



# **Samara Capital**

## **Brief Overview**

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# Introduction to Samara Capital

## Independently Run, India Focused Private Equity Firm

Fund Summary	
Vintage Year	2007
Investment Focus	Emerging Indian Companies – Early to mid stage growth capital
Total Capital Commitments	Fund I : USD 263mm; Fund II : USD 400 MM with large co-investment pool
Strong & Diversified LP Base	Leading financial institutions, Family offices, Fund of Funds, Business groups from US, Europe, Middle East and Asia.

### Core Investing Team Experience

Cumulative investing experience spanning over 40 years across diversified sectors in India and US, for the leading global firms



### Research Team Experience

Cumulative research experience of over 20 years with top mutual funds, brokerages and consultancy firms in India



### Educational Qualifications

Top Global and Indian Management and Technical Institutions including Harvard Business School, IIMs and IITs



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# Introduction to Samara Capital

## Well qualified, experienced and a closely knit team

MDS

**SUMEET NARANG**  
**FOUNDER & MANAGING DIRECTOR**

Harvard Business School – MBA,  
Baker Scholar and John Loeb Fellow  
IIM, Lucknow – MBA, AV Birla Scholar  
IIT, Roorkee – B.E.

**PRIOR EXPERIENCE**

Goldman Sachs, Principal Investments  
Citigroup India

**GAUTAM GODE**  
**CO-FOUNDER, MANAGING DIRECTOR**

IIM, Ahmedabad – MBA  
Princeton University – A.B. Cum Laude

**PRIOR EXPERIENCE**

Citigroup Corporate & Investment Bank  
Director in North India  
Head of Business in South India

**PAURUSH ROY**  
**MANAGING DIRECTOR**

IIM, Lucknow – MBA  
IIT, Roorkee – B.E.

**PRIOR EXPERIENCE**

Deutsche Bank Global Markets  
Citigroup Corporate & Investment Bank  
HSBC

**MANISH MEHTA**  
**MANAGING DIRECTOR**

Harvard Business School – MBA with  
Distinction  
Massachusetts Inst. of Tech. – MS  
IIT, Roorkee – B.E.

**PRIOR EXPERIENCE**

Lehman Brothers, Private Equity  
Principal Investments  
Barclays Global Investors

OPS/FIN

**SANJAY BHARGAVA**  
**OPERATING PARTNER**

Diploma in Business Finance – ICFAI  
IIT, Kanpur – B. Tech.

**PRIOR EXPERIENCE**

Bombay Burma Trading  
Inox Air Products  
Parekh Platinum  
ICI India

**RAJ HALVE**  
**OPERATING PARTNER**

Jamnalal Bajaj Institute – MBA,  
Gold Medalist  
Sydenham College – B.Com

**PRIOR EXPERIENCE**

Shaw Wallace  
GoAir  
Britannia Industries

**VIKRAM AGARWAL**  
**DIRECTOR & CFO**

Chartered Accountant  
Shri Ram College of Commerce, Delhi –  
B. Com (H)

**PRIOR EXPERIENCE**

PricewaterhouseCoopers

**SAPNA KALANTRI**  
**FINANCIAL CONTROLLER**

Chartered Accountant  
University of Madras – B. Com

**PRIOR EXPERIENCE**

PricewaterhouseCoopers

VPS

**ABHISHEK KABRA**  
**VICE PRESIDENT**

S.P. Jain Inst. of Management, MBA  
Chartered Accountant  
Certified Treasury Manager – ICFAI

**PRIOR EXPERIENCE**

Reliance Mutual Fund

**PRATIK NOWLAKHA**  
**VICE PRESIDENT**

Goa Institute of Management – MBA  
Diploma in Business Finance – ICFAI

**PRIOR EXPERIENCE**

Battivala & Karani Securities  
Templeton AMC  
Kotak Securities

**DEEPAK MITTAL**  
**VICE PRESIDENT**

Indian School of Business – MBA  
IIT Kanpur – B. Tech.  
GARP – Financial Risk Manager

**PRIOR EXPERIENCE**

Boston Consulting Group  
Qwest Telecom

**ANCHIT GUPTA**  
**VICE PRESIDENT**

Kellogg School of Management – MBA  
MS (Finance), CFA – ICFAI  
B.Sc (Computer Sc) – Delhi University

**PRIOR EXPERIENCE**

Kubera Partners  
McKinsey & Co.

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# Investment Focus

	<b>Industrials, Infrastructure &amp; Energy</b>	<b>Financials/ Technology/ Pharma/ Others</b>	<b>Consumer/ Agriculture/ Healthcare/Education</b>
<b>Industry segments</b>	<ul style="list-style-type: none"> <li>• Construction services</li> <li>• Metals &amp; mining</li> <li>• Manufacturing</li> <li>• Logistics &amp; transportation</li> <li>• Hospitality</li> <li>• Power generation, transmission and distribution</li> <li>• Renewable Energy</li> </ul>	<ul style="list-style-type: none"> <li>• Banking &amp; Financial services</li> <li>• Information technology &amp; outsourcing</li> <li>• Telecommunication</li> <li>• Media &amp; Entertainment</li> <li>• Business services</li> <li>• Pharmaceutical</li> </ul>	<ul style="list-style-type: none"> <li>• Agriculture related activities</li> <li>• Branded products and Services</li> <li>• Retail</li> <li>• Education</li> <li>• Healthcare</li> </ul>
<b>Samara's focus</b>	<ul style="list-style-type: none"> <li>• Companies that have transformational / high growth potential</li> <li>• Company revenue generally in excess of \$7-10 million; and equity investment of \$10- \$80 million</li> <li>• Flexible transaction structures - Private transactions, growth equity, public to private, buyouts, corporate restructurings</li> </ul>		

# Samara Value-add Approach

Higher engagement on value-creating and strategic initiatives

## Samara Value Add Framework

### Strategy & Business Development

Growth strategy  
- Product portfolio  
- Global alliances

Inorganic growth  
Transaction structuring & evaluation

### Team Building

Transformation - family-run to professionally-managed

Link management remuneration to performance

Recruit best-in-class talent

### Operations and Systems

Leverage management tools such as (ERP, CRM etc.

Improve reporting standards

Institute rigorous budgeting processes

### Governance

Assemble BoD comprising of independent directors

Create oversight committees

# Current Investments

## Niche and market leading set of portfolio companies



Company	Sector	Brief Business Description
	Duty Free Shopping	Market leading travel and duty-free retailer focused on emerging markets with dominant position in India.
	Coal Washing	Market leader and a dominant player in an oligopolistic industry of coal washing controlling 50%+ market share.
	Retail Pharmacy	India's largest pure-play pharmacy retailer growing at 75% p.a., operating 119 retail and 35 hospital stores predominantly in the NCR region.
	Oil & Gas Services	Specialized onshore seismic services company equipped with latest technology, now diversifying into various other onshore oilfield services.
	Sky Shopping	Market leader in the emerging Indian sky shopping industry in India, with over 3mn satisfied customers.
	Retail Brokerage	Amongst the most profitable and largest retail focused brokerage house, with a client base of 0.9mm, run by a professional and passionate management team.
	Mining Services	Highly profitable turnkey mining solution provider for iron ore using the latest and most advanced mining techniques.
	Banking	Niche western India bank having a network of approx 85 branches, now targeting a faster growth trajectory post induction of a world class management.
	Diagnostics	World's largest thyroid testing laboratory and a medical diagnostics business in India. Does over 48,000 tests per day and has presence in over 200 cities in India.
	Branded Apparel	Monte Carlo is a leading branded apparel player in India and an approx. 30 year old strong winter wear brand.
	Seeds	Ganga Kaveri seeds is a leading agriculture biotechnology and seeds company in India
	Information Services	India's largest domestic real-time news and market data terminal company



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