

Avendus Capital Advises NephroPlus and Its Shareholders on an Investment From Investcorp

November 2019 • Mumbai



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| DEAL VALUE | USD 45 mn |
| SERVICE | Private Equity |
| SECTOR | Healthcare |

NephroPlus, India's largest dialysis care provider promoted by Vikram Vuppala and Kamal Shah announced an investment of USD 45 million from Investcorp Private Equity ("Investcorp"). The transaction also gave an exit to Sealink Capital Partners and the lead angel investor.

NephroPlus has a pan India network of over 200 centres across 115 cities. The company was founded in 2010 with a vision to redefine dialysis care in India and provide high-quality dialysis care at affordable prices by leveraging standardized protocols, continuous training and focused innovation. While NephroPlus continues to invest and further consolidate its leadership position in the Indian market, the company plans to expand its network in select Asian markets.

| Avendus Capital was the exclusive financial advisor to NephroPlus.

Vikram Vuppala, Founder and CEO of NephroPlus, said, " We are excited that NephroPlus team can now focus on further cementing our dominant position in the Indian dialysis market as well as making an impact on dialysis patients in the Asia and Middle East markets in the next few years."

Chintan Kothari, Executive Director and Head of Healthcare Investment Banking at Avendus Capital, said, "Taking healthcare beyond the core metro markets is an imperative, yet significantly challenging mission in India. We are proud of being a part of this journey with NephroPlus who are delivering world class dialysis care at affordable prices and revolutionizing lives of many patients for whom dialysis care earlier either was not accessible or was beyond their means."

| About Avendus

The **Avendus Group (Avendus)** is a leading provider of financial services with an emphasis on customized solutions in the areas of Investment Banking, Wealth Management, Structured Credit Solutions and Alternative

Assets Management. Avendus relies on its extensive experience, in-depth domain understanding and knowledge of the regulatory environment, to offer customized solutions that enable clients to meet their strategic aspirations. Avendus Capital has consistently been ranked among the top investment banks. It has a strong track record of cross-border transactions and has helped multiple clients benefit from opportunities across geographies. Avendus' wide range of clients is testimony to its ability to serve its corporate clients throughout their life cycle – from growth stage funding to complex, large sized transactions later in the cycle.

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