

Secured Business Loans

For Working capital, Equipment & Raw material purchase, etc

₹25 lakhs to ₹10 Crore

7 Days Disbursal

Invoice Discounting

₹25 Lakhs - ₹1 Crore

2 Days Disbursal



Speed Capital

Red Fort provides secured business loans to small businesses with **2x+ collateral cover**

LENDING PARTNERS



BC partner

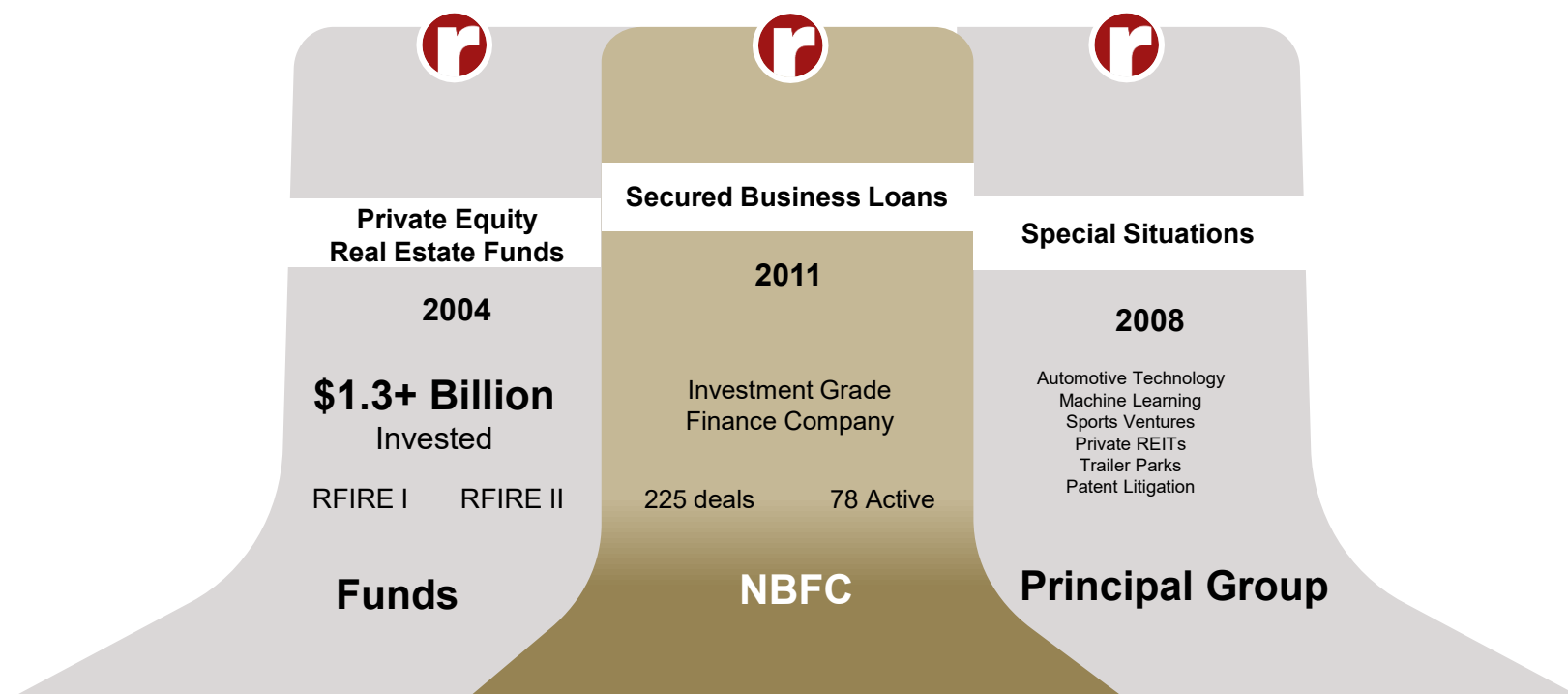
HIGHLIGHTS

- In-House Loan Management System
- Promoter Net Worth: 800 Cr+
- Diversified Loan Book: 14 Sectors
- Pan India Presence: 10 States & UTs

Founded by Parry Singh in 2004, has multiple financing vehicles: private equity funds, Non-Banking Finance Company, and a global special situations.

Red Fort's **\$1.3 billion** real estate fund has financed over 50 million square feet of residential and commercial space. The firm was ranked as a **Top Ten Emerging Manager** by PERE Magazine. Red Fort has an investment strategy uniquely focused on speed, diligent underwriting, transaction structuring, comprehensive asset management & monitoring.

Red Fort Capital's NBFC, is an **investment grade** finance company focusing on small business loans.



Red Fort India Real Estate Fund (RFIRE) has financed **\$1.3 billion**



La Tropicana



Lotus Boulevard



Exora Tech Park



Greenopolis



Oxygen



Signature City



Genesis IT Park



Palm Heights



Lotus City II



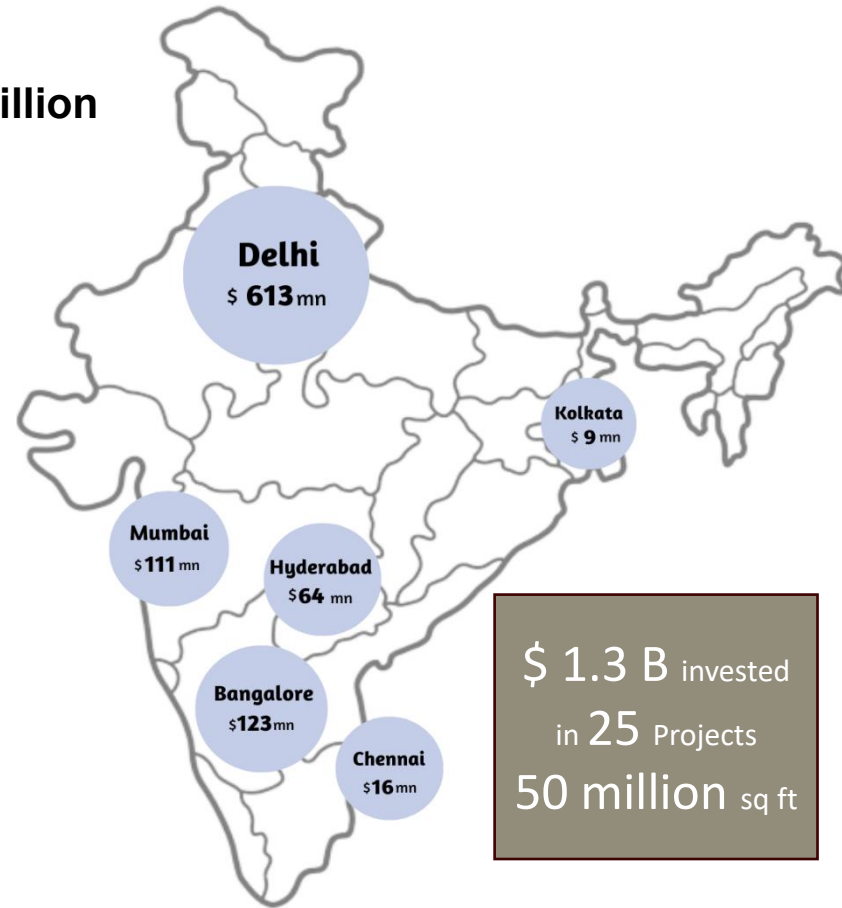
Jubilee Hills One



Silver Oak



Red Fort Towers



\$ 1.3 B invested
in **25** Projects
50 million sq ft

Industry-wide recognition

- Top 10 Emerging Managers by PERE
- Investor of the Year 2010 & 2011 by GIREM

Marquee Investors



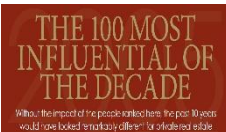
Institutional investor base includes Sovereign Wealth Funds, Funds of Funds, Pension Funds, Banks and Insurance Companies





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. Over the last two decades at Red Fort Capital, Mr. Singh has led investments in 60+ deals, investing over **\$1.3 billion**. These deals span multiple sectors across the country: Commercial, Residential, Industrial & Educational. Mr. Singh oversees the Senior Debt activity of Red Fort Capital NBFC.

Mr. Singh is a recipient of numerous industry awards and recognitions: **E&Y "Entrepreneur of the Year"**, Crain's "Top 40 under 40", PERE's "**100 Most Influential People of the Decade**" etc.

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, spoken on multiple TV shows, and authored articles in several industry publications. Mr. Singh 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), in High Yield and Fixed Income groups. From 1993 to 1997, Mr. Singh worked in Motorola (Symbol) – in several Engineering & Program Management positions.

Mr. Singh has served on the State of Illinois TechVenture Committee: advising the state on a **\$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*

4000+ Loan Applications

~600 Credit Committee

~400 Risk Committee

~240 Term Sheet

~180 Field Visit

150 Approved

Tech Enabled

Underwriting

\$ 500 billion

Credit starved market

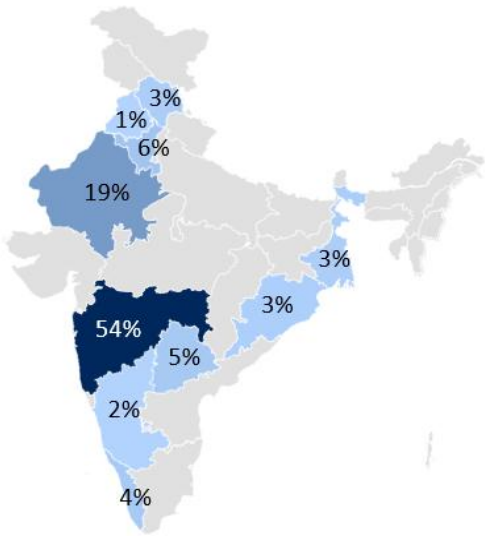
10,000+

DSA Applications

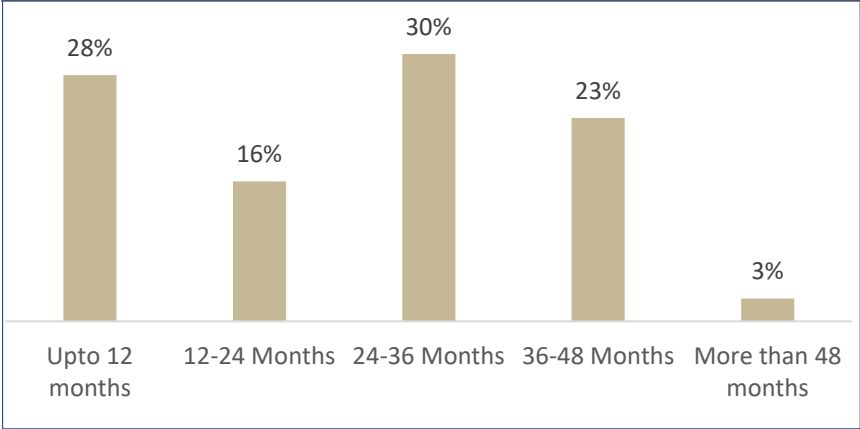
3.75%

Approval Rate

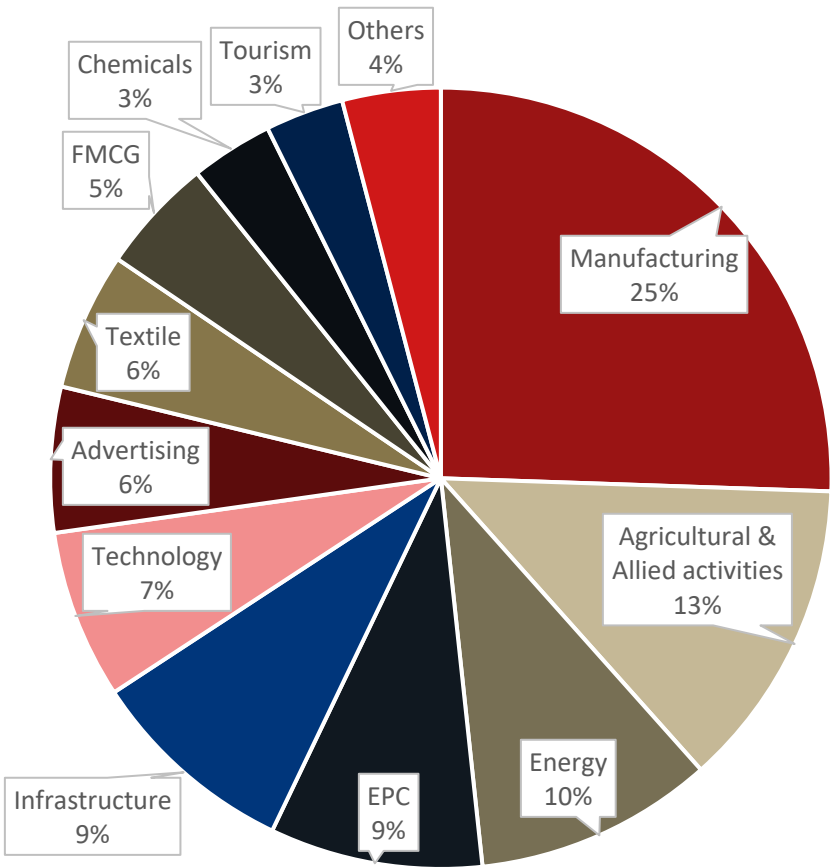
Loan Portfolio By Geography (% of AUM)



Loan Portfolio by Remaining Tenure in months (% of AUM)



Loan Portfolio by Sector (% of AUM)



As on Mar'25



Parry Singh – Founder & Executive Chairman

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

Led \$1.3 billion+ investments in India, spanning over 60 transactions within the last two decades.

Recipient of multiple industry awards and recognitions. Managing Partner American Capital Realty > \$400 M in US Real Estate transactions. CEO of Ethnicgrocer.com: Funded by Kleiner Perkins, Benchmark Capital & Kraft Foods – managed a team of 250; raised over \$90M. Investment Banker JPMorgan in High Yield & Fixed Income. MBA, Kellogg - Northwestern University (Top Student Award); MS, SUNY Stony Brook, NY; B. Tech., GNDU E&Y "Emerging Entrepreneur Award Recipient", Crain's "Top 40 Under 40", PERE "100 Most Influential in Real Estate"



Ram Krishna Kumar – Vice President of Finance & General Management

Deals: credit and risk analysis, Global Investments via different vehicles (Special situations investment group)

2 years of experience at Hero MotoCorp, in bike manufacturing plant Ex- Boston Consulting Group, Ex-P&G

MBA (Finance & Strategy), IIM Lucknow (Institute Rank 4); CFA Level 1

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



G V Raghuvansh Patnaik – Assistant Vice President of Finance & General Management

Capital Markets, Product Development, Deal- Risk Officer

Ex-EXL: Big Data and ML; Ex-Tata Steel

MBA(Finance, Operations), IIM Lucknow, CFA L1

B.Tech., Mechanical Engineering, NIT Trichy

Mid Management



Bharath Kumar
Manager

MBA, IIM Bangalore
CFA L2



Harsh Vasani
Manager

CA & Qualified Company Secretary
6+ yrs. in Capri, L&T Fin.



Vivek
Manager

MBA, IIM Lucknow
CA, 2+ yrs. in Deloitte



Isha Singh
Manager

MBA, IIM Lucknow
CFA L1, B.Com - DU

Associates



Sakshi Anjana
Assistant Manager
Business Development & HR



Geetanjali Sawant
Assistant Manager
Accounts



Pooja Bhosale
Associate
Finance



Raj Ramani
Associate
Finance



Heta Sheth
Associate
Finance



Sakshi Jaiswal
Associate
Business Development



Pooja Manglani
Executive
Marketing



Mukul Pandey

Tech Lead
IT Executive, Tech, R&D: LMS
10+ years of experience in the IT sector



Ranjeet Saini

Senior Full Stack Developer
IT Executive, Tech, R&D: LMS
Full Stack developer with 10+ yrs experience

Tech Team



Amit Dhawan

Managing Partner, Stride Ventures

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

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

Yes Bank: Ex-Country Head, Emerging Corporates Group

Corporate Banking Regional Head, Northern & Eastern India

ICICI Group for almost 15 years - Project Financing, Business Development, Government Banking, International Strategy and Corporate Banking

Specialties: Corporate Banking, Project Financing, Investment Banking, Structured Finance, Deal Origination, Strategy, Alliances



Kalyan Chakrabarti

CEO, Emaar India

Ex-President, CFO and Co-Head at Piramal Realty

- Over 25 years of leadership experience

General Electric

- Head of pricing at for all its Commercial Finance India, Global Head of Financial Planning and Analysis

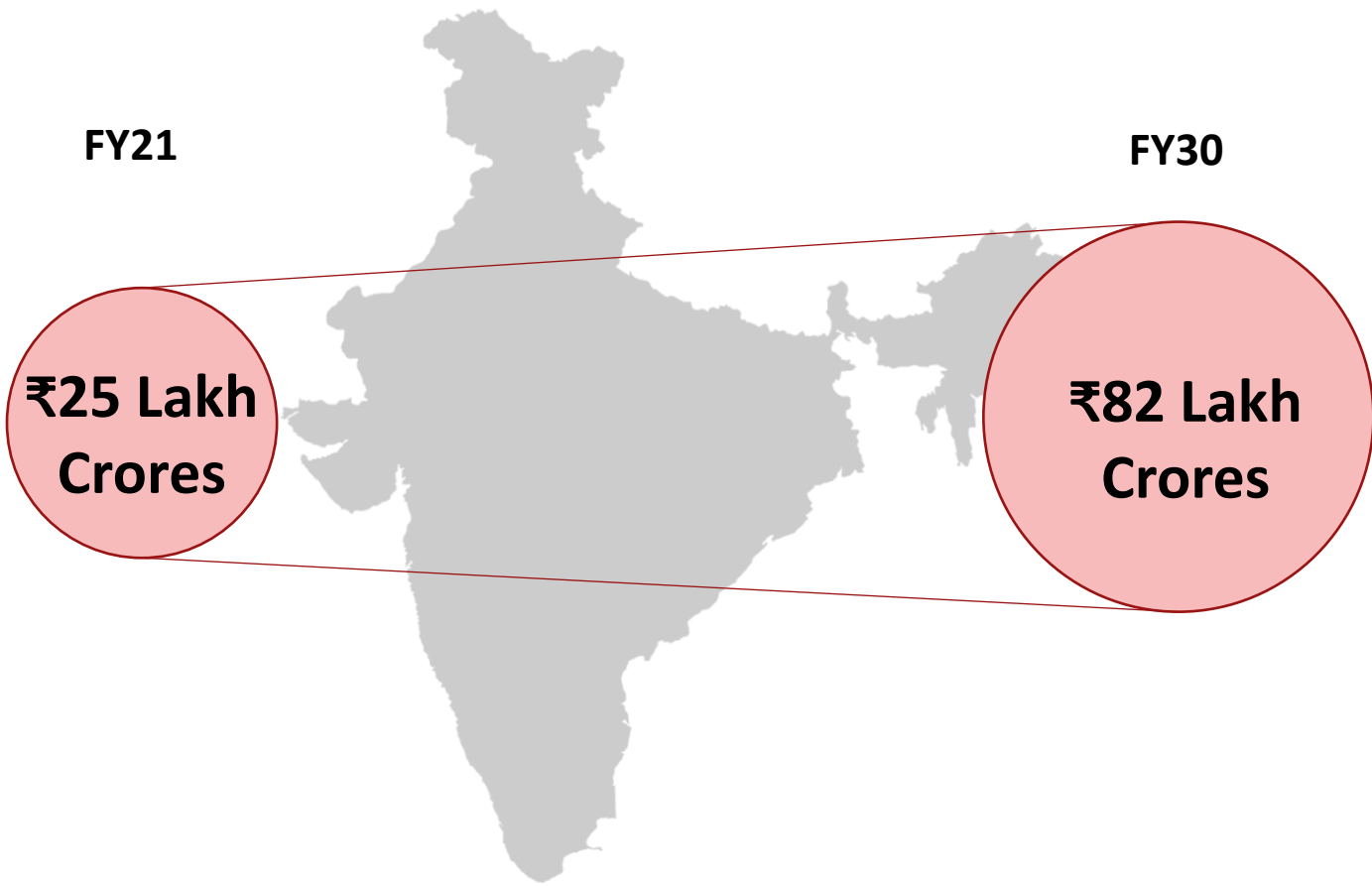
Genpact (NYSE listed ~\$850MM Revenue company)

- Head of Finance for European Equipment Finance





Red Fort Capital

- Ex - CFO and MD
 - several asset management roles for almost a decade
- MBA from XLRI Jamshedpur with a finance major, B.S. Mechanical Engineering

Annexure



PROBLEMS FACED BY MSMES IN GETTING LOANS

-  Slow loan processing
-  Lack of awareness
-  Regulatory Complexity
-  Poor Access to Capital market



Direct Selling Agents (DSAs)

1800+ onboarded

10,000+
Application



Active DSAs in 18 States



*LMS Platform to register, train
and assign DSAs*



*WhatsApp bot for educating
and onboarding DSAs*



Direct Outreach

Offline

Online

*Hoardings,
Billboards*

*PR Agency:
2.3 Cr+ PR Value*

Word of Mouth

**28 Lakh+ social
media Impressions**



**40K+
Chatbot Triggers**



Pre-Disbursal



Collateral (2-3X)

*NA Land, Residential or
Commercial Property, Machinery*



Corporate & Personal Guarantee

Directors and related entities



Pre-Disbursal Covenants

*Clearance of pending dues with
govt authorities, Banks/FIs etc.*



Escrow Agreements

*Mandatory escrow accounts to secure
cashflows for riskier borrowers*

Post-Disbursal



*Business performance
covenants to ensure
value accretive lending*



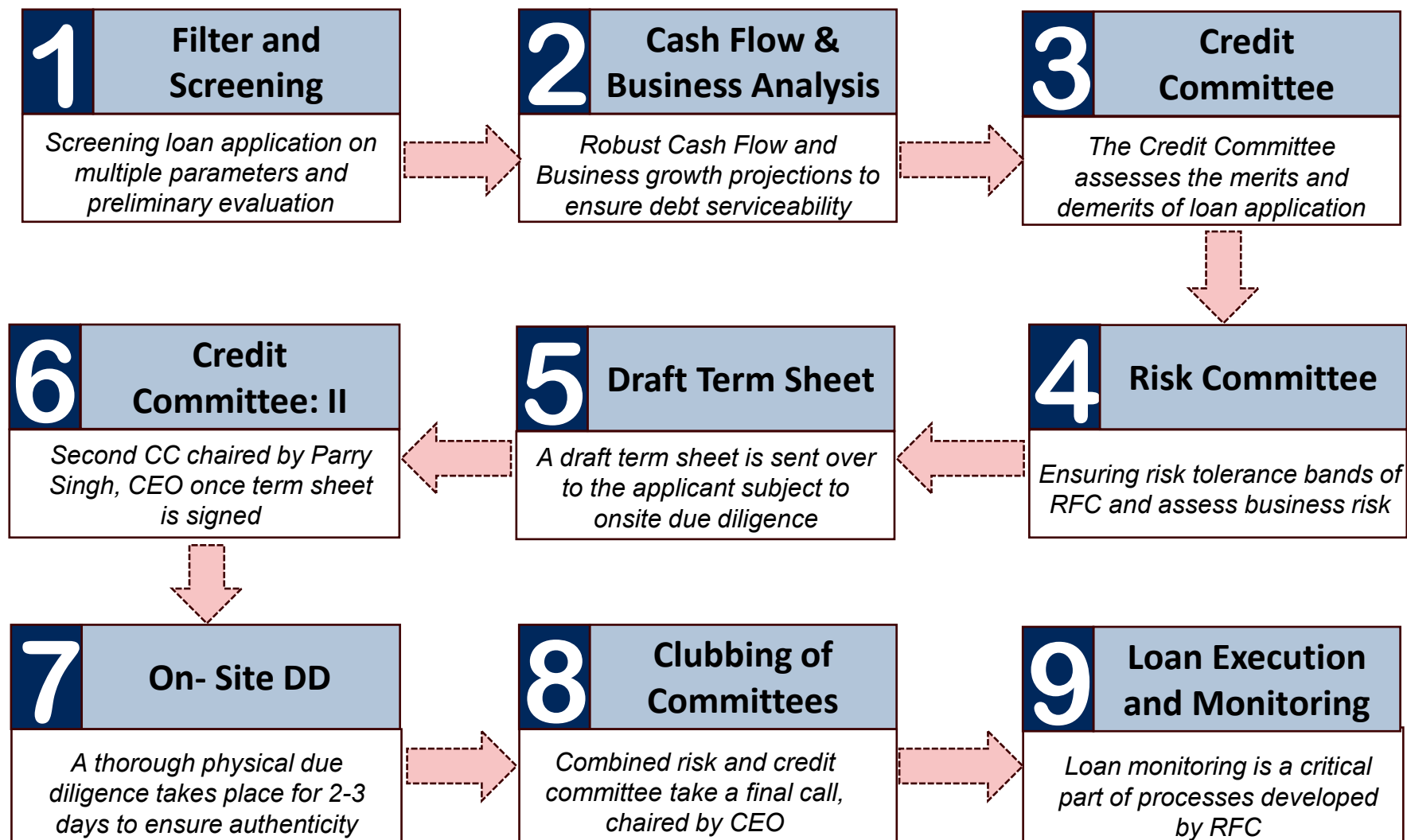
*Scrutinising end use of
funds, CA certificate*



*Monitoring Bank
Statements through AAs*



*On-site audit of inventory
and books of accounts*



Red Fort Capital's Credit Philosophy

