

Red Fort's Investment Philosophy

Red Fort Capital NBFC is a fast-growing Finance company providing **Business Credit** in India with a quick turnaround time – typically within 7 days.

Speed Capital



Market's "TAT": 21+ days  
Red Fort: 7 days

 **redfortcapital**

**QUICK LOANS**

- ₹ 1 Cr to ₹ 10 Cr
- Instant Approval
- Flexible Repayments

 **+91 98196 86107**

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- Business Loans
- Equipment & Machinery
- Working Capital
- Receivable Financing
- Construction Financing

is a fast-growing Finance company providing Business Credit with a quick turnaround time – typically within 7 days.

Red Fort NBFC finances receivables, equipment & machinery, working capital, and construction. It has a well-diversified portfolio with loans in Small Businesses (SMEs), Industrial Parks, FMCG, and Logistics companies.

It targets deals of **₹1 Cr - ₹10 Cr** with strong Cashflow and **3x** Collateral Cover.

Speed Capital



Market's "TAT": 21+ days  
Red Fort: 7 days



Private Equity  
Real Estate  
Opportunity Funds

\$1.3+ Billion of Equity  
Invested

RFIRE I

RFIRE II

2004

**About Red Fort Capital:** Founded by Parry Singh in 2004, It has multiple financing vehicles, including private equity funds, Non-Banking Finance Company, and a global special situation principal group. Its **\$1.3 billion** real estate fund has financed over **50 million square feet** of residential and commercial space. The firm, ranked by PERE Magazine as a **Top Ten Emerging Manager**, has an investment strategy uniquely focused on speed, underwriting, transaction structuring, execution, and asset management. Red Fort Capital’s NBFC, a regulated Non-Banking Finance company focuses on business credit and is an **investment grade-rated company**



Red Fort Capital NBFC

Finance Company

Senior Business Credit

Investment Grade Rated  
Finance Company

2011



Special Situations  
Investments

Principal Group

Global Special  
Situations

2015

50+ Investments

Institutional investor base includes - Sovereign Wealth Funds, Funds of Funds, Pension Funds and Insurance Companies





Four Season's, New Delhi



Lotus Boulevard



Exora Tech Park



Bay One



Esencia



Lotus 300



Signature City



Lotus Panache



Palm Heights



Lotus Greens



Lotus City II



Jubilee Hills One



Silver Oak



Altamonte



Oxygen



La Tropicana



Genesis IT Park



Greenopolis



Delhi Heights



Red Fort Towers





# QUICK LOANS

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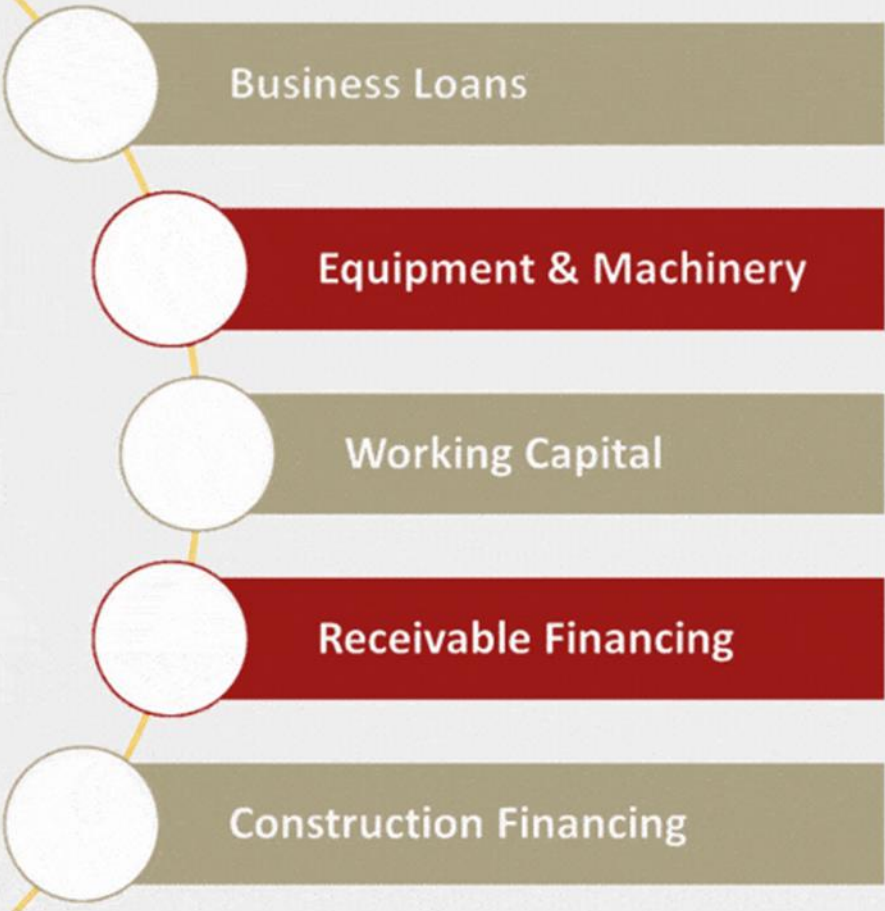


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Recent Deals



**Microflex**  
₹ 1.6 Crores  
December 2021

**Kaabil**  
₹ 1.5 Crores  
January 2022

**Jai Shanker Transport**  
₹ 8.0 Crores  
May 2022

**EVOCUS**  
₹ 10.0 Crores  
July 2022

**AMCL, Jalandhar**  
₹ 10.0 Crores  
October 2021

**Up Money**  
₹ 5.0 Crores  
January 2022

**Polyplastics**  
₹ 1.2 Crores  
April 2022

**MDFC**  
₹ 1.5 Crores  
June 2022

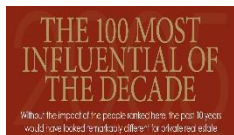


# Team





- Recipient of:
- Ernst and Young's Emerging Entrepreneur of the Year award
  - Chicago Crain's "Top Forty under Forty" award
  - 100 Most Influential Names in Private Real Estate



Parry Singh founded Red Fort Capital in 2004. At Red Fort Capital, he has led investments in over 50 deals over the last decade and a half, investing over \$1.3 Billion. Deals include over 50+ Million Sq. Ft of Commercial, Residential, Industrial & Education sectors across the country. Parry oversees the Senior Debt activity of Red Fort Capital NBFC.

Before Red Fort Capital, Mr. Singh served as Managing Partner of American Capital Realty, a real estate brokerage firm overseeing more than \$400 million in real estate transactions in the commercial and residential markets in North America. He has held a Real Estate Broker license in several US states, including IL, WI, CT and MA.

He was also the founder and CEO of EthnicGrocer.com - a Kleiner Perkins and Benchmark Capital backed venture. He led the company through several institutional and strategic financing rounds and managed a 250+ member team.

Prior professional experience includes investment banking at Chase Securities (now JPMorgan Chase), High Yield and Fixed Income groups. From 1993 to 1997, he worked in Motorola (Symbol) – in several Engineering & Program Management positions.

He has served on the State of Illinois TechVenture Committee – advising the state on the \$1.4 billion technology budget.

He has been a visiting speaker at the Kellogg School of Management at Northwestern University.

**Education:**

**MBA, Kellogg, Northwestern University**, Recipient *Top Student* award & *Highest Order of Excellence*

**M.S. (Electrical Engineering), State University of New York**, *Merit Scholarship* recipient

**B. Tech (Computer Engineering), Guru Nanak Dev University, Punjab, India**, *First Rank Holder*



## **Parry Singh – Founder & Executive Chairman**

Founded Red Fort Capital in 2004; Lead Investments, Strategy & Capital Markets

Led \$1.3 Billion+ investments in India – encompassing a variety of Commercial, Mixed-use & Residential Assets

Managing Partner American Capital Realty > \$400 M in US Real Estate transactions

CEO of TransEthnic, Inc.: Funded by Kleiner Perkins, Benchmark Capital and Kraft Foods - managed a team of 250; raised over \$90M

Chase Securities (now JPMorgan Chase) in High Yield and Fixed Income

MBA, Kellogg – Northwestern University (top student award)

MS, SUNY Stony Brook, NY; B. Tech., GNDU (India) (graduated first in class)

E&Y Emerging Entrepreneur Award Recipient, Crain's top 40 under 40, PERE 100 Most Influential in Real Estate



## **Amit Chadha - Director**

Over 8 years of experience in Finance, Audit, Planning & Taxation sector in India

Responsible for annual valuations, Audits, Taxation, Financial Accounting and Law Compliances

Prior Experience in Ferns N Petals-ECOM, Quikhop Logistic, ITCONS, Recombigen Lab. (Pharma) & SGA-Cost Accountants

CMA-INT, ICAI; MBA, PGDF, ICAI University; B.COM (F&CA); B.A., RLA College University of Delhi



## **Ram Krishna Kumar – Assistant Vice President Finance & General Management**

2 years of experience at Hero MotoCorp Ltd., India in manufacturing plant for bikes

Summer Internship – Boston Consulting Group, Procter & Gamble

MBA in Finance & Strategy from IIM Lucknow (Institute Rank 4)

B.Tech. in Mechanical Engineering from IIT Bombay and Minor in Management from SJMSOM, IIT Bombay

CFA Level 1 cleared



## **Priya Choudhary – Manager Finance & General Management**

Worked at General Motors, India in Aftersales field Services, Mfg. Plant and Change Management for car interiors

MBA in Finance from IIM Lucknow

B.Tech. in Mechanical Engineering from IIT (BHU), Varanasi

CFA Level I cleared (Top 10 percentile)

MBA Summer internship in Hindustan Coca-Cola Beverages in Sales strategy

## Team



### **G V Raghuvansh Patnaik – Manager Finance & General Management**

Work Experience in EXL, India in Big Data and Machine Learning

Operations and Logistics of raw material and finished goods for Tata Steel, India

MBA in Finance, Operations and Systems from IIM Lucknow, Cleared CFA level 1

B.Tech. in Mechanical Engineering from NIT Trichy

MBA Summer Internship at Reliance Industries in Go to market strategy for retail distribution of LNG and CNG



### **Nikhil Kumar – Manager Finance & Operations**

Over 6 years of experience in Accounts, Audit & Taxation sector in India

Responsible for Financial Accounting, Payment Follow Up, Site Accounting and Law Compliances

Previously engaged with CA Firms & handled various industries accounts & audits

CA, ICAI; B.Com (H), DU



### **Tejal Mishra – Assistant Manager Finance & Accounts**

3 years of experience in Indian Direct and Indirect Taxation in the manufacturing and hospitality industry

Responsible for monitoring Funds flow, Accounts and Taxation

Chartered Accountant, B.com (Mumbai University)



### **Saurabh Agarwal – Manager Finance & General Management**

Worked at Wipro for 1 year in the field of Computer Networking and Web Security

MBA in Finance from IIM Lucknow

B.Tech in Mechanical Engineering from IIT Delhi

MBA Summer Internship in FinIQ Consulting in Finance & Strategy



### **Dr. Kanwarpal Singh Selhi– Associate - Finance & Marketing**

4 years of experience in Customer acquisition & Strategy in tertiary level healthcare

2 years of experience in managing supply chain & distribution and building marketing strategy in Pharmaceutical sector

Served as Director of IT and Executive Board member at AMSA, India (2019-20)

MBBS from AIMSR, Bathinda



### **Mukul Pandey – Engineering Lead – Server Side, Apps and AI**

- 9+ years of experience in the IT sector as Software Solution Provider
- Over 5 year of experience as Team lead and Project Manager
- Roles and Responsibility to Design Project Architecture and product delivery
- Graduate in Computer Application, Masters In Computer Application



### **Arvind Mehta, APP Engineering**

- 7 years of Professional experience in IT industry. Expertise in developing applications using Core Java, JSON Parsing
- ELM327 with can bus Networking
- Working experience with SQLite (on Android) Databases and third-party API integration
- Involved in the design and development of Mobile Applications
- Certificate from the VMM institute for training in java and BCA from GNDU university



### **Ranjeet Saini – Full Stack Developer**

- Full Stack developer with experience of 8 years and have worked on comprehensive applications for different market verticals
- Experience using Payment Gateway & Other Third-Party API
- MEAN Stack (Node.js, Express, Angular 2, Angular 4, Angular 5, Angular 6+, MongoDB)

## Amit Dhawan, Advisor to the Board

### MD & CEO, Edelweiss Finvest Private Limited & Head - Credit Trading Desk

Head - Corporate and Institutional Coverage - for various debt funds (including special opportunities and distress) and ARC

**Amit was the Country Head of the Emerging Corporates Group at YES Bank.** This group deals with the Bank's relationships with large/mid cap corporates with a turnover of up to Rs. 1500 Cr. Prior to this assignment, Amit was the Regional Head for North & East India for Corporate Banking where he was responsible for deepening the Bank's relationships for leading large Corporates in these regions

Before joining YES Bank, Amit was with the ICICI Group for almost 15 years and worked in various functions in increasing leadership capacities including Project Financing, Business Development, Government Banking, International Strategy and Corporate Banking

Amit worked in the project financing team at erstwhile ICICI Limited before being selected to be a part of the core team which launched international operations at ICICI in 2001. He moved to New York in 2002 to help set up the Bank's operations in the US. He was responsible for setting up the Loan Origination practice and also helped launch product lines like International Money Transfers and Mortgages for NRIs. He was actively involved in forging the Bank's strategic alliances in the US. He also handled the media/community interface campaign to create brand awareness about ICICI Bank in US. Specialties: Corporate Banking, Project Financing, Investment Banking, Structured Finance, Private Equity, Deal Origination, Strategy, Alliances, Marketing

## Kalyan Chakrabarti, Advisor to the Board

### CEO, Emaar India

#### ▪ Kalyan was the President, CFO and Co-Head at Piramal Realty

- Over 25 years of leadership experience, the majority with General Electric including Head of pricing at GE for all its Commercial Finance India, Global Head of Financial Planning and Analysis, Genpact (NYSE listed ~\$850MM Revenue company), Head of Finance for European Equipment Finance
- CFO and MD Red Fort Capital in several asset management roles for almost a decade
- Global Leadership Development Programme of GE, Award for Leadership Excellence, Six sigma green belt certified
- MBA from XLRI Jamshedpur with a finance major, B.S. Mechanical Engineering



# Current Deals

Industry: Industrial Park

- Loan Amount F1: ₹18.68 Cr
- Loan Amount F2: ₹2 Cr
- Tenure F1: 82 months (Mar 2019)
- Tenure F2: 81 months (Apr 2019)

Collateral: 5x+

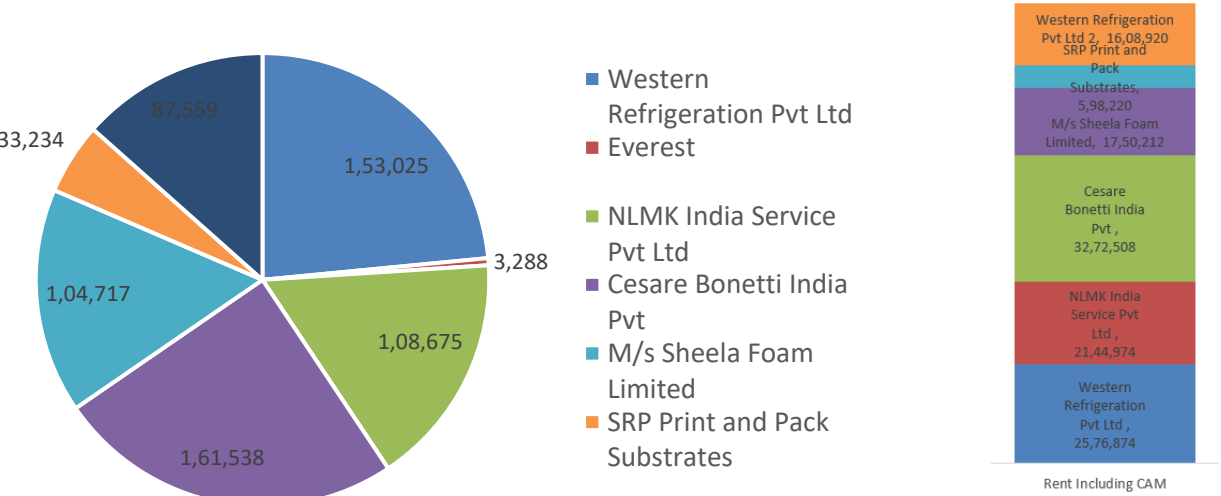
- Receivables of Unit 1, 2A, 2B, 3 and 4 (Nandigram)
- Mortgage of 24.21 acres of land

Lease Area Chart & Rental Income



Lease Area - 6,52,036 Sq.ft.

₹1.19 Cr/month



Use of Capital

- Industrial Park Development

Corporate Guarantors

- Seawood Corporation
- Nandigram Realtors

Sources of Repayment

- Rental income from Western Refrigeration, SRB Print and Pack, Sheela Foam, NLMK and Cesare Bonetti

**Multi-Phase Financing:** Pre-Construction to Post Lease Refinancing



**2021**



**2020**



**2019**



**2018**



**2017**

<b>Industry : SME</b>		<b>Collateral: 3.5x+</b> <ul style="list-style-type: none"><li>• Mortgage of 11.07 acres of Land in Nandigram</li><li>• Deed of Hypothecation</li></ul> <b>Risk</b> <ul style="list-style-type: none"><li>• Delay in machinery set up to run production</li><li>• Unstable demand from customers</li></ul> <b>Corporate Guarantee</b> <ul style="list-style-type: none"><li>• Microflex Films Pvt. Ltd.</li></ul>
<ul style="list-style-type: none"><li>• Loan Amount F1: ₹1.57 Cr</li><li>• Loan Amount F2: ₹1.17 Cr</li></ul>	<ul style="list-style-type: none"><li>• Tenure F1: 66 months (Dec 2021)</li><li>• Tenure F2: 38 months (Apr 2022)</li></ul>	
<b>Use of Capital</b> <ul style="list-style-type: none"><li>• Equipment Purchase</li><li>• Working Capital</li></ul>	<b>Sources of Repayment</b> <ul style="list-style-type: none"><li>• Income from Microflex Operations</li></ul>	





Industry: Transport/Logistics

• Loan Amount: ₹8 Cr

- **Tenure:** 12 months
- **Disbursement:** May 2022

Corporate Guarantee

- Saktopaya Logistics Pvt Ltd

Use of Capital

- Clear outstanding dues to improve working capital

Collateral: 2x, Receivable: 6x+

- Jaipur Office Land
- 3 residential properties
- Charge on Receivable of Wonder Cement

Sources of Repayment



- Wonder Cement
- New contract from Vedanta
- Cashflow from purchase of additional vehicles

Risk

- Irregular cashflows from their clients
- Increase in crude oil price may lead to increase in freight cost.





<b>Industry: FMCG</b>		
<ul style="list-style-type: none"><li>Loan Amount: ₹10 Crore</li></ul>	<ul style="list-style-type: none"><li>Tenure: 36 months</li><li>Disbursement: July 2022</li></ul>	<b>Collateral: 2.7x</b> <ul style="list-style-type: none"><li>Land Mortgage 1</li><li>Land Mortgage 2</li></ul>
<b>Use of Capital</b> <ul style="list-style-type: none"><li>25% of funds for new machinery</li><li>75% of funds for working capital</li></ul>	<b>Corporate Guarantors</b> <ul style="list-style-type: none"><li>AV Organics LLP</li><li>Cabisco Plastic LLP</li><li>Rajni Builders LLP</li></ul>	<b>Sources of Repayment</b> <ul style="list-style-type: none"><li>AV Organics profits from the global expansion &amp; sales</li><li>Cabisco Plastic LLP</li></ul>
 		<b>Risk</b> <ul style="list-style-type: none"><li>Majority of working capital is used for marketing</li><li>EBITDA of the company is negative for last 3 years.</li></ul>

# Exited Deals

Industry: Construction

• Loan Amount: ₹24 Cr

- Disbursement: April 2012
- Exit: Feb 2015

Collateral: 11x+

- Receivables cover
- Asset collateral cover

Use of Capital

- Residential township spread over 127 acres

Sources of Repayment

- Project Receivables

Securities

- Project receivables
- Mortgage of project land spread over 127 acres
- Hypothecation of property
- Personal guarantee by promoter
- Pledge of 100% shares of the land-owning companies



Industry: Industrial Park Construction

• Loan Amount: ₹20.5 Cr

- Disbursement: October 2017
- Exit: Mar 2019

Collateral: 5x+

- Asset collateral cover: ~5.5x
- Mortgage of 51-acre land in Nandigram, Gujarat and 9.5-acre land in Tumb, Gujarat.

Use of Capital

- Industrial Park Development

Personal Guarantors

- Babulal Verma

Sources of Repayment

- Escrow of receivables





Industry: Education

- Loan Amount F1: ₹18.5 Cr
- Loan Amount F2: ₹5 Cr
- Tenure: 84 months
- Disbursement: Mar 2018
- Exit: July 2022

Collateral: 3x+

- Escrow over school receivables ~ 3x
- Mortgage of project land spread over 5.2 acres – 2.4x
- 50% control of Trust

Use of Capital

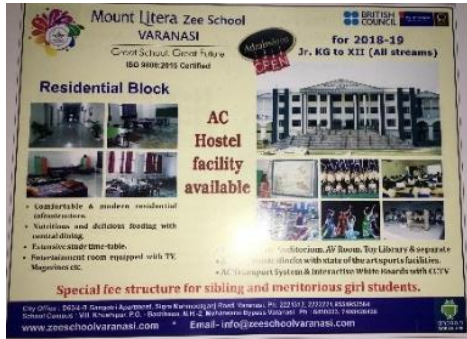
- School Operations
- Debt Repayments
- Capex

Sources of Repayment

- Income from school fees and admission charges

Personal Guarantors

- Pradeep Bishnoi





Industry: Industrial Park Construction

- Loan Amount: ₹4 Cr
- Disbursement: April 2019
- Exit: April 2022

- Collateral: 3x+**
- Receivable Cover ~1.1x
  - Asset Cover ~2.75x



- Use of Capital**
- Industrial Park Development

- Corporate Guarantors**
- Aqualand Resorts and Estates LLP
  - Seawood Corporation
  - Nandigram Realtors

- Sources of Repayment**
- Cashflow from group companies