

COMPANY PROFILE

BK CAPITAL

financial services solutions...

Introduction

- "BK Management Solutions Pvt. Ltd." (BK Capital) was created by Professional and active entrepreneurs and is headquartered in Mumbai at ONE BKC- Bandra Kurla Complex and a Branch Office at Ahmedabad.
- The company's vision is to provide strategic financial guidance and innovative financial solutions across many industries by developing deal-specific structures.
- BK Capital - a boutique Investment Banker - provides a comprehensive platform of financial services, including
 - Investment Banking
 - Funds Management
 - Raising of Debt Capital and Equity Capital from banks, DII, FII, MF, Insurance Companies, corporates, Promoters, and high-net-worth clients.
- With a customised strategy to each transaction, BK Capital collaborates closely with its clients and lenders to complete large and complex transactions.
- Our team has very strong contacts with India's biggest corporate houses and has extensive domain expertise across all major industry areas.

Services offered



Corporate Finance and Debt Advisory

BK Capital's strong association with public and private sector Domestic Banks and NBFCs has helped in executing large debt syndication for Corporates for Greenfield, brownfield projects & general corporate purpose.

Our field of debt syndication covers:

- Term Loan
- Working Capital Finance
- Greenfield and Brownfield projects
- Private placement of NCD's / CP's
- Structured Finance
- NBFC Funding
- Trade Finance against Bank Guarantee
- ECB's / FCCB



Services offered



Infrastructure Finance Services

This is cash Guzlar & strategically important sector for country.

Our field of debt syndication covers:

- Project Loan
- HAM projects bid advisory
- Working Capital Finance
- Securitization of Receivables
- Structured finance for portion of Equity contribution.



Services offered



Equity Advisory Services

Our field of Equity Advisory covers:

Placement of Equity :

- Mutual Funds
- HNI
- Strategic Buyer

Pre IPO Advisory

- Simplifying the shareholding structure
- Discovery of right price
- Appointment of merchant bankers
- Placement of PRE-IPO shares.



Services offered



Debt Resolution Planning & Refinance

This is a Sunrise opportunity which is special focus for Banks & Government.

Our field of services covers:

- Identifying sustainable debts
- Credit rating with investment grade
- Resolutions with bank
- Structured funding through ARC, NBFC, AIFs etc.
- Refinance of High cost mezz debt



Clientele and Reach

BK Capital team has collectively over three decades of experience in the financial service space & have been instrumental in the raising of over INR 35,000 Crore for NBFC and Corporates in India through various Debt & Equity instruments as well as advising clients on some of the complex, largest and most prestigious funding transactions.

Equity Clientele



Ramkrishna Forgings Limited

Global steel, energy
manufacturer

Financial advisor



Reputed Global steel and pipe
producer

Pre-IPO Advisor



Global PE Firm

Advisor for investee's fund-raising
for Company - Regen Powertech
Pvt. Ltd



Three Decades old Jewellery Company

IPO Advisor



Three Decades old Jewellery Company

IPO Advisor



Three Decades old Jewellery
Company

IPO Advisor

Equity Clientele



100% subsidiary of GFL, part of the
INOXGFL Group

Equity Advisor



Insolation Energy Ltd, a prominent solar
cell manufacturing company in India

Equity Advisor

Debt Clientele - NBFC's



Three Decades old Jewellery Company

IPO Advisor



Trusted asset based NBFC

Secured Term Loan and NCD



Xponentia & Claypond backed
HFC with AUM size of 590 Cr

Term Loan



NBFC

Financial advisor



SME PE/Adar
Poonawala Funded
NBFC

Term Loan



SME PE/Adar
Poonawala Funded
NBFC

Term Loan

Debt Clientele - NBFC's

The logo for 360 ONE, with '360' in a large, bold, black sans-serif font and 'ONE' in a smaller, bold, black sans-serif font, stacked vertically.

Leading NBFC with 5000 Cr AUM

Financial advisor for Term Loan



Leading Financial Services Conglomerates

Financial advisor

Debt Clientele - Capital Markets



14 Year Old Stock Broking Firm

Financial Advisor for MTF



2 Decades Old Retail Broker

Financial Advisor



3 Decade Old Broking Brand

Financial Advisor

Debt Clientele -Manufacturing & ORS



Leading Express distribution
An Allcargo group Company

Financial advisor



PE Funded Infrastructure Co.
Secured Term Loan, NCD and
Working Capital Loan



No. 1 Adhesive Brand
Commercial Paper Advisor



50 years old EPC company in
central India

Financial advisor



Global infrastructure
conglomerate

Non Convertible Debentures



Global B2B manufacturing
Unicorn

Trade Finance Advisor

Debt Clientele -Manufacturing & ORS



Korean based globally renowned fired heater company

Financial Advisor



India's most energy efficient home appliance Co.

Financial advisor



Iconic brand in Housing

Structured Debt



Leading Manufacturer for Railway Freight Cars

Financial Advisor



Integrated Player in Wind Energy sector

Financial advisor



KNOWLEDGE MARINE & ENGINEERING WORKS LIMITED
Ship Builders, Repairers, Charterers and Marine Contractors

Integrated Player in Wind Energy sector

Financial advisor

Debt Clientele - Health & Education



Frontrunner in Education Term
Loan for Medical College and school



Premiere Education Institute
Financial Advisor



Orbimed PE Funded B2B
Aggregator in pharma products
Structured Working Capital Loan



Largest Pharma Company
Advisor for pledge of shares

NBFC Partner's



NBFC

Financial advisor



NBFC

Financial Advisor



Tech Enabled B2B Unicorn

Trade Finance Advisor

Listen from our client

CEO - SMS limited



[Click here to play video](#)

Listen from our client

Managing Director - Sun
Pharmaceutical Industries
limited

SUDHIR VRUNDAVANDAS VALIA

Promoter Group:

Sun Pharmaceutical Industries Ltd

Suraksha group (Reality & ARC)

Investment Trust of India group (ITI)

801, 8th Floor, Aalap Building, 173, Sir Bhalchandra Road, Opp. Hindu Colony, Dadar, Mumbai 400014 MH

We are very happy to convey our affirmations for the services rendered by B K Management Solutions Pvt Ltd. (BK Capital).

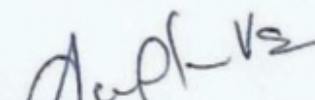
Key attributes and skill of team which are highly appreciated and recommended are:

- ✓ Understanding the dynamic market condition,
- ✓ structuring the transaction,
- ✓ Lender identification,
- ✓ Terms Negotiations &
- ✓ Most importantly predictable turnaround.

Areas of Improvement

- ✓ Taxation aspects of structure.

We herewith recommend this young and dynamic organisation and look forward for engaging in future transactions.


Sudhir Valia

Signature

Listen From Our Client

Chief Financial Officer- Senco Gold Limited

July 18, 2023

 **SENCO**TM
GOLD & DIAMONDS
Craftsmanship for you

Mr. Bhavik Kotecha
Managing Director
BK Management Solutions Private Limited
C-1217, ONE BKC,
Bandra East
Mumbai-400051,
Maharashtra

Dear Bhavik,

Sub: Letter of appreciation for hardwork by team BK Capital in our IPO.

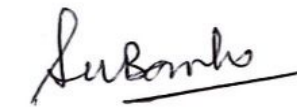
It gives us immense pleasure to place on record our appreciation for the excellent work done by BK Management team in working closely with us and helping in the success of IPO alongwith BRLMs and other advisors.

This IPO was a dream of our founder and Your team's continuous and tireless effort in helping us with strategic guidance and sharing insights ; and be always available for consultation and advice during the final leg is well appreciated.

Thank you for all the right support and attention extended to us till the listing and we will continue to cherish and nurture this relationship for the years to come.

We strongly recommend BK Capital for fund raising and capital market transaction.

Thanks & wishes!!!!



Sanjay Banka
Chief Financial Officer
Senco Gold Limited



Senco Gold Limited

CIN No. : U36911WB1994PLC064637

Registered & Corporate Office : "Diamond Prestige", 41A, A.J.C. Bose Road,
10th Floor, Kolkata-700 017, Phone : 033 4021 5000 / 5004, Fax No. : 033-4021 5025

Email : contactus@sencogold.co.in Website : www.sencogoldanddiamonds.com

Meet The Team



Founder and Promoter

Bhavik Kotecha



Click the icon



Deloitte.

DARASHAW



Bhavik is the “promoter Director” of BK Management Solutions Pvt. Ltd. Bhavik has over 18 years of experience across Investment Banking and Specialisation in Real estate & Infrastructure fund raising.

Prior to founding BK Capital, Bhavik worked with the Top three Merchant Bankers in India as Head –Infrastructure. In past he has worked at Deloitte HasKins & Sells, Haribhakti & Co, Darashaw & Co. & AK Capital Service Ltd. He has been instrumental in origination as well as execution of transactions in Advisory, Credit/Treasury products, Private Equity, Structured Finance products of Private & Government Organization over more than 10 years.

Bhavik along with his team has presented the papers to then Disinvestment Minister -GOI Shree Arun Shourie on the project named “Power to People” in order to channelise the Disinvestment offerings to Small Saving scheme holders to achieve inclusive growth while curtailing the fiscal Deficit.

He has worked closely with Promoters of large Corporates in mobilizing funds for Reality, Infrastructure & Manufacturing sector of more than Rs.18,000 crores.

Bhavik has advised & raised debt funds for a large number of Infrastructure Companies based in India.

He has been instrumental in the fund raising for Bandra Worli Sea Link a landmark Infra project of Mumbai.

Bhavik is Indian Chartered Accountant- CA & CPA (U) by qualification.

Executive Director

Manisha Lakhotiya



Click the icon



ANAND RATHI

 **BOB Capital Markets Ltd.**

TATA CAPITAL

DARASHAW

Manisha, a Chartered Accountant, has more than 20 years of extensive experience in Structured Finance, Loan Syndication, project advisory and Capital Markets. She has extensive knowledge of financial structuring, debt capital raising and related regulatory framework complemented with strong network in banking and NBFC sector.

Manisha is presently a Director at B K Management Solutions Pvt. Ltd. She has served as Senior Vice President in Tata Capital – Investment Banking Division where she was responsible for project advisory and syndication of all debt products covering from project finance, structure finance, mezzanine finance across varied sectors ranging from infrastructure, automobile, chemicals, hospitality, real estate etc.

In the past, she has closely worked and had handled syndication assignment for various mid to emerging large corporate groups across varied industries such as Patel Infrastructure, Setco Automobile, Star Health, Take Solutions, Tata Projects, Interglobe Hotels etc.

Prior to that, she has worked at a senior position with Darashaw & Company Pvt. Ltd, Bob capital Markets and Anand Rathi group.

Executive Director

Sandeep Purohit



Click the icon



Sandeep Purohit is the Executive Director of BK Management Solutions Pvt. Ltd. Sandeep has over 16 years of experience across Investment Banking, Commercial Banking, Credit, Credit Analysis, Financial Analysis & Credit Risk. Sandeep has worked in the top management of YES Bank, ICICI Bank & HDFC Bank Ltd.

Sandeep has handled large corporates like Airtel, Maruti Suzuki, Interglobe Aviation (Indigo Airline), Minda Group, Sandhar Auto, Sharda Motors, Insecticide India, Llyod electricals, Cosmo films etc.

He has worked closely with Promoters of large Corporates in mobilizing funds for Reality, Infrastructure & Manufacturing sector of more than Rs.7,500 crores.

Before joining BK, He was the Senior Vice-President- Corporate Banking at YES Bank Ltd.

Sandeep is Indian Chartered Accountant- CA

Executive Director

Ankit Kotecha



Ankit Kotecha is the Executive Director at BK Management Solutions Pvt. Ltd. Ankit is a sales leader with over 17 years of experience in the field of Finance. He is passionate in Sales, Onboarding new Clients, Maintaining & Growing the Relationships with the clients. He is ex HSBC, IDBI Capital, Karvy Stock Broking, Dun & Bradstreet & EY. In his last assignment, he was working as VP-Sales at Ernst & Young (EY).



THANK YOU



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