



Sanjay Bansal

Founder and Managing Partner - Aurum Equity Partners

Sector specialization:

- Education
- Consumer Markets & Retail
- Agriculture, Food & Beverages
- Real Estate & Hospitality
- Automotives

Deal Experience:

20+ years experience spread over 100+ deals

Previous Work Experience:

- Ambit Corporate Finance (Co-Founder and Managing Director)
- Arthur Andersen Global Corporate Finance
- KPMG Corporate Finance
- AF Ferguson and Co.

Academic Experience:

- Chartered Accountant (The Institute of Chartered Accountants of India)
- Advance Management Program (Kellogg Business School)
- Bachelor of Commerce (Honors) - Siri Ram College of Commerce at University of Delhi.

Memberships:

- Charter member - The Indus Entrepreneurs (TiE)
- Investor member - Indian Angel Network
- Member of RICS (A global real estate body)

An investment-banking veteran with a knack of concluding large, complex transactions.

Sanjay has over 20 years of experience, with a deep and on the ground understanding and exposure of handling more than a 100 mid and large sized transactions, across a range of multiple sectors.

Over the years Sanjay has developed an expertise of concluding complex transactions that require a nuanced perspective of the client's business, as well as, the macro environment impacting the client's decisions.

Sanjay is a passionate supporter and enabler of the entrepreneurial eco-system in India. He encourages aspiring and budding entrepreneurs through angel investments in early & concept stage companies. Sanjay is a charter member of The Indus Entrepreneurs (TiE) and the Indian Angel Network.

*Clients are moving to much smaller, more entrepreneurial investment banks where the accent will be on relationships, reliability, high levels of service, entrepreneurialism, which harks back to an earlier era of investment banking. Boutique investment banks, established by professionals with solid on-ground experience are better positioned to work closely with the clients in delivering value - **Sanjay Bansal.***

Conferences & seminars:

Regular speaker at M&A, Private Equity, Education, FMCG, Real Estate & Hospitality Conferences.

Select Deals:

	Sector
• Sale of Vikas Publishing to S Chand Group	Education
• Private Equity by Everstone into S Chand Group	Education
• Strategic Partnership by Laureate and M Power	Education
• Restructuring plan advisory for Deccan Chronicle	Media
• Strategic alliance between Sanyo Japan and BPL Group	Consumer Markets & Retail
• Strategic Partnership between Turner Broadcasting Inc and Alva Brothers in Miditech :	Media
• Restructuring of Eicher Motors Group	Automotives
• Acquisition advisory for Punjab Tractors Limited by Newbridge Capital in consortium with Indian partner	Automotives
• Restructuring and fund raising advisory to Escorts Limited	Automotives
• Sale of Escorts equity stake to Carraro Spa	Auto Components
• Sale of strategic stake in JMA Industries to Hella :	Auto Components
• Strategic alliance for Scottish Newcastle and UB Beer	Food & Beverages
• Restructuring of UB Group Beer Business (Heineken and UB Group JV)	Food and Beverages
• Acquisition of beer businesses - for UB Beer - Inertia Industries, GMR Breweries, Millenium Alcobev	Food & Beverages
• Sale of Falcon Tyres Limited	Automotives
• Capital Market Advisory to JK Tyres	Automotives
• Sale of Dunlop India Limited	Automotives
• Restructuring of UB Spirits Business	Food & Beverages
• Acquisition of Pioneer Distilleries by United Spirits	Food & Beverages
• Strategic alliance advisory for investment by Diageo plc into United Spirits	Food & Beverages
• Sale of "Lifespring", a health and beauty retail chain, to Morepen Labs	Consumer Markets & Retail
• Acquisition of Hindustan Unilever's hair oil brand (Nihar) trademarks by Marico	Consumer Markets & Retail
• Acquisition of Balaji Distilleries by United Spirits Limited	Food & Beverages
• Strategic acquisition advisory to Conagra (Agrotech Foods)	Food & Beverages
• Divestment advisory for sale of real estate assets of Bayer Cropscience to Kalpatru Group	Real Estate & Hospitality
• Acquisition advisory to Asian Hotels for hospitality assets in India and overseas	Real Estate & Hospitality
• Valuation of Indian Hotels (Taj Group) comprehensive portfolio	Real Estate & Hospitality
• Strategic India strategy advisory to Starwood Hotels	Real Estate & Hospitality
• Strategic Advisory to Leighton Contractors for India Business	Infrastructure
• Strategic advisory for acquisition of Milestone Fund assets	Real Estate & Hospitality