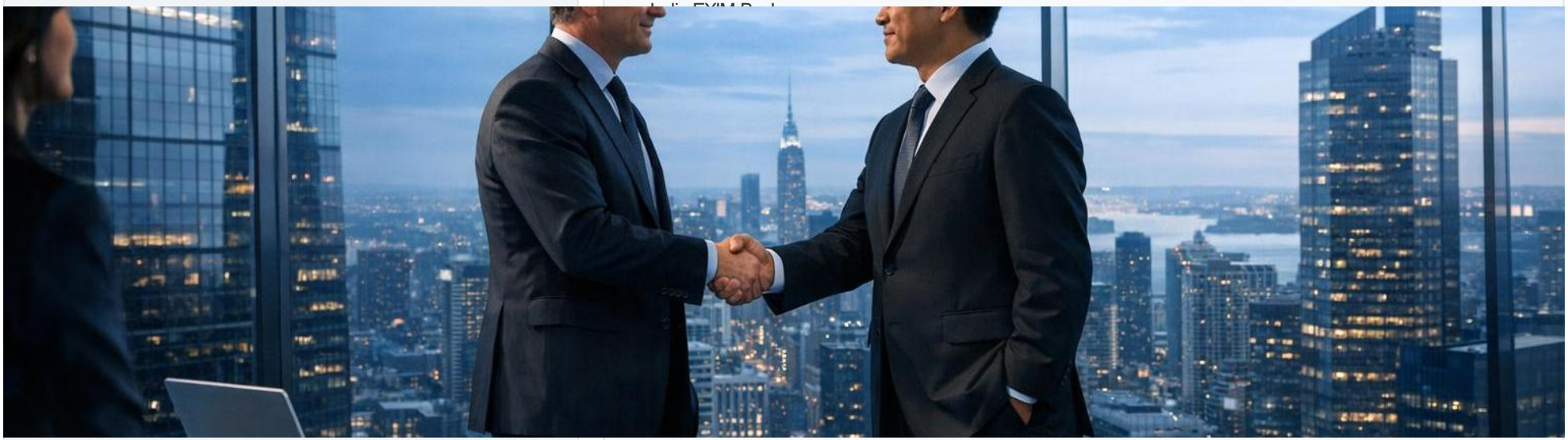
ACTIVE INSTITUTIONAL FOOTPRINT

EXPORT CREDIT AGENCIES (ECAS)

- SERV (Switzerland)
- Atradius DSB (Netherlands)
- EKN (Sweden)
- Euler Hermes / Allianz Trade (Germany)
- OeKB (Austria) SACE
- (Italy)
- ICIEC (Middle East)

GLOBAL BANKING ACCESS LINES

- DZ Bank
- Deutsche Bank
- Santander Citi Bank
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- Commerzbank
- Raiffeisen Bank International AG
- Multilateral & Bilateral Guarantee Pools



VERTICAL II: CAPITAL ADVISORY

TRADE FINANCE & LIQUIDITY ENHANCEMENT

OFF-BALANCE SHEET FRAMEWORKS

- Structuring sophisticated trade credit networks designed to expand operational capacity without inflating core corporate leverage metrics.
- Custom structured trade finance mechanisms, supply chain finance solutions, and non-recourse factoring arrangements.
- Continuous optimization of working capital metrics and cash conversion cycle velocity.

BANKING LIMIT OPTIMIZATION

- Strategic Letter of Credit (LC) and Bank Guarantee (BG) placement, structuring, and issuance advisory.
- Comprehensive restructuring of fund-based and non-fund-based commercial credit lines.
- Cash credit line alignments, overdraft reviews, and institutional banking relationship management.

BESPOKE CASH FLOW & LIQUIDITY ENGINEERING

Implementation of comprehensive vendor financing, distributor networks, and advanced invoice discounting systems. Focuses on receivables financing, structured bill discounting, and inventory funding arrays to squeeze latent cash flows out of operational cycles.



VERTICAL III: INSURANCE ADVISORY & RISK TRANSFER

ASSET INSULATION & PROJECT SURETY SYSTEMS

BIDDING CAPACITY & SURETY ENGINEERING

- Direct substitution of commercial bank guarantees via customized, contract-specific Performance Surety Bonds.
- Advance Payment, Retention Money, and Maintenance Bond structural alignments.
- Absolute preservation of traditional bank lines and a sharp reduction in corporate collateral lock-ups.

CONSTRUCTION RISK INSURANCE PLACEMENT

- Institutional placement of comprehensive Contractors' All Risks (CAR) and Erection All Risks (EAR) mechanisms.
- Insulating high-value physical property assets against structural damage, natural catastrophes, and design hazards.
- Advanced Loss of Profits (ALOP), third-party liability, and testing / delay-in-start protection modeling.

REINSURANCE ADVISORY & CAPACITY ENHANCEMENT

Bespoke structuring of facultative and treaty reinsurance alignment lines to back high-exposure risk portfolios. Connects large corporate projects with deep global underwriting capacity, mitigating exposure to catastrophic losses while maintaining financial logic and cost optimization.



VERTICAL III: INSURANCE ADVISORY & RISK TRANSFER

CORPORATE SPECIALTY LIABILITY & RISK MITIGATION

EXECUTIVE INDEMNITY

- Directors & Officers (D&O) liability risk structures to insulate corporate board leadership.
- Errors & Omissions (E&O) asset insulation frameworks.
- Professional indemnity liability coverage for engineering and design-and-build consultants.

SPECIALTY DOMAIN RISKS

- Bespoke media and film production risk insulation (cast, equipment, studio, and liability).
- Sports league, athlete accident, team travel, and stadium venue policies.
- Custom event cancellation risk mitigation models and tournament parameters.

ENTERPRISE COVERAGE

- Advanced corporate cyber risk governance and liability frameworks.
- Marine cargo, transit protection, fire, special perils, and asset protection arrays.
- Bespoke business interruption policies to insulate ongoing corporate cash flows.



VERTICAL IV: ESG, GRC & COMPLIANCE AUDITS

INSTITUTIONAL SUSTAINABILITY FRAMEWORKS & RISK CONTROLS

ESG STRATEGY & GREEN READINESS

- Seamless integration of core sustainability principles into operational project workflows.
- Compliant Business Responsibility & Sustainability Reporting (BRSR) design and disclosures.
- Materiality assessments, impact reviews, independent climate risk metrics, and carbon mapping.
- Strategic structural positioning to capture ESG financing premiums from global capital markets.



Sustainability & ESG mandate coverage

GRC SYSTEMS & FORENSIC GOVERNANCE

- Enterprise Risk Management (ERM) architecture, risk registers, and operational control mapping.
- Risk-based operational, process, compliance, internal control, and location audits.
- Proactive fraud tracking controls, vigilance monitoring, and forensic audits to halt revenue leakages.
- Rigorous corporate whistleblower frameworks, ethics programs, and active crisis management support.

SECTOR COVERAGE & ONBOARDING FRAMEWORK

HIGH-IMPACT SEGMENTS & LIFECYCLE EXECUTION MODEL

01. INFRASTRUCTURE

Highways, arterial roads, metro rails, structural transit bridges, maritime shipping ports, airport logistics, and housing.

02. ENERGY & POWER

Utility-scale solar and wind farms, transmission networks, power distribution corridors, and oil & gas pipeline networks.

03. SOCIAL INFRA

Healthcare networks, pharmaceutical manufacturing hubs, commercial real estate, and urban water/wastewater networks.

04. ECONOMIC DEV

Advanced industrial parks, smart cities, heavy manufacturing hubs, and heavy capital goods procurement pipelines.

THE 4-PHASE OPERATIONAL ENGAGEMENT FLOW

1. ASSESS

Comprehensive audit of current corporate capital structures, leverage baselines, and tender eligibility metrics.

ASSESS

2. STRUCTURE

Strategic engineering of bankable credit structures, custom risk transfers, and GRC compliance matrices.

STRUCTURE

3. ARRANGE

Execution of global lender matching across domestic banks, international pools, and sovereign ECAs.

ARRANGE

4. EXECUTE

Management of information memorandums, pre-bid query interfaces, and financial closure tracking.

EXECUTE

** All client advisory engagements are strictly senior-led directly by experienced partners with performance-aligned, success-linked fee metrics.*

DISCLAIMER & NO LIABILITY STATEMENT

I M P O R T A N T L E G A L N O T I C E

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CONTACT US

L E T ' S B U I L D S O M E T H I N G E N D U R I N G T O G E T H E R

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