What do you call the ability to see what others cannot?

acumen

GOVERNANCE

REPUTATION

ENTREPRENEURSHIP

INSIGHT

RELATIONSHIPS

INTEGRITY

Ambit

Group

Corporate Finance
Trusted relationships founded on value creation

Institutional Equities
Compelling ideas, flawless execution

Private Wealth
Personalised experience, trusted expertise

Investment Advisory
Enviable track record, growing your investments

Private Equity
Understanding challenges, enabling businesses

NBFC
Tailor made solutions for your financial needs

The Ambit Group

Within a decade of inception, Ambit stands amongst the pre-eminent financial services firms in India. With international backing by QInvest, the group has emerged as a thought leader in the financial services spectrum.

The defining value of Ambit is also what has been our most sought after quality. Our ability to seek solutions obscured by layers of complexity. To discern sharp entrepreneurial insights.

Take a look at the adjoining page. What do you see?
A bunch of random black shapes scattered around? The obvious.
Now unearth the hidden pattern.
You will see a perfectly coordinated team, rowing a canoe to victory.

Corporate Finance

Colossal stakes. Make or break decisions. Accelerated timelines. Transactions of mind-boggling complexity. Key players spread across the globe. And the solutions are neither easy nor staring one in the face. At Ambit Corporate Finance, such are the challenges we thrive on.

Our distinguished client portfolio constitutes the who's who from Indian business groups and Fortune 500 companies – enterprises that enjoy a leadership position within their respective industries in India and across the globe. We have steadily held our ranks in league tables as one of the top investment banks in the country.

Our forte: incisive, domain expertise-backed insights that provide needlepoint sharp value propositions in Mergers and Acquisitions, Equity Capital Markets and Alternate Capital Raising.

Our measure of success: the achievement of your goals.

Cast a glance at the adjoining page. What is this picture?
The answer will not stare you in the face. View it with incisive insight.
You will see a graceful couple dancing in tandem.

Corporate Finance

Trusted relationships founded on value creation

MERGERS, ACQUISITIONS, DIVESTITURES

Strategic perspectives on the economy and businesses, proactive ideation, deep knowledge, a network of relationships in the Indian corporate and financial world and an envious track record. Our M&A practice is indeed uniquely positioned.

Having managed complex transactions including mergers of listed entities, global inbound and outbound acquisitions, domestic consolidations, friendly and hostile takeovers, bid defence, shareholder reorganization of Indian business groups, global conglomerates operating in India, it has been strengthened by hands-on experience.

Our cumulative knowledge in mergers, acquisitions, strategic partnerships, divestitures, and restructurings across industries is by far the best in the field.

ALTERNATE CAPITAL RAISING

From the time when private equity first touched Indian shores over a decade ago, Ambit has pioneered strong relationships with private capital providers: global private equity funds, India-focused private equity funds, real estate funds, FIIs, mezzanine funds, hedge funds and global banks.

Our knowledge and experiences in identifying the right capital for our clients across products allow us to address all our client's capital needs, such as acquisition financing, buyouts, leverage buyouts, growth capital, distressed assets financing, recapitalization, pre-IPO placements, shareholder financing, and so on.

EQUITY CAPITAL MARKETS

We support our client's acquisitions and growth by raising capital through our access to public markets. Furthermore, we leverage our acclaimed regulatory and procedural know-how to create innovative structures aligned to specific business plans.

We also provide advisory and merchant banking services related to IPOs, Qualified Institutional Placements, FCCBs, Rights Issues, open offers under the SEBI takeover code, delisting offers, buy-back offers and equity placements.

Domain Expertise

Banking, Financial Services and Insurance
Chemicals
Engineering
FMCG
Information Technology
Infrastructure
Logistics
Media and Entertainment
Metals and Mining
Oil and Gas
Pharmaceuticals and Healthcare
Real Estate
Transportation

Institutional Equities

Myriad financial institutions. Even more diverse intermediaries. With every source throwing different numbers at you, the permutations and combinations of possibilities are truly multiplex. Juggling your way through this maze is a daunting task. It takes an observant mind to take a comprehensive view of the markets. And then devise roadmaps and strategies to make the right investments.

Ambit Institutional Equities focuses on high quality advice backed by in-depth investment research, ensuring we are well-placed to spot opportunities which deliver results.

We cover a wide range of services for all investor categories in this field including leading domestic and international institutional investors such as pension funds, hedge funds, mutual funds, insurance companies and banks.

We are corporate members of both Bombay Stock Exchange and National Stock Exchange of India.

Now take a look at the adjoining page.
Do you see anything within the ink blots?
Only a flash of insight will show you the image of a man riding a galloping bull.

Institutional Equities

Compelling ideas, flawless execution

INSICIVE RESEARCH

Extensive research that provides value-enhancing ideas form the backbone of our business. We use a top-down approach that first scans the economy, looking for investment cycles with a thematic focus to detect lucrative sectors and spot high performing companies within those sectors.

Insightful analysis coupled with our relationships with corporate management provides you the quality of financial information crucial to deliver optimum return on your investments. Ambit is one of the few domestic players that incorporates global market data into our regional research. Our research has been consistently rated by Asia Money and Institutional Investor.

Our predictions have a proven track of being consistent with market performance. We are known for filtering and delivering extremely strong ideas from our wide array of research products – both technical and derivative.

CLIENT ORIENTATION

We support our clients with a strong distribution network and key relationships with domestic and international institutions. This enables the sales team to facilitate transactions, block trades and flows, even in illiquid stocks.

Our sales focus is divided geographically: Asia-Pacific, UK, Europe and India. Domestically, we are well entrenched with nearly all of the largest mutual funds in India. Internationally, we cover many European markets still relatively untapped by other Indian houses.

We offer complete fungibility of ADRs/GDRs, structured products in derivatives segment as well as placement and syndication of IPOs, QIPs, FCCBs as well as ADRs/GDRs. All our services are aligned to help you make higher returns on your investments.

Sector Reportage

Automobiles

Banking and Finance

Capital Goods

Construction

FMCG

Infrastructure and Engineering

Media

Metals

Mid Caps

Oil and Gas

Real Estate

Software

Telecommunications

Utilities

Private Wealth

Here's a look at the future. Financial targets. Societal responsibilities. Spiritual needs. And a personal quest to creating something that will outlast generations. Goals not only help make better decisions, they give your life's work purpose.

Ambit Private Wealth is structured around you and your needs. Our sound advice aims to ensure that your assets are safe not just for now, but also for future generations. With wealth management and succession planning, this exclusive advisory service caters to ultra high net worth individuals and families across all asset classes.

Our experienced personal wealth managers are skilled at translating your goals into sound financial plans. We believe that understanding your personal needs is at the heart of developing a long-term partnership based on mutual trust. At every point of time, we are conscious of the need for effective risk management and wealth protection.

Now pass a glance over the adjoining place.
Can you find any pattern? Any image?
It won't give up its secret in one glance.
Look again and you will see the image of acrobats in an act of complete trust as they wow a circus audience.

Private Wealth

Personalised experience, trusted expertise

VALUE ENHANCEMENT

Our personal wealth managers bank on their acumen to provide sound advice to translate your life goals into financial success. Three guiding principles direct our work – protect, grow and distribute.

Ambit executes well chalked out strategies through various tax planning and investment planning measures. Ambit Private Wealth also draws on the extensive skill base within the Ambit Group companies to assist with decision-making in the many financial areas, traditionally not covered in this space.

RISK MITIGATION

We are careful about whom we entrust with the task of steering your investments. Our team approaches investments from an entrepreneurial perspective to deliver growth while endeavouring to safeguard the base.

Our process is centered on strategic asset allocation – your optimal combination of equities, derivative trading strategies, structured products and more specialized investments to provide growth and income at a level of risk you feel comfortable with.

FUTURE-PROOF DISTRIBUTION

Beyond advice, our role becomes one of the facilitator who can segregate the piece into absolute layers between the creator of wealth, manager, investment advisor and the beneficiaries – so that the interests are always protected.

A big part of succession planning is in the arena of legal, governmental and accountancy. Towards this end, we maintain a selection of pre-vetted dedicated specialists as third-party service providers. This enables us to provide customized solutions that include trust formation and will creation. Additionally, the service providers will help implement the recommended structure and manage the associated fiduciary and administrative requirements.

Differentiated Products

Equities
Fixed Income
Funding
International Investments
Life and General Insurance
Mutual Funds
NBFC
Portfolio Management Services
Private Equity
Real Estate
Structured Products

Services

Depository
Estate Planning
Financial Planning
International and Domestic - Investment Strategy
Private Trust Formation
Risk Management
Tax Planning
Wealth Management
Will Creation

Investment Advisory

The world economy is looking East. At its centre lies India. And riding this wave is you. As you witness an upsurge in wealth creation opportunities, so are the complexities in finding the right gateway. No market is as rewarding of foresight and or as contemptuous of hindsight as the stock market. It takes agility and insight to identify the right opportunity at the right time.

Ambit Investment Advisory is uniquely placed to help institutions and high net worth individuals benefit from the dynamism of the Indian equity markets by steering their investments. We are committed to providing the highest level of service and investment expertise. Our schemes focus on risk assessment, value enhancement and wealth protection.

Pass an eye over the adjoining place.
What do you see? Is it clear?
Look a little closer to find an archer's flexed bow aiming for his target.

Investment Advisory

Enviable track record, growing your investments

INVESTMENT APPROACH

Discretionary fund management is based on the fundamental long-short technique of equity investments. It relies extensively on investment theories including fundamental analysis, technical studies and momentum trading ideas.

We combine an active dynamic process of the long and short within a well-defined risk framework. It is monitored regularly by an independent investment and risk manager within Ambit. Through regular monitoring, performance analysis, consultation and detailed reports, clients are kept up to date with portfolio performance.

TOP DOWN, BOTTOM UP

Ambit has the essential research systems in place to analyze prospects for profitability both qualitatively and quantitatively. We look at every angle: be it through fundamental research, technical research or market intelligence. With due importance to macro factors and industry overlay, we conduct company visits, discussions with academicians, industry experts as well as sell-side analysts to formalize our recommendations.

Ambit Investment Advisory guides investments through domestic PMS products such as Ambit Ascend, Ambit Conquer and Ambit Reign and as sub-advisors to the advisors of Ambit Frontier Fund.

Advisors

Ambit Ascend

Ambit Ascend is a risk-adjusted portfolio, managed with the objective of generating absolute returns over a period of time by taking a long-short approach. Investments span the gamut of Equities, Futures and Options (Derivatives), Mutual Funds and Money Market Instruments among others. The usage of derivative products and transactions will be to maximize profits and will not be limited to single product strategy but also include transactions for the purpose of hedging and portfolio rebalancing.

Ambit Conquer

Ambit Conquer aims to be a highly flexible investment option across the broad spectrum of large, mid and small cap stocks. To generate consistent returns over the long term, the Portfolio Manager identifies opportunities in companies that have a compelling long-term growth bias and uses derivative products and transactions to maximize profits. Investments span all Securities including Cash Equities, Futures and Options, Money Market Instruments, Mutual Funds, and so on to make the best of available market opportunities.

Ambit Reign

Tailor-made for NRI and corporate clients, Ambit Reign aims to spot investment opportunities in fundamentally strong businesses that are available at reasonable valuations. The fund invests in high quality assets across a range of industries with time horizons ranging from 1-3 years. The Portfolio Manager invests in attractive primary market issues for long-term participation, where stocks with a combination of attractive P/E and growth rate would be considered.

Sub-Advisors

Ambit Frontier Fund

Ambit Frontier Fund is an India-dedicated long-short equity hedge fund based out of Mauritius, endeavouring to provide sufficient hedges to weather the volatility of India's stock market. As sub-advisors, we provide non-binding advice to the advisors of Ambit Frontier Fund that would help the managers to execute profitable trading ideas based on insightful research and fundamental assessment.

Private Equity

The distinctive quality of a young company is the rush of adrenalin that drives its people. They energize growth, propelling the business to exciting new levels of performance and achievement. Daunting challenges are part for the course. The quest to innovate, build a process driven organization, scale new heights and simultaneously develop, focus, engage and enthuse teams.

At Ambit Pragma, our Private Equity arm, a keen business sense and deep sectoral expertise help us understand and address the growth concerns of budding companies. We provide not just capital, but sharp functional skills honed by years of cross-industry experience. Ambit Pragma helps young businesses make big leaps without tripping on the bar.

Cast a glance at the adjoining page.
Do you see a pattern emerging?
If the gaze is sharp and skillful you will spot the mountain climber scaling the peak ably aided by a reliable partner.

Private Equity

Understanding challenges, enabling businesses

EXPERIENCED INSIGHT

The greatest strength of Ambit Pragma is our nuanced understanding of key business functions that allows us to identify practical solutions to real world problems. Our hands-on experience across various industries is available to our portfolio companies. It is our belief that fast-growing enterprises will need to build and strengthen systems, processes, teams, and brands to compete in India and international markets.

As a Private Equity Fund, we evaluate and complement the business strengths of our portfolio companies – both operationally and financially. We enable companies to emerge as significant players in their respective segments, backing them with capital and real world operating experience.

INVESTING IN THE SPIRIT OF ENTREPRENEURSHIP

Business evolution results in continued growth. We support the business vision of our portfolio companies with creative and pragmatic initiatives on the many complex issues that a growing business faces.

Engaging on a continual basis and assisted by our functional expertise and domain knowledge, we enable young businesses to build high performance teams, transition to improved processes, build strong brands and benefit from new growth opportunities.

We support leaders of tomorrow: young entrepreneurs with a fire to grow, to build brands, to set new standards.

Investment Strategy

FUND FOCUS

India-dedicated, mid-market companies

INVESTMENT PARAMETERS

Investment size:

Ticket size between USD 8-10MM

Business Parameters:

Revenues in the range of USD 5-30MM and profitable

Investment Stage:

Growth Stage

Investment Focus:

Food and Beverages

Entertainment and Leisure

Healthcare and Wellness

Logistics

Infrastructure supported services

NBFC

Liquidity *noun*. 1. The need of every organisation to meet short-term obligations. 2. The marketability of your assets. 3. The holy grail of effective business management.

Ambit Finvest understands your needs to help you fulfill liquidity requirements. We offer various products and services with a close focus on client requirements while designing our products. These are IPO funding, loan against securities, promoter funding, margin funding, ESOP financing and so on.

For us, every client, independent of size, is important. Our team offers fresh technical insights for financing investments in the capital market, based on our rich experience of handling innumerable clients of various sizes.

What do you see on the adjoining page?
Inspect the visual with insight and you will see a lighthouse guiding the way for the boatmen.

NBFC

Tailor made solutions for your financial needs

PROMOTER FUNDING

Money, or cash on hand, is the most liquid asset. Ambit Finvest helps promoters by leveraging their existing share holding to meet their business requirements such as expansion and diversification of business lines. Promoters can also use this facility to their stake in the company taking advantage of lower market prices. Furthermore, no other collateral or securities are needed as additional security.

LOAN AGAINST SECURITIES

Unlock your financial assets. Take advantage of investment opportunities. With Ambit Finvest's loans against securities facility against approved shares and mutual funds, you can purchase additional securities without selling your long-term investments. Under this facility, the investor only needs to pay a part of the total purchase value, while Ambit Finvest finances the balance.

ESOP FINANCING

For an employee, the biggest wealth creation opportunity comes from ESOPs. That is also a company's way of rewarding and retaining key staff members. ESOP funding is a loan facility offered against vested shares allotted to employees. This provides an employee an instant line of credit.

IPO FINANCING

Ambit Finvest offers you the opportunity to leverage your own funds in primary markets by only investing a marginal amount. We provide loans for subscription in the IPOs of equity shares so you can increase the allotment quantum manifold.

Our Partnerships

Ambit's expertise is no longer restricted to the domestic domain. QInvest, Qatar's leading investment bank, has acquired 25% stake in Ambit Group – its first investment in India.

QInvest is a world-class investment bank operating under Sharia'a compliant structures, with the highest standards of governance and transparency. The QInvest shareholder structure includes Qatar Islamic Bank as well as other institutional investors, and prominent high net worth individuals from across the region. Their platform offers a broad range of expertise to deliver a high value service seamlessly covering client needs across Middle East, Turkey, South & South East Asia and Africa.

Panmure Gordon and ThinkEquity, subsidiaries of QInvest in the UK and US respectively, will provide transatlantic platforms for Ambit's services: investment banking, investment management, institutional sales and trading, equity research, private client services and wealth advisory, brokerage, and so on. This partnership further strengthens our network with corporates and high net worth individuals across the Gulf Cooperation Council countries and the international arena.

Expanding from its core business of investment banking into areas like securities brokerage, wealth management, fund management, private equity, Ambit is on its way to becoming one of the most unique and value driven financial firms.

QINVEST

www.qinvest.com

AMBIT

Acumen at work

The Ambit ideantity© comprises an abacus – in the shape of the letter 'A' – a simple yet powerful tool that helps users perform complex mathematical equations at high speeds. At Ambit, the business tool we use is our acumen.

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