

JOSH

ISSUE 7 / JULY 24

A quarterly magazine by
Swastika Investmart Ltd.

HE TURNED

₹12.14 Lacs to ₹4.15 Cr.
in 3 Years

MAN BEHIND
THE SUCCESSFUL
INVESTMENT BANKING
BUSINESS

SUNIL NYATI

INSIDE

BUSINESS UPDATES

MEET THE TEAM:
INVESTMENT BANKING

EXPERT INSIGHTS

EDITORIAL

Dear Colleagues,

Welcome to another exciting edition of JOSH! As we move forward in this ever-changing landscape, it's important to reflect on Swastika's core values and how they guide our journey.

Innovation has always been our cornerstone. We constantly strive to push boundaries and develop solutions that make a real difference. This relentless pursuit of progress has cemented Swastika's position at the forefront of the industry.

But innovation alone isn't enough. Collaboration is key. By fostering a culture of open communication and teamwork, we harness the collective brilliance of our diverse workforce.

This synergy allows us to tackle complex challenges and achieve remarkable feats. In the coming pages, you'll find insightful articles, thought-provoking interviews, and expert analysis that will equip you to navigate the complexities of this ever-evolving field of Investment Banking.

Let JOSH be your guide as you explore the exciting potential and the constant hum of activity that define investment banking in the 21st century.

Together, we can ensure Swastika remains a leader in its field. Here's to progress, to thinking outside the box, and to building a brighter future!

Sagar Pandey

Head - Human Relations



MAN BEHIND THE SUCCESSFUL INVESTMENT BANKING BUSINESS

SUNIL NYATI

Founder & Managing Director

1 What was the initial vision behind launching the investment banking division, and how has it evolved over the past three years?

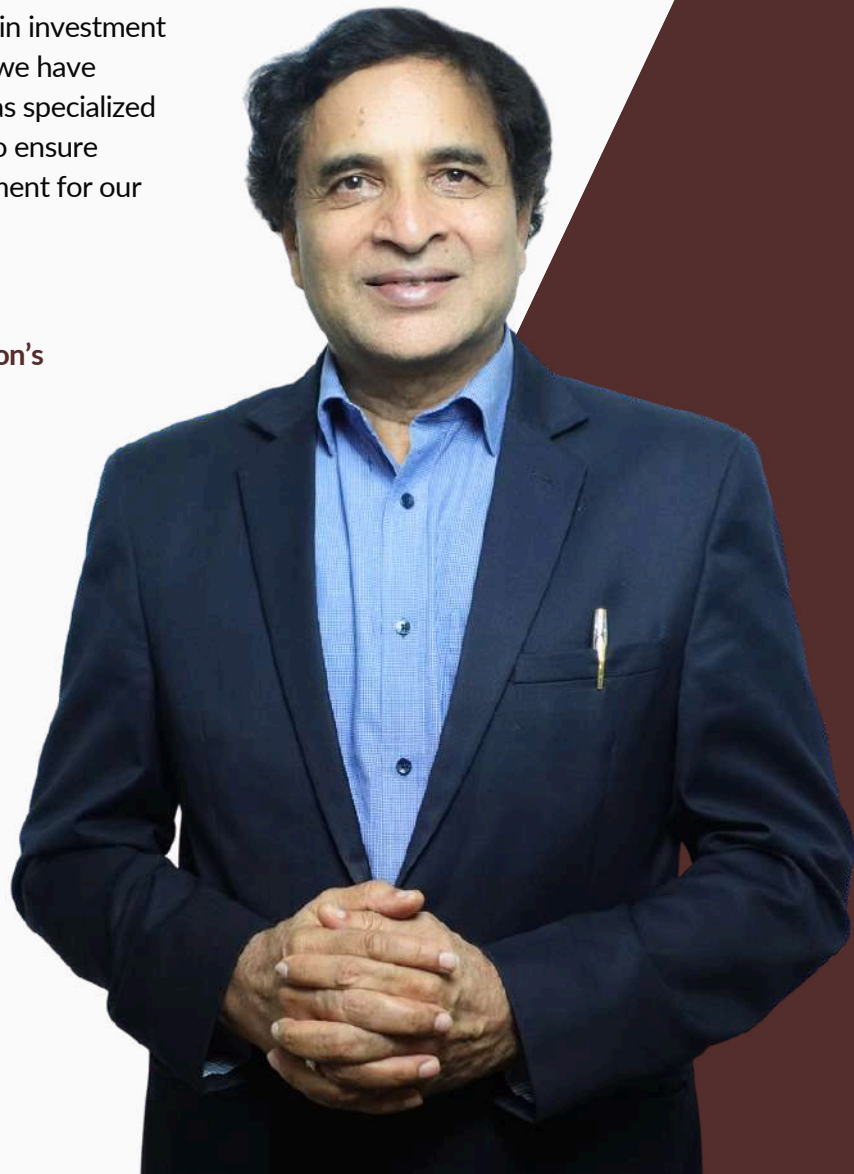
The initial vision behind launching the investment banking division was to diversify our services and provide comprehensive financial solutions to our clients. Over the past three years, this vision has evolved to include a broader range of services such as mergers and acquisitions, capital raising, and strategic advisory, driven by market demands and client needs. We have also focused on building strong relationships with clients and establishing a reputation for delivering high-quality, customized financial solutions.

2 How has the team grown or evolved to support the Investment Banking division's growth? Are there any new key hires or initiatives in talent development?

The team has expanded significantly to accommodate the Investment Banking division's growth. We have hired several seasoned professionals with extensive experience in investment banking to strengthen our expertise. Additionally, we have implemented talent development initiatives, such as specialized training programs and mentorship opportunities, to ensure continuous professional growth and skill enhancement for our team members.

3 What are your expectations for the IB division's performance in the upcoming years? Are there any particular areas of focus or opportunities you are excited about?

The investment banking division will continue its strong growth trajectory in the coming years. We're targeting a revenue of ₹10-12 Crores for this financial year in investment banking which is a massive jump from last year. Areas of focus include expanding our market share in mergers and acquisitions, capital markets, and strategic advisory services. We are particularly excited about opportunities in emerging markets and sectors such as renewable energy, technology and healthcare, where we see significant growth and value-creation potential.



4 What do you believe sets our investment banking division apart from competitors?

Our investment banking division stands out for its client-centric approach, deep industry knowledge, and strong execution capabilities. We prioritize understanding our clients' unique needs and tailor our solutions accordingly. Integration with our stock broking division allows us to offer a comprehensive suite of financial services, adding significant value to our clients. We proudly serve a client base of over 4 lacs and support startups with investors who provide both funding and mentorship.

Our investment banking services include:

Enterprise Valuations, IPOs & FPOs, Private Equity Funding, Mergers & Acquisitions, ESOP Scheme Designing and Business Consulting

By leveraging our industry expertise and integrated financial services, we deliver customized solutions that drive client success.

5 What are some of the most significant achievements or deals the investment banking division has secured recently?

Our investment banking division continues to demonstrate excellence through our client-centric approach, deep industry knowledge, and strong execution capabilities. We have successfully launched SME IPOs for 28 companies, including recent IPOs for TBI Corn Limited, Sai Swami Metals, Shree Marutinandan Tubes, Infinium Pharmachem Limited, and Service Care Limited, all of which received a great response from investors.

We have completed over 350 valuations to date, serving prominent clients such as Myntra, Chennai Super Kings, Shop Kirana, GoAir, Bewakoof.com, Virescent Group, Coding Ninjas, and Jupiter Hospital.

Our expertise in equity funding is evident in our successful closures, including a ₹66 crore funding for Insolare Energy, a ₹19 crore pre-IPO funding for HCIN Network, a ₹30 crore Series A funding round for Serosoft Academia from SIDBI VC, ₹ 48 Crore funding for Soleos Solar Energy and an ₹8.5 crore funding round for Tessact from StartupXseed VC.

Additionally, we have completed ESOP scheme creation for IT and startup companies, further showcasing our comprehensive suite of financial services. Our dedication to understanding and meeting our clients' unique needs allows us to deliver customized solutions that drive their success.



Team Investment Banking

THOUGHTS FROM OUR LEADING INVESTMENT BANKERS

The future of investment banking in India appears promising, driven by several key factors:

Economic Growth

India is expected to continue its economic growth trajectory, which will lead to increased demand for financial services including investment banking.

Technological Integration

Investment banks are increasingly adopting technology for trading, analytics, and client services. The rise of fintech in India is also influencing how investment banking services are delivered and perceived.

Regulatory Environment

Regulatory reforms aimed at improving transparency and efficiency in financial markets are likely to create a more conducive environment for investment banking activities.

Global Integration

Indian investment banks are becoming more integrated with global financial markets, attracting foreign investments and expertise while also participating in international deals.

Increasing Investor Sophistication

As Indian investors become more sophisticated and demand more diversified investment options, investment banks will play a crucial role in offering complex financial products and advisory services.

Overall, while challenges such as regulatory compliance, market volatility, and global economic conditions may arise, the outlook for investment banking in India remains optimistic due to its growing economy, expanding capital markets, and technological advancements.

Capital Markets Development

The Indian capital markets are expanding with more companies seeking capital and investors looking for diverse investment opportunities. This trend fuels the need for investment banking services such as mergers and acquisitions (M&A), capital raising, and advisory.

Sectoral Opportunities

Specific sectors such as technology, healthcare, renewable energy, and infrastructure are expected to drive significant investment banking activity due to growth opportunities and government initiatives.

Ranjeet Rajora

President, Investment Banking



MERCHANT BANKING EXPANSION PLANS FY 2025

Looking at the euphoria in IPO and equity funding segment, Swastika Merchant Banking division plans to expand in 25 cities across India, including Pune, Bhubneshwar, Mumbai, Delhi, Bangalore, and Hyderabad in four phases. We will hire one or two experienced candidates in each city with CA/CS/ MBA qualification. Senior Associate person will lead business development, client relations, and branding efforts, while Analysts will support these activities.

We had established our footprints in many cities of India and currently are serving clients in Hyderabad, Ahmedabad, Rajkot, Jaipur, Surat, Indore, Delhi, Nasik, etc.

In Q1 FY 2025, we had conducted three events on alternate investments, IPO & equity fund raising themes. Similarly, we are planning to do more than 3 events in coming quarter for creating awareness and branding Swastika Merchant Banking offerings.

Marketing and Advertising efforts will also include digital campaigns, branded content in publications, client communication programs. These efforts aim to increase brand awareness and attract potential clients and employees.

Also we are increasing our execution team at HO so as to keep TAT low and offer seamless & delightful services to clients.



Amit Pamnani

Deputy General Manager, Investment Banking

STRATEGIC PARTNERSHIPS FOR SUSTAINABLE GROWTH

In today's dynamic business environment, the role of strategic investors extends beyond mere financial support. Our mission is to bridge the gap between innovative companies and strategic long-term investors, including renowned family offices and top anchor investors. By fostering these connections, we aim to provide comprehensive support that catalyzes sustainable growth for businesses.

Our Network of Strategic Investors

We are proud to collaborate with distinguished investors like Sunil Singhanian, Madhu Kela, Ashish Kacholia, and Mukul Agarwal (Param Group). Additionally, we have established strong ties with prominent family offices such as Polycab Group, Poddar Family Office (Siyaram Group), and Adani Family Office. Our network also includes top anchor investors with significant funds in both India and abroad, known for their substantial market presence.

Value Beyond Capital

Our strategic investors bring more than just capital to the table. By leveraging their extensive industry experience and networks, they provide invaluable strategic insights and resources that help companies scale new heights. These investors have been instrumental in securing larger orders, enhancing processes, and ensuring compliance for our portfolio companies.

Success Stories

The impact of our strategic partnerships is evident in the success stories of companies like Insolar, Soleos, HCIN, and United Heat. With the backing of our investors, these companies have not only expanded their business operations but also optimized their processes and compliance frameworks.

A Long-Term Approach

Our commitment to fostering long-term growth is unwavering. We work closely with companies to ensure they evolve into successful, sustainable businesses. This holistic approach includes support in areas such as HR consultancy, process improvement, and financial consultancy. By providing these services, we help companies build robust foundations for enduring success.

In conclusion, our strategic partnerships with long-term investors and family offices have proven to be a game-changer for many companies. By combining financial support with strategic guidance, we empower businesses to achieve their full potential and thrive in the competitive market landscape.

Aayush Agrawal

Assistant Vice President, Investment Banking



STRATEGIC PARTNERSHIPS FOR SUSTAINABLE GROWTH

At Swastika, we offer a comprehensive suite of financial services including Stock Broking, Insurance Broking, NBFC, Investment Advisory, Depository Participant and Merchant Banking services.

Our Merchant Banking Services cater to the intricate financial needs of corporate clients, high-net-worth individuals, and institutional investors. These specialized services are provided through our dedicated team of experts. Here's an overview of the Key Merchant Banking services offered by Swastika:

Corporate Finance and Issue Management Services

Currently, we are offering strategic advisory services in corporate finance, restructuring, and capital raising to a diverse portfolio of over 28 companies. Our expertise lies in facilitating transactions that optimize corporate value and stimulate growth. In the fiscal year 2023-24, we successfully launched 4 SME IPOs on NSE or BSE, achieving significant milestones in this area. These IPOs collectively raised Rs. 69.34 crore, with a total subscription amounting to Rs. 966.51 crore. Moreover, in the current quarter (April 2024 to June 2024), we have initiated the filing process for 4 new SME IPOs on the NSE or BSE and have successfully listed 2 SME Companies on these exchanges.

Pre-IPO/Private Equity Funding

Currently, we are actively engaged in providing Pre-IPO/Private Equity funding to numerous companies, where we identify strategic investors committed to contributing to the growth of these Companies. Through this service, we allocate substantial capital from our investors into promising ventures across diverse industries, thereby nurturing innovation and entrepreneurship.

In essence, our offerings comprise a wide array of financial solutions tailored to meet the varied needs of both corporate entities and individual clients. Notably, we have successfully raised a cumulative fund of Rs. 93 crore from various investors through these initiatives.

Valuation Services

Valuation of shares is the critical process of assessing the true worth of a company's equity or its shares, crucial for investment analysis, financial reporting, mergers and acquisitions, and regulatory compliance.

In our valuation services, we have provided expertise to esteemed clients such as Chennai Super Kings, Myntra, Bewakoof.com, Shop Kirana, Coding Ninja, and numerous others. During the fiscal year 2023-24, we successfully conducted over 130 valuations and in the current quarter (April 2024 to June 2024) alone, we have completed more than 36 additional valuations, demonstrating our ongoing commitment to delivering accurate and insightful valuation insights to our clients.

Mohit Goyal

Compliance Officer, Investment Banking



BUSINESS UPDATE

Merchant Banking updates of Q1 FY 25



TBI Corn Ltd.

SME IPO

₹45 cr



Sai Swami Metals & Alloys Ltd.

SME IPO

₹15 cr



United Heat Transfer Pvt Ltd.

Pre-IPO Funding

₹6 cr

New IPOs signed in Q1 FY 25-9 (1 main board, 8 SME IPOs). In all Swastika Merchant Banking is working upon 25 IPO assignments. Also signed & executing two equity funding deals.



Rays Power Experts Pvt Ltd.

Equity Funding

₹20 cr



Soleos energy Pvt Ltd.

Equity Funding

₹48 cr

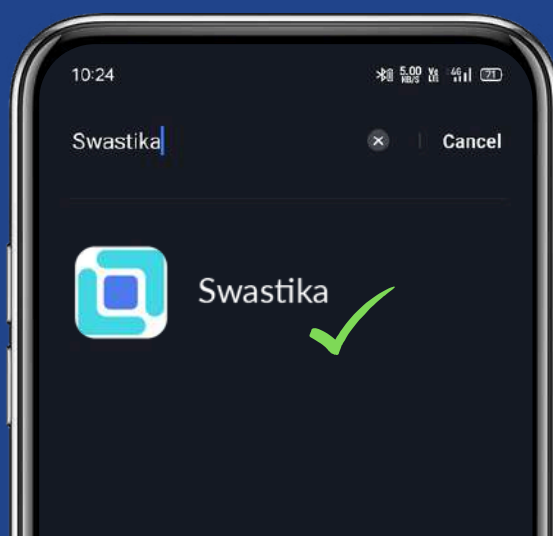
Changing Mobile App Name

~~JUSTRADE 2.0~~



SWASTIKA

on 13th July



WHY CHANGE NAME

Earlier

JUSTRADE 2.0

Known just for trading

Stock trading

Research

IPO

MTF

Commodity trading

Now

SWASTIKA

Trading+Wealth Creation

Stock trading

Research

IPO

MTF

Commodity trading

Investing

Mutual Funds

WealthBags

PMS

Loans

Investment Banking

Achievers of Spot Bonus Program

Let us celebrate a momentous occasion—the recognition and appreciation of our outstanding members of our operations teams who have gone above and beyond the call of duty. **It is with great pleasure and pride that we introduce you to the spot bonus awardees!**

These exceptional individuals have consistently demonstrated a commitment to excellence, dedication, and a strong work ethic that sets a remarkable standard for all of us. Their hard work, innovation, and unwavering dedication to our organization's success have not gone unnoticed.



AKRITI SINGH

Sr. Executive
Compliance



HARSHITA SHARMA

Sr. Graphic Designer
Digital Marketing



YASH THAKUR

Assistant Manager
Human Resource



RAJA CHADOKAR

Software Engineer
in Test 1
Technology



MANAN GANDHI

Product Analyst
Technology



SANJEEV JAISWAL

Product Analyst
Technology

PROMOTIONS

YOUR GROWTH IS OUR GROWTH



SANJEEV JAISWAL
Product Analyst, Technology



HARIHARAN IYER
Sr. Product Manager,
Technology



PAWAN PATIDAR
Software Engineer-II,
Technology



GAURAV SINGH
Software Engineering
Manager-I, Technology



ISHA CHITNIS
Software Engineering
Manager-I, Technology



VIKAS BHAWSAR
Sr. Associate - Help Desk



RUPESH KURWANSHI
Sr. Associate - Help Desk



AVDHESH PATIDAR
Assistant Manager - Help Desk



YASH THAKUR
Assistant Manager - Human
Resource



RAJKUMAR KIRAR
Sr. Data Analyst - Operations



RAHUL ASATI
Manager - Revenue



ANKIT LADDHA
Manager - Retention



KAPIL GUPTA
Manager - Revenue



KUSH YADAV
Manager - Revenue



KAMAL PAGARE
Assistant Manager,
Acquisition



PRADEEP RATHORE
Assistant Manager,
Acquisition

MANN KI BAAT



Agar mann ki baat karni hai to socha is baar mann ki bhasha mein hi kyu na ki jaaye. Kitni hi angrezi bol lo, aakhir mann to hindi mein hi baat karta hai. South India ke team members ko thodi problem ho sakti hai, lekin aajkal AI kya nahi kar sakta. Isiliye is baar apni soch aap tak humaari general language mein pahuchane ki koshish kar rha hu. Dekhte hein kya feedback aata hai..

6 saal Swastika ke sath ab tak ki journey mein, jo ek baat meine samjhi hai wo ye hai ki GROWTH ka koi alternate hota hi nahi hai. Mujhe lagta hai ki Bhagwaan ne baaki jaanwaron ke mukable, insaan ko agar dimaag thoda zyada diya hai, to shayad Bhagwaan bhi experiment kar rhe hein ki dekhte hein kitna aage jayega insaan.

Shayad humara existence hai hi sirf grow karne ke liye. And grow ka matlab size mein, ya financially, ya power mein bada banna nahi hota. Ye to sab aapki growth ko maapne ke kuch tareeke hein. Asli growth define hoti hai ki aap seekh kitna rhe hein. Baaki measurements to apne aap thik baith hi jayenge. Seekhne ka matlab bhi ye nahi ki jo mile seekhte jao. Aage badhne mein jahan atak rhe hein, un mushkilon ko kaise paar karein, isko seekhna kehte hein.

Humari 7 core values mein se ek core value bhi hai - WE KEEP OUR EYES AND EARS OPEN TO LEARN. Product aur technology se jabse paala pada hai, roz lagta hai ki kitna kuch seekh liya aur sath mein ye bhi lagta hai ki kitna kuch baaki hai abhi seekhna, kyuki grow to abhi bhi karna hi hai. Aur seekhne ka koi sahi tareeka nahi hota. Hum auron se bhi seekhte hein, padh ke bhi seekhte hein, dekh ke bhi sakte hein and sabse zyada seekhte hein galtiyon se. Ye nahi keh rha ki zabardasti galtiyon karein. Bas ye keh rha hu ki kuch naya karne mein galtiyon to honghi hi aur tabhi aap seekhenge.

To doston, fit rahiye, muskurate rahiye aur seekhte rahiye, kyuki growth ka koi alternate hai hi nahi.

Dhanyawaad,

“ Seekhna zaruri hai ”

Harshit Rungta

CHIEF PRODUCT OFFICER

I am deeply grateful to be part of the Swastika Family, where as a Customer Service Manager, I've witnessed an unwavering commitment to customer centricity and excellence. This organization not only grows steadily but also consistently delivers exceptional experiences to our customers. We've seen our customer base expand alongside continuous improvements in various departments through the adoption of new technologies, all aimed at enhancing customer service.

My time here has offered invaluable opportunities for personal and professional growth, continually fueling my passion within the stock broking industry. Swastika has achieved significant milestones year after year, and I am enthusiastic about the promising growth on the horizon.

“ Aim is to enhance customer service ”

Abhishek Gaud

SR. MANAGER, HELP DESK



EVENTS AT A GLANCE

32nd Foundation Day Celebration



Business Summit 2024



Team Swastika is ready for Hockey Stick Growth

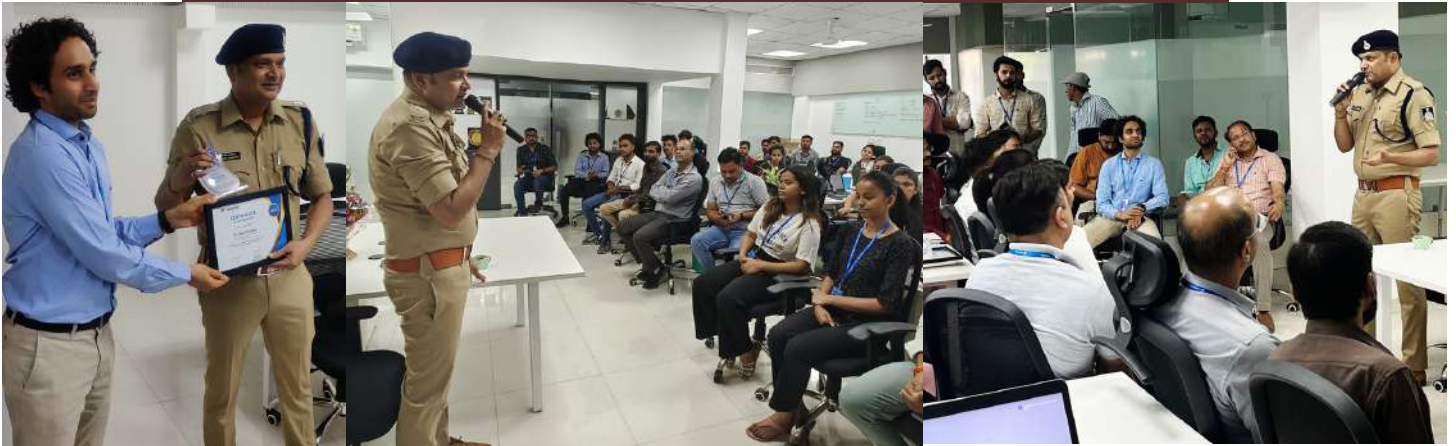


EVENTS AT A GLANCE

Investment Banking team Industrial training visit to Pithampur



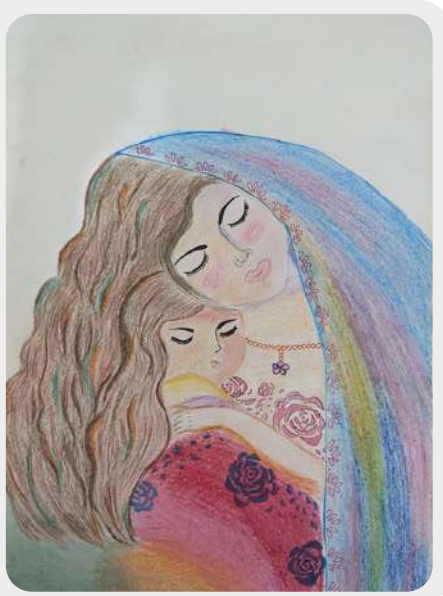
Cyber security awareness seminar : Insights by Mr. Rajesh Dandotiya



Mission Fit Swastika Movement : International Yoga Day



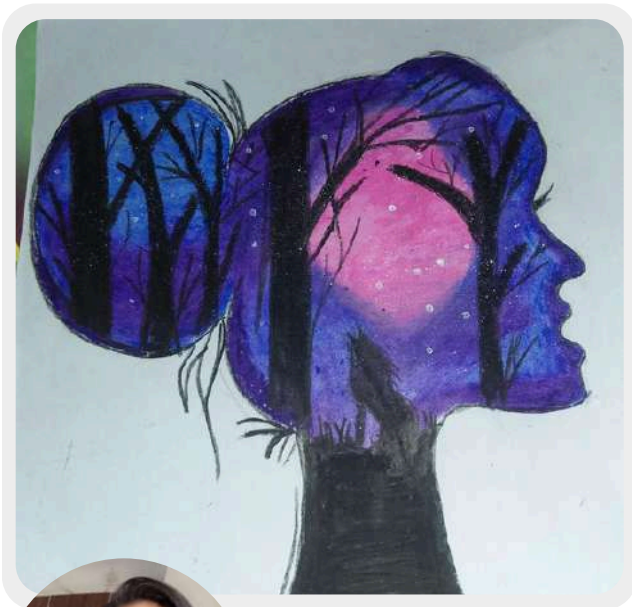
CREATIVE CORNER



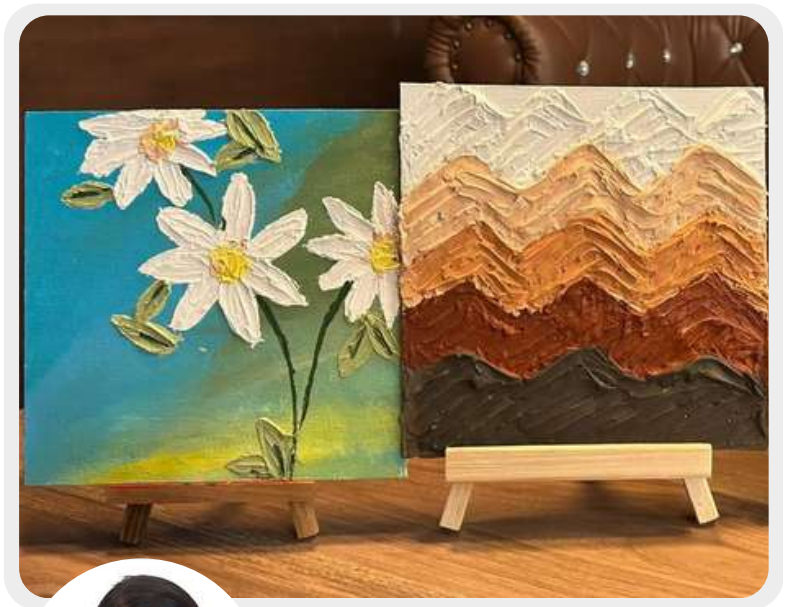
Samriddhi Dubey
Assistant Manager Recruitment, HR



Aparna Pathak
Recruiter, HR

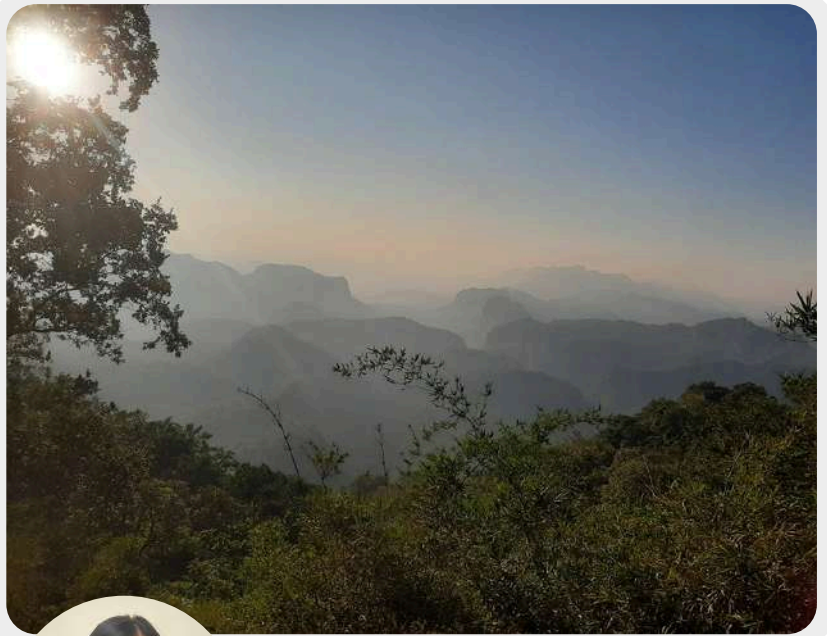


Deepali Tomar
Assistant Manager, HR



Archi Jain
Product Manager, Growth

CREATIVE CORNER



Naman Sharma
Graphic Designer,
Digital Marketing



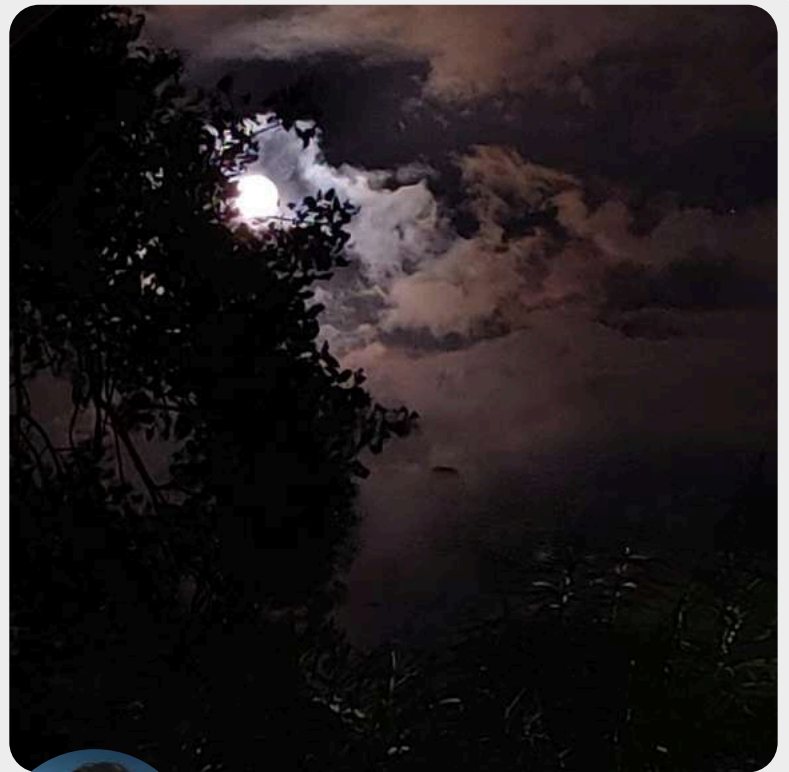
Nitika Solanki
Front Desk Executive

In the night sky, a Crescent moon glows,
Its smile of gold, a celestial show.
Gently it hangs, a luminous slice,
A radiant beacon in the veil of night.

Yellow hues dance upon its face,
A glow serene, a tranquil grace.
Amidst the clouds, it proudly gleams,
Sometimes hiding, Sometimes seen.
Casting soft light upon earthly dreams.

Silent witness to the world below,
The crescent moon's smile begins to grow.
It bathes the landscape in gentle light,
Casting shadows that dance in the night.

In the quietude of the midnight air,
Your presence brings a calming flair.
Crescent moon smiling, a sight so dear,
Forever glowing, serene and clear.



Harshita Sharma
Sr. Graphic Designer,
Digital Marketing



Yash Thakur
Assistant Manager,
HR

AND THE HAPPINESS CONTINUES...

JOSH

**By
Swastika Investmart Ltd.**



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