



Wellspring Advisory Services LLP

Infrastructure Projects Advisory and Investment Banking

Wellspring Advisory Services LLP

Boutique advisory firm - Focus on Infrastructure
Catering to Government, Multilateral and Private Clients
Providing end-to-end Solutions
Partnership with Associates - Improving Offerings & Reach

We broadly help clients in:

- ❖ **Policy and Institutional Development**
- ❖ **Project Risk Assessment and Mitigation Strategy**
- ❖ **Development of Infrastructure Projects:** Development of public private partnership projects, project structuring, financial viability, drafting of concession agreements, bid process strategy, bid/transaction advisory, project implementation support, mediation support, capacity development, partner search etc.
- ❖ **Corporate Advisory and Investment Banking:** Partner search, business valuation, growth assistance, fund raising, exit assistance etc.



Vision

To become a strategic partner and a partner of first choice to our stakeholders.

Mission

- ❖ To grow with our stakeholders, and help our stakeholders – clients, employees, associates and equity partners to grow in their respective areas of business
- ❖ To continuously expand areas of expertise and innovate ourselves to be relevant and competitive for our stakeholders
- ❖ To provide workable and practical solutions to our clients
- ❖ To provide ethical service, non-negotiable, to all our stakeholders

*“Where you’re headed
is more important
than how fast you’re going.”*
- **Stephen R. Covey**

*“If you're walking down the
right path and
you're willing to keep walking,
eventually you'll make
progress.”*
- **Barack Obama**



The Firm

"We are what we do. Excellence, therefore, is not an act, but a habit."

- **William Durant, The Story of Philosophy**

We provide end-to-end solution

From the stage of conceptualization of infrastructure projects to appropriate structuring to transaction advisory to fund raising to offering exit routes to the investors.

- ❖ Our headquarter is in Mumbai-India
- ❖ A strong associate network spread geographically within India and Abroad gives us an edge of diverse reach as well as faster turnaround
- ❖ The team has collective experience of more than hundred years of working, across industries with a diverse expertise and has worked across Asia, Middle East, Africa etc.



The Team

Setu Divekar – Managing Partner

Setu Divekar, Managing Partner of Wellspring, with a finance and engineering background has about twenty years of experience almost equally divided between consultancy for infrastructure projects and capital market. Setu is actively engaged as a consultant for last decade, advising various government, private and multilateral clients in India and South East Asian markets, mainly for infrastructure PPP projects across various aspects such as institutional development, conceptualization, project structuring, financial viability, development of concession agreements, project implementation support, risk assessment, mediation support, bid process strategy, PPP transaction/bid advisory etc. In his earlier role in the capital markets in India, he had worked as an equity analyst, strategic and M&A advisors to private clients providing services in the business valuation, private equity and M&A. He also had a short stint with one of leading commercial banks in India as a credit risk analyst. Setu is Electronics Engineer with CFA Charter from ICFAI and has a work experience in India, Indonesia and Vietnam. Currently he operates from Mumbai, India.



Dhairyasheel Bhosale

Dhairyasheel Bhosale has over twenty + years of techno-commercial experience with a specialization in Infrastructure Projects, Steel and Renewable energy, mainly wind. Dhairyasheel has executed wind-power projects of over 400 MW + and has an expertise from concept-to-execution-to-commissioning, providing end-to-end services to various clients. He has worked at a very senior level with various renowned private developers & consultants like Indo Rama Renewables, NSL Power, Winwind Power, Vestas Wind, MECON, Stein Heurtey France, Gamesa wind, Atlanta Power Projects Pvt. Ltd. etc. Dhairyasheel has also handled liaison with various government authorities and statutory bodies such as EB, IREDA, MEDA, MERC etc. and other departments concerned, as well as handled techno- commercial negotiations with financial institutions. Dhairyasheel is a Production Engineer and currently operates from Satara – Western India.



The Team

H M Karna

H M Karna with his engineering background, has a multi-faceted experience of over twenty five years, mainly in transportation segment with a specialization in the field of infrastructure development, operations & maintenance, planning, traffic & highway engineering and road safety. Karna is an astute leader in techno-commercial mannerisms of infrastructure development having technical skills and leadership qualities for better understanding in business development, execution monitoring, operations & maintenance and secondary acquisitions of BOT assets. He has an experience in working in multi-cultural, multi-linguistic environment and with national & international government clients, state/local government and government agencies, private infrastructure developers, multilateral and other investment agencies. Karna currently operates from Hyderabad, India.



Susil Kumar Gupta

Susil Kumar is a qualified Chartered Accountant and has a varied experience spanning more than sixteen years in fund raising in Indian and international markets, accounting & auditing for corporate from varied sectors, taxation, company law matters etc. Susil has an in-depth knowledge of financial & capital markets. In past, he has managed corporate of various sizes – from mid-to-large and sectors, assisting them in raising project finance, debt restructuring, arranging ECB, working capital requirements, bridge finance, buyer's credit, unsecured business lending etc. Susil has also assisted various companies strategizing and implementation of their growth plans. Susil currently operates from Navi Mumbai.



The Team

Vivek Kumar

Vivek Kumar, a management expert has an experience of about fifteen years in management consulting, private equity & corporate banking with deep understanding of strategy & business planning, business processes, investment appraisal, financial analysis, project structuring, negotiation & documentation and transactions. He has been involved with multiple consulting assignments with corporate and governmental organisation across industry sectors. Vivek has an expertise in Business Transformation, helping businesses re-think, re-focus, re-structure and re-energise to help them take the big growth leap. He wears consultancy hat for last five years and prior to his consulting avatar, Vivek had a long stint with ICICI group, one of the largest Financial Houses in India, having worked with ICICI Ventures and ICICI Bank. Vivek is a MBA – Finance, and is currently based in Mumbai, India.



Divya Chandra

Divya Chandra is a result-oriented finance professional with over fifteen years of diverse experience in risk management, consulting and auditing having exposure to well over a dozen countries in Asia, Europe, Middle East and Africa. Divya is a Chartered Accountant & Masters in Commerce and has worked with top-notch organisations like KPMG, CRISIL Infrastructure Advisory (subsidiary of S&P's), Barclays Bank and Nimai Management Consultants across India, Singapore and Dubai. Over the years, Divya has gained varied experience across international financial markets and services, mainly in credit risk management, business & financial statements, interpretation, compliance & governance as well as has proven business development skills. Divya currently operates from Boston, USA.



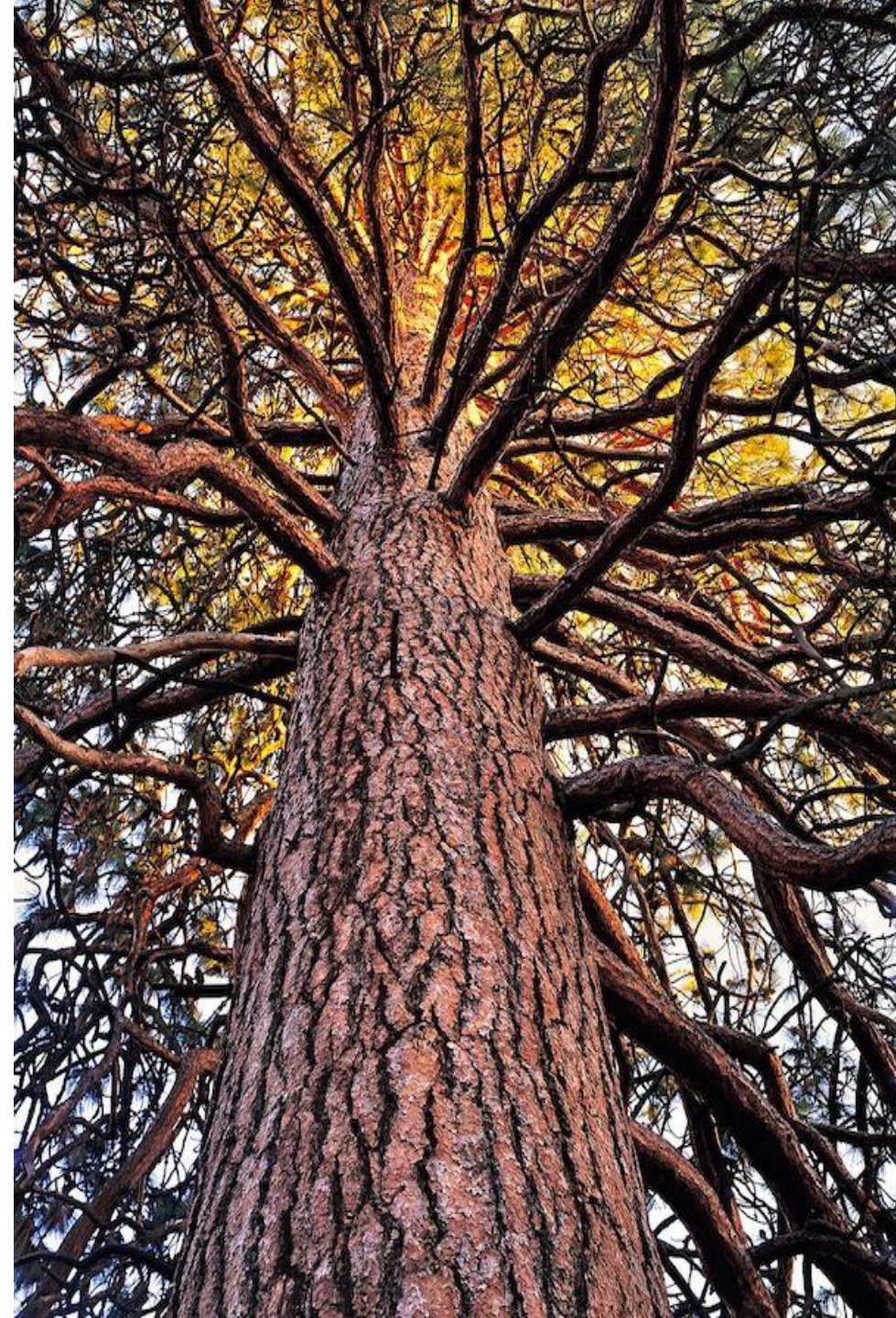
Services – Infrastructure Projects Advisory

Policy & Regulatory Advisory - *We undertake a detailed policy and regulatory assessment and advise our clients appropriately, i.e. best possible way of project implementation, necessary changes & required amendments and suitable structuring of the project in accordance with the policy & regulatory framework. We also assist our public-sector clients in policy formulation and standardization of project development process, documentations, i.e. bid documents and concession/project agreements etc.*

Capacity & Institutional Development - *A good institutional mechanism, supported by trained resources are necessary in conceptualising, developing, implementing or re-structuring any regulatory or policy or project level issues or gaps. At Wellspring, we assist our government clients in improving capacity and institutional development addressing weak links in sectoral development.*

Transaction / Bid Advisory - *At Wellspring, we offer workable and practical solutions to our government as well as private clients in order to develop bankable projects. We offer end-to-end services to our clients in:*

- ❖ *Risk Assessment & Management*
- ❖ *Contract Structuring and Bid Advisory*
- ❖ *Project Feasibility*
- ❖ *Bid Process Management*
- ❖ *Project Implementation and Mediation Support*





Services – Corporate Advisory and Investment Banking

At Wellspring, we help our clients to grow and achieve their respective strategic goal. We have experience in management consulting, fund raising through debt syndication and private equity, M&A, corporate banking etc. We have a deep understanding of strategy & business planning, business processes, investment appraisal, financial analysis, project structuring, business valuations, financial aspects, negotiation & documentation and transactions. We offer our services in:

- ❖ **Market Assessment** - *Understanding your market and positioning your service offerings appropriately are some of the foremost important requirement for any business. We offer our services to government, private developers and financial institutions.*
- ❖ **Business Valuation** - *The business valuation requires maturity of thought process, experience, requisite knowledge, business understanding and expertise to join different dots together. We provide our independent business valuation opinion for businesses and/or projects that can be used for various purposes, i.e. business restructuring, induction of strategic/financial investor, M&A of the business etc.*
- ❖ **Growth Strategy** - *As business grow, be it a small-medium-or-large business, it is bound to face many challenges. Growing business needs the right focus, a well thought plan and robust execution capabilities. Thus, there is a need for a strategy, a business plan, proper process & systems and execution support. At Wellspring, we have an expertise in business transformation, helping businesses re-think, re-focus, re-structure and re-energise to help them take the big growth leap. We advise clients in developing strategies, with a focus on expansions, new projects or ventures, finances, fund raising and structures.*
- ❖ **Growth Funding** - *Cashflow management, is one of the most important factors, in maintaining growth momentum and sometimes business continuation. At Wellspring, we understand client's requirement, need, purpose of the funding and advise the best suitable funding options, develop a strategy to raise right category of funding at an appropriate time, make client ready for the appropriate funding mode and provide assistance in raising funds in the market. We have the requisite understanding of the financial markets in India and abroad, experience and understanding of the needs & requirements of different financial institutions.*
- ❖ **Strategic Partnerships and Mergers & Acquisitions** - *We at Wellspring structure, evaluate and execute strategic partnerships, mergers & acquisitions, joint ventures and divestitures in various industries and infrastructure projects.*



Wellspring Advisory Services LLP

1543, Dev Corpora, Regus Businessworld,
Shree Ganesh Mandir Marg, Cadbury Junction,
Eastern Express Highway,
Thane West (Mumbai),
India 400601

✉ info@wellspringadvisory.com

☎ +91 22 6700 4837

🌐 www.wellspringadvisory.com

