

Avendus Capital Advises Adani Capital, Adani Housing Finance and Their Shareholders on Investment and Acquisition by Bain Capital

August 2023 • Mumbai



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| DEAL VALUE | Undisclosed |
| SERVICE | Mergers & Acquisitions |
| SECTOR | Financial Institutions Group |

Bain Capital, a leading global private investment firm, has entered into definitive agreements to acquire 90% of Adani Capital and Adani Housing. The transaction will buy out 100% of the Adani family's private investments in the company, with Gaurav Gupta fully rolling his stake in the company and continuing to serve as MD and CEO. Bain Capital has also committed USD 120 million in primary capital to facilitate the company's ongoing growth. Further, Bain Capital is also immediately making available a liquidity line of USD 50 million in the form of Non-Convertible Debentures.

The transaction is intended to position the leading non-bank financial institution as a standalone company to drive expanded lending to underserved MSME, agriculture, and affordable housing segments and is expected to close in Q4 2023, pending necessary regulatory and market approvals.

| Avendus Capital was the exclusive financial advisor to Adani Capital, Adani Housing Finance and their shareholders on this transaction.

Anshul Agarwal, Managing Director and Co-head, Consumer, Financial Institutions Group & Business Services Investment Banking, Avendus Capital said, "We are delighted to partner with Gaurav and the team on this important transaction. This transaction reiterates the confidence of Private Equity investors in high-quality retail NBFCs in India. It is also a testament to the superlative distribution, underwriting and collections expertise, built by Adani Capital. We are confident this partnership will propel the Company on its next phase of growth."

Entrepreneurialism and growing consumption rates across India are driving a significant increase in the volume of MSMEs, which now constitute an important segment of the Indian economy, contributing approximately 30% of its gross domestic product (GDP), according to the Ministry of Micro, Small & Medium Enterprises. Despite their potential, only 10% of MSMEs in India have access to a formal source of credit to support growth

aspirations, particularly more acute in rural areas. Adani Capital was founded in 2017 to democratize access to affordable, convenient lending solutions and support the next generation of MSMEs and entrepreneurs in India. To realize that vision, Adani Capital has built an AUM of nearly USD 500 million, a network spanning more than 170 branches across eight states, and a team of over 2,500 professionals who expound its “customer-first” culture.

| About Avendus

Avendus Group is a leading financial services firm with a presence in the areas of Investment Banking, Institutional Equities, Wealth Management, Credit Solutions and Asset Management. Established in 1999 in Mumbai, India, Avendus is today present in 10 cities across India, US and Singapore. Avendus partners with the Indian entrepreneur ecosystem to provide differentiated solutions that enable clients to meet their strategic aspirations.

Avendus Capital, the investment banking arm, is consistently ranked among the top investment banks in the country on the back of its in-depth domain understanding and a best in the class track record of domestic and cross-border transactions. Avendus’ wide range of clients is testimony to its ability to serve its corporates throughout their life cycle – from growth stage funding to large-sized transactions, M&A advisory and access to public markets.

Avendus Capital Inc., New York and **Avendus Pte Ltd.**, Singapore are both Avendus Group entities offering services to clients in the US and Southeast Asia respectively.

For more information, please visit www.avendus.com

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