



# ULJK Financial Services Real Estate Presentation

# Group Background



ULJK Group is now in its 5<sup>th</sup> family generation of serving the financial services community



Based out of the Bombay Stock Exchange towers, we take pride in our 117 years old history of independent advice and efficient execution



ULJK Group's Real Estate arm provides funding and advisory services to a range of organizations that develop projects; along with helping & identifying opportunities in buying and selling of land



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 purpose of floor space index (FSI) and/or transfer development rights (TDR)

# Our Risk Values



**Respect**

We act with consideration for others' ideas and share information openly to inspire trust and encourage collaboration



**Integrity**

No one individual, no one deal, no one client, is bigger than our commitment to our company and what we stand for



**Service**

We approach our clients' challenge with enthusiasm and diligence, building long term relationships by connecting the right people, capital and opportunities



**Excellence**

We focus relentlessly on creating winning outcomes for our clients, employees and shareholders

## Advisory and Transaction Services

ULJK's Advisory and Transaction Service's business line provides holistic real estate solutions that support the clients business, both developers and financial institutions across the spectrum of asset classes. Our experienced team of professionals assist clients in developing and implementing effective real estate strategies that add tangible values to their business by future proofing and optimizing their real estate portfolio. Our expert advice is supported by industry-leading economic forecasting and customized market research to help clients make informed decisions. With proprietary market intelligence and industries most powerful service offering, we deliver the complete spectrum of strategic services for all kinds of need of developers



**Construction Finance**



**Lease Rental Discounting**



**Structured Debt Solutions**



**Loan against Property**



**Land / Asset Finance**



**Special Situations / Restructuring**

## Investor Services

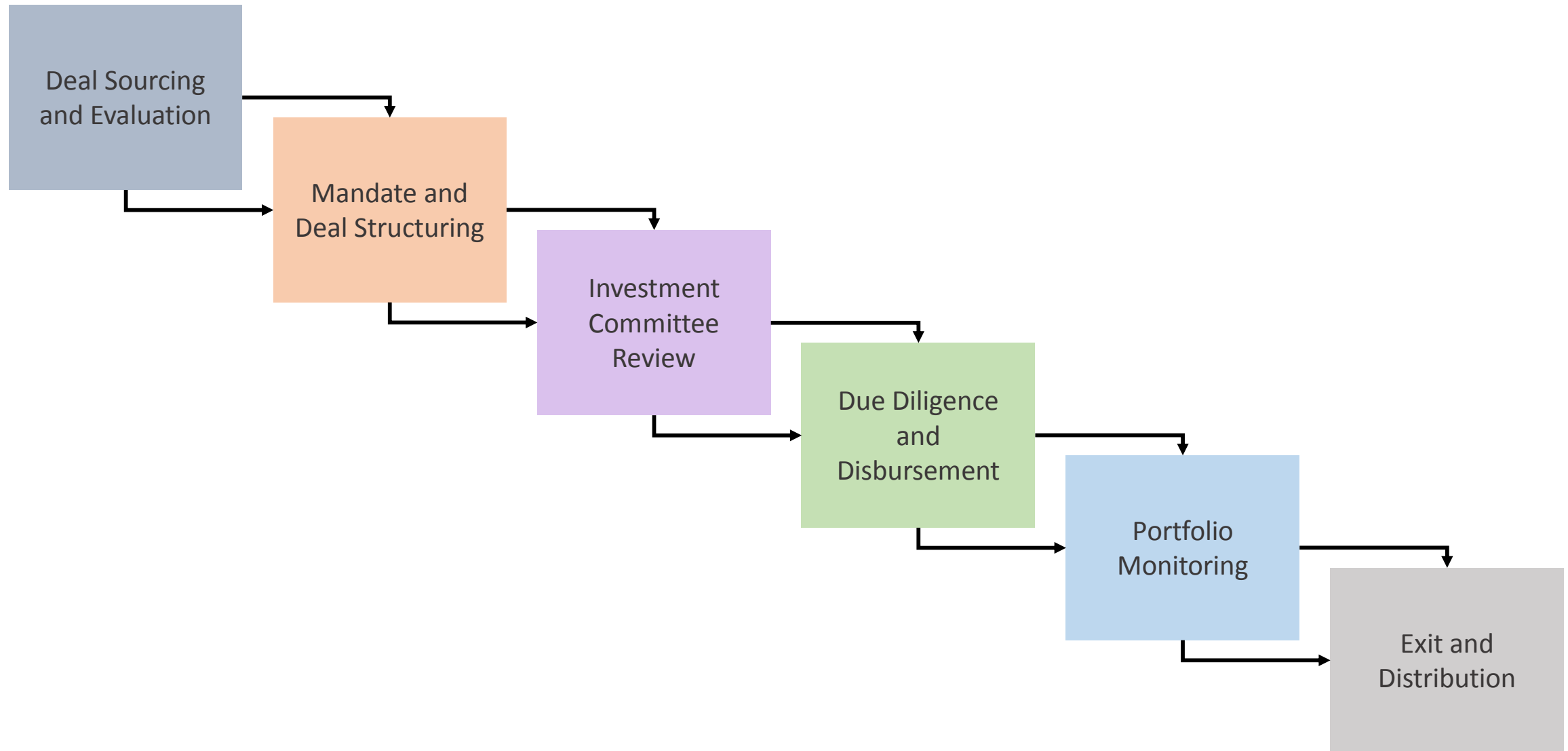
**Asset analysis**

**Market benching**

**Competition analysis**

**Development of  
prospective profile**

# Investment Process



# Capital Markets

- With international and domestic investors increasingly diversifying across geographies, asset classes and the risk spectrum, it is essential that everyone has market knowledge and creative solutions to uncover value and drive returns.
- Our capital market team offers a range of specialized investment banking services including investment advisory fundraising, land transactions and property depositions across the country. We provide end to end solutions in transaction
- Our clients include land and property owners, private equity investors, lenders, HNI's and family offices, business houses and domestic developers. Whether institutional or individual investor or lender, clients benefit from our learning experience, track record and strong relationship with decision makers. We constantly upgrade our platform, scale and expertise to better serve our client requirements in the fast-moving market. Our unique edge stems from focused expertise, market intelligence and global connection to secure success for our clients

## Key Facts

**15+ Experts**

**Concluded marquee transactions in debt/equity, core asset and land sales**

**Strong relationships with investors, developers, land-owners, family offices and HNI's**

# Expected IRR

Funds	Expected IRR
Structured Debt	18% and above
Construction Debt	11% - 18%
NBFC Lending	11% - 16%
Bank Lending	10% - 13%

# Marquee Clients





# Fund Connects



# PSU Connects



*Relationships beyond banking.*



# Thank You

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