



- ULJK Group is now in its 5th family generation of serving the financial services community
- Based out of the Bombay Stock Exchange towers, we take pride in our 115 years old history of independent advice and efficient execution
- Mr Laldas Vora, late partner was the President of Bombay Stock Exchange for 9 years and was instrumental in overseeing the construction of the BSE Tower.
- We constantly strive to anticipate the rapidly changing environment and develop services to enable our clients to adapt and capitalize



- Equity Broking (BSE/NSE), Derivatives (NSE)
- Institutional Research
- Investment Banking (Equity/ Debt)
- Real Estate Funding and Advisory Services
- Stress Asset Resolution (Licensed DRA)

- In depth Fundamental Research and Analysis of Indian listed companies
- Team of highly competent Equity Analysts produce reports that are exacting and accurate.
- Our research cuts deep into the management quality, operational processes and financial disclosures arriving at a fair valuation.
- Engagements in a healthy interaction with the Companies that we cover. Consistent follow up with corporate enable us to update the market with latest updates/results,
- Frequent meetings between the business leaders of these companies with the CIOs and Fund Managers of our Client companies through Conference Calls, Management Meets and Road Shows.

- Full-service trading capabilities through our expert team of Sales Traders.
- Efficient and effective execution capabilities, ability to handle complex trades.
- Complete confidentiality of trades.
- Supported by in depth research from our Institutional Research Desk.

Technical Research

- Each security is scrutinized through 30 different technical parameters.
- Over 20 charts are created to make the study on each security as objective as possible
- Clients are consistently updated on these directional trade ideas.

We specialize in the areas of Private Equity, Structured Finance , Debt Restructuring, Stressed Asset Advisory & M&A Advisory.

Private Equity

Fund Raising: Given our connect with Financial Institutions, we are uniquely placed to raise capital from private equity investors. We match companies with investors which provide strategic value and capital to the business.

- ✓ Create in depth models & Information Memorandum
- ✓ Engage with Investors
- ✓ Negotiating overall deal terms
- ✓ Facilitating due diligence & documentation

Exit enablers for PE funds: The long standing relationship with Institutional investors clubbed with credibility that we have earned in the market place has placed us among select few firms that are engaged by private equity funds to assist them with exiting their investments.

In such situations we are either engaged by the PE investor or its investee company with the key deliverable being finding suitable exit for the PE investor.

Capital Markets

The Group has the capability to underwrite debt and equity transactions on a global basis.

It maintains excellent relationships with key institutional investors and banks, and has advised on:

- ✓ Initial Public Offering (IPO)
- ✓ Small medium Enterprises Initial Public Offering(SME IPO)
- ✓ Qualified Institutional Placement (QIP)
- ✓ Private Investment in Public Equity(PIPE)
- ✓ Offer For Sale (OFS)
- ✓ Preferential Issues

Structured Finance Solutions

Structured Finance encompasses all advanced private and public financial arrangements that serve to efficiently refinance and hedge any profitable economic activity beyond the scope of regular banking products

Structured finance solutions offered by us:

- ✓ Acquisition Funding
- ✓ Mezzanine Funding
- ✓ Promoter Funding
- ✓ Additional Working Capital Funding, Term Loan
- ✓ Non Convertible debentures(NCDs), Optionally convertible debentures (OCDs) Preferential allotment.

Merger & Acquisition

We work closely with our clients in their M&A or Divestment plans from strategy formulation to execution.

Typically our engagement would cover:

- ✓ Advise on the need for Divesture
- ✓ Preparation of Deal Collaterals
- ✓ Buyer/Seller search
- ✓ Negotiating overall deal terms
- ✓ Facilitating due diligence & documentation

We advise clients on both 'sell side' and 'buy side' M&A transactions, leveraged and management buyouts.

We have one to one corresponding relationships with International IBs in Europe, USA and Asia for Cross Border M&A

Debt Restructuring (DRA)

ULJK is a Licensed Debt Recovery Agent (DRA)

ULJK's debt restructuring team endeavors to reorganize company's outstanding debt obligations when a corporate debt obligation turn into NPA.

The reorganization of the outstanding obligations can be made by any one or more of the following ways:

- ✓ Settlement of NPA accounts through negotiations (OTS)
- ✓ Increasing the tenure of the loan.
- ✓ Reducing the rate of interest.
- ✓ Conversion of debt into equity.
- ✓ Advising investors on buying out of distress assets for sale from banks

Reorganization of outstanding debt obligations is done by introducing corporate to Private Equity, ARC's, Stressed Asset Funds.



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Real Estate Funding and Advisory Service

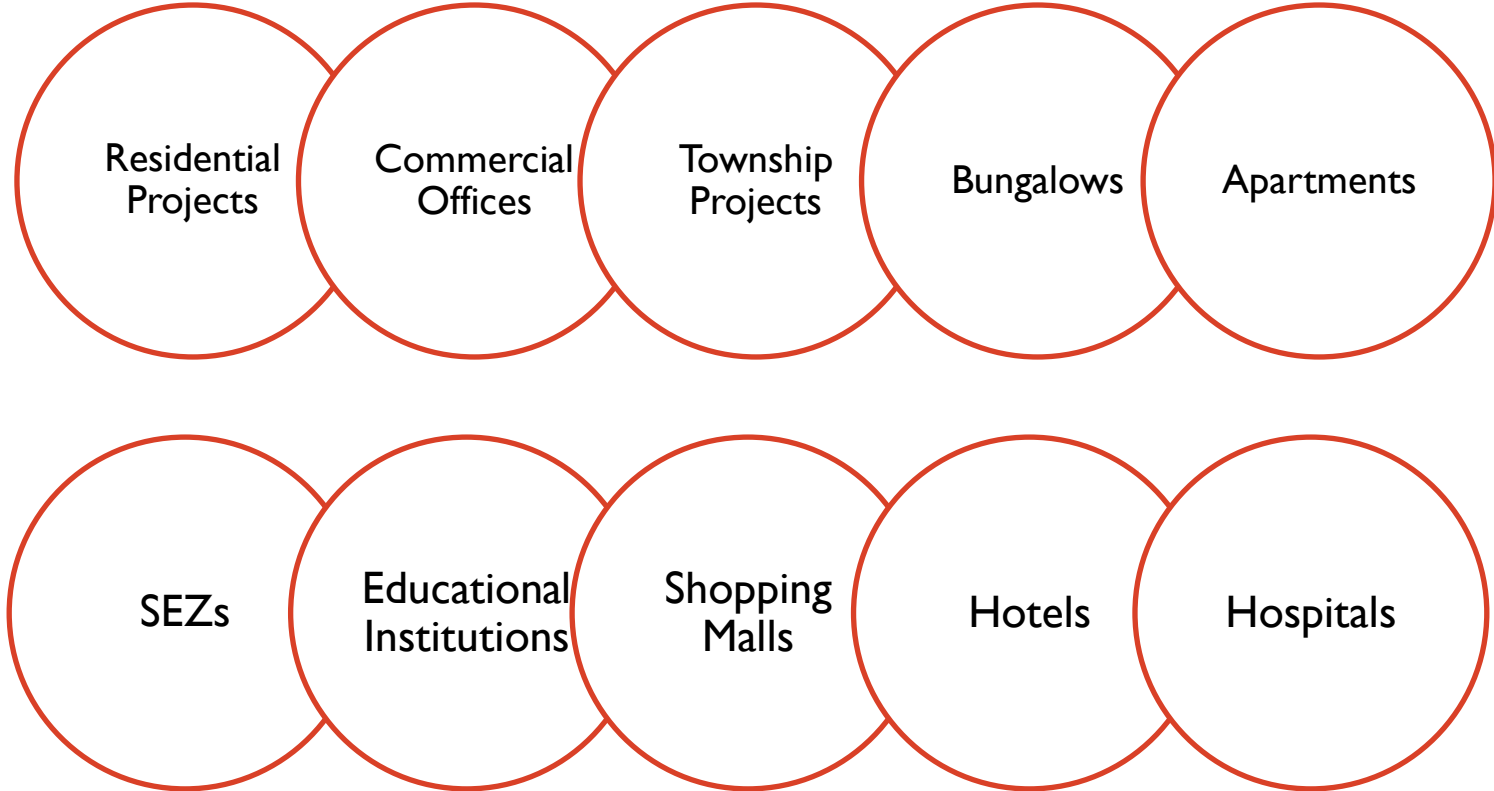
- ULJK's Real Estate group provides funding and advisory services to a range of organizations that buy, sell and develop land.
- These include land developers, commercial and retail property developers and hotels and infrastructure companies.
- The group has sector expertise in retail properties, hotels, shopping centers, office buildings, townships, industrial properties, multifamily properties and slum rehabilitation projects.
- The purpose of usage of funds can range from pure construction to cash outs for the various purposes including the purchase of floor space index (FSI) and/or transfer development rights (TDR).



uljk group Real Estate Funding and Advisory Service

The Real Estate Group provides varied solutions to clients through a strong professional network and relationship with investors, lenders and other stakeholders.

We provide financial solutions to:





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Real Estate Funding and Advisory Service

Our Offerings:

Construction/
Project Finance

Loan Against
Property

Lease Rental
Discounting

CC/OD Limits

Private Equity
Funding

Structured
Funding

NCDs

Capital Markets

Facilitating Joint
Ventures Between
Land Owners And
Developers

Land Deals

Property Deals
From Distressed
Assets

HNI Funding

An aggressive positional portfolio where we aim to deliver returns on long term movements followed by aggressive profit booking. Meant for investors looking for more superior returns over 2-5 years

Portfolio Allocation

Small & Micro Caps : 100%

Sector Allocation

Maximum 50% in a sector & not more than 25% in a particular stock.

Investment Strategy

• Invest in companies / sectors which promises growth opportunity at fair market value. Our key parameters include:

- ✓ Low PE, High ROE, High ROCE
- ✓ Strength and quality of management and promoters
- ✓ Robust business model
- ✓ Valuation – The appropriate price at the time of entry and exit
- ✓ Future growth prospects

• Our deep understanding of India's micro and macro environment has enabled us to develop close relationships with many corporate houses and conduct management meets with them.

• Look for Multibaggers – 5x-10x returns

• Average time horizon – 2 – 5 years

- Our corporate website www.uljk.in
- Our research reports are available on Thompson Reuters, Bloomberg and ULJK <GO>.
- On Bloomberg type MSG ULJK Group <GO>.

We have been in the markets long before a Bloomberg became the primary mode of communication. Hence, we still love getting or making a warm phone call. Do feel free to contact us anytime at +91 22 30284723

Thank You