

Unique Offerings for Financial Institutions



Our Business Verticals

**Alternate Capital Markets
(ACM)- Financial
Institutions Desk**

**Structured Trade &
Commodity Finance**

**Export & Structured Project
Finance (ECA & PRI
backed financing)**

**Africa Desk and Africa
Specialty Finance**

**Sustainable and Impact
Division**

Guarantees and Insurance

***Vintage of 24 years in the Financial Advisory Business Serving Governments & Parastatal Entities,
Corporates and Financial Institutions***

Capital Venture's Value Propositions

#1

Network of **1200+ Banks, DFIs, Fund houses and Strategic Partners** across Asia, Africa, ME, Europe, America & CIS

Lender Coverage

#2

Deep **market knowledge** & expertise with operations in **100+ countries**

Market Penetration & Coverage

#3

We advise a unique mix of **sovereign, FI & corporate** client for all their capital & liquidity requirements.

Diverse Client Base

#4

Dedicated Africa Desk catering to requirements of local as well as International business houses of sovereign as well as FI across more than **30 African countries**

Africa Capabilities

#5

We specialize in **raising funds up to 100%**, for Sovereign projects along with flexible security packages for ECA backed or non ECA backed deals

Sovereign Financing

#6

Expertise in creating **innovative financing solutions** for Financial Institutions in emerging markets

Advisory for Financial Institutions

#7

Strategic Advisory offered for consolidation of group companies for efficient capital structure

Strategic Management Advisory

#8

With our reach and strong coverage, we have successfully advised & syndicated transactions in excess of **US\$2 Bn in the last two years**, with the current pipeline of **>\$15 Bn worth of mandates**

Track Record

Capacity Building & Syndication Expertise

Capital Venture has successfully syndicated & disbursed multiple loans for Borrowers under a club/lender syndication program by bringing together various Lenders under a Common Documented Loan Agreement/ joint due-diligence process.

Significant Advantages



Faster and effective DD & onboarding

Identify and bring similar minded institutions to join forces and optimize the due-diligence and onboarding process for any FI client.

Larger quantum & deal stitching

We create unique financing opportunities by stitching the transaction-credit enhancement/syndication/club/ joint DD/ A/B loan, etc. This enables our lender partners to participate in deals with strong credits & optimized terms + shorter turnaround.

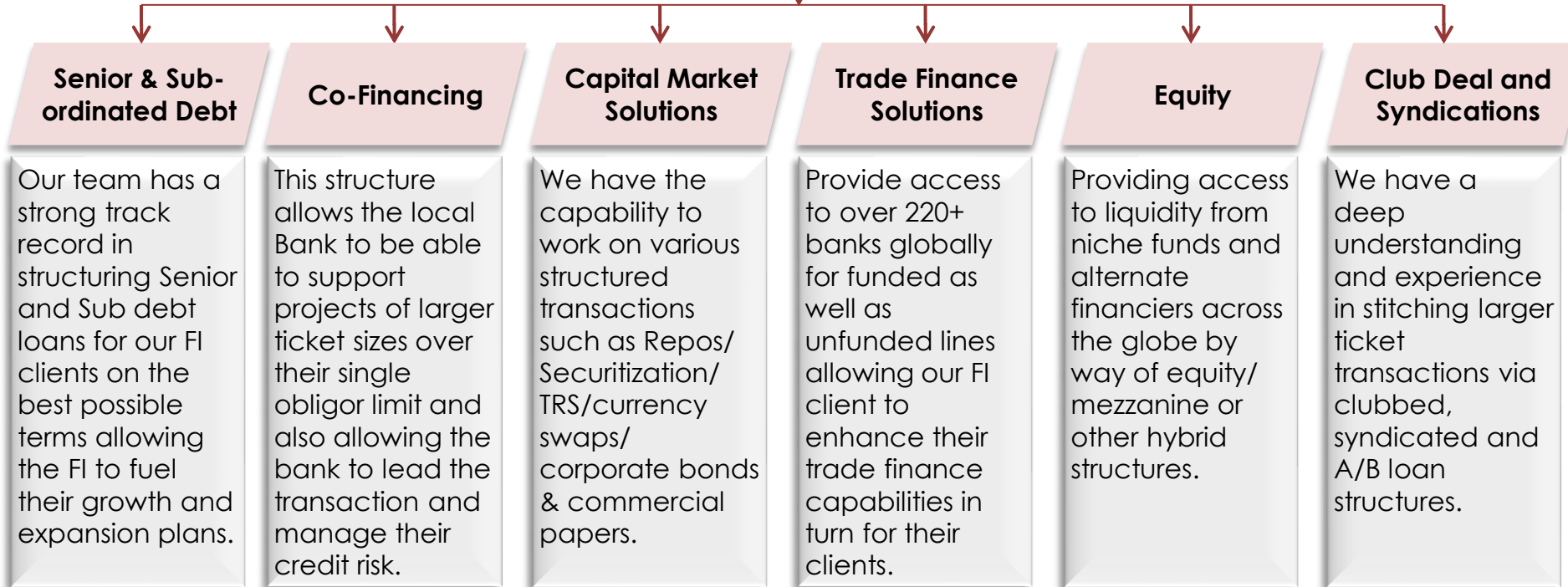
Negotiation & optimized terms of financing

Syndication/ club deal structures help us work closely with the client to negotiate the right terms & structure a best-fitted solution for both the client as well as the lending institution.

Other Value Proposition

- ✓ We have strong capabilities to also provide advisory on **risk management products** such as partial risk guarantees, portfolio Insurance, Political Insurance, etc.
- ✓ Capital Venture also has **sector & product experts** that also cater to Govt/ Public/ Private/PPP projects as well as trade & working capital related finance & we can also provide interesting business opportunities for our FI clients for business in these areas.
- ✓ Capital Venture has **partnered with one of the world's biggest Hedging solution provider**, thus facilitating complete hedging solutions to its clients.
 - Our partners has the appetite of providing hedging solutions in nearly every currency (more than 100 currencies) including the non-liquid, difficult and exotic currencies
 - This way, Capital Venture facilitates competitive FCY funding access to its client over expensive LCY funding.

ACM – Structuring Capability



In addition to above we can arrange financing for sovereigns/ sovereign projects by way of budget deficit financing, end use specific financing (on back of private risk insurance), etc.

Trade Finance Solutions for FIs

- ❖ Our Alternate Capital Markets Team specialises in providing **comprehensive fund-raising solutions** for Financial Institutions & Sovereigns across emerging markets
- ❖ We are committed to providing the best possible funding solutions for our clients by generating capacities from a mix of our **global distribution network of over 220+** ; origination & structuring capabilities and a strong knowledge base built over a successful **track record of 24 years**

Our Product Offering

We have our **proprietary** platform which encompasses a mix of **banks, credit enhancement providers & funds** that can provide short-term **funded** as well as **unfunded** limits for our Banks.

Salient features:-

❑ **Types of Products:**

1. Trade Confirmation & Discounting Lines
2. Refinancing Limits
3. Short-term funded trade lines
4. Increasing capacity by way of credit enhancement for trade portfolios

❑ **Target Geographies & Clients:** Banks Globally

❑ **Ticket Size:** \$/€ 10 Mn to 200 Mn

Sustainability and Impact Division

About Us

- Working on integrated strategy for **supporting corporates** and FIs; to have positive impact especially low-middle income countries.
- Structure client & lender needs for successful closure of transaction.
- Apart from traditional mode of financing team works closely on providing **alternate/ innovative funding solutions** such as financing commercial tranche, guarantee solutions, local currency funding solutions.

>50

Ongoing Impact focused mandates

\$450Mn +

Deals closed successfully (in last 2 years)

\$3.10Bn

Ongoing Mandated transactions

~120

Lender Relationships

For Corporates

- Provide end to end advisory by providing suitable financing solutions and structure for arranging funds.
- Assist client in defining additionality and impact of business.
- We construct the process for client to translate the impact intentions into prudent and informed investment decisions

For Lenders/FIs

- We cover various geographies and industries due to our deep understanding & reach of the market.
- We work with lenders closely to make the process as effective and efficient as possible for swift closure of the deal.
- Our innovative and integrated approach helps us structure the transaction to align the needs of lender & clients.

Addressing the Execution Challenges

Strategy Formulation

- ❑ We have a vast experience of working with different types of FIs such as i) Regional Development Banks/DFIs; ii) Commercial banks; iii) Merchant Banks; iv) MFIs & SME Banks; v) Fintech Cos; vi) Leasing, Equipment finance & factoring Cos; vii) NGOs, etc.
- ❑ Based on our this we understand the nuances for each lender appropriately & hence work closely with our FI clients to prepare a solid fund-raising strategy with a targeted approach.

Due Diligence Support

- ❑ Capital Ventures assists client in answering lender queries with respect to credit evaluation, risk assessment, sustainability concerns, country & sector-specific issues etc.
- ❑ Peer analysis is an important measure of performance & various risk metrics especially in emerging markets. Blend has a strong market pulse allowing us to be strong & effective deal makers.
- ❑ We also engage periodically with all our clients so as to apprise them of the latest developments & status updates.

Creating an Impact Focus

- ❑ Due to the paradigm shift towards sustainable investing by a lot of impact funds and DFIs, Blend helps it's FI clients to define their future lending targets for various impact & sustainability goals such as 1- Climate Impact, 2- Benefit to smallholder farmers, 3- Women owned business, etc.
- ❑ We also have a dedicated team 'Sustainability & Impact Division' that looks after providing financial solutions for corporates and FIs to create a positive impact especially in low-middle income countries.