BIORx Venture Advisors
Your Success • Our Goal
Life Sciences | Investment Banking

Strategic Engagement Pitch

August 2018

About BIORx Venture Advisors Pvt. Ltd. (BVA)

- BVA is a specialist life sciences and healthcare Investment Bank and is deeply committed to supporting the every deal with its passion to provide unbiased solutions .
- BVA has institutionalized a highly empowered quality team with deep industry transactional & commercial and commercial expertise, to provide best advice on capital syndication and M&A Advisory
- BVA has represented clients on Sell & Buy Side across the all sub segment of healthcare in India.

Vision

- Our Vision is to enable sustained long growth by enhancing shareholder value by devising comprehensive customized solutions to financial and business development issues of our clients.

Mission

- Our Mission is to become the most preferred financial and strategic partner for the life-sciences industry of India.

Complete Service offering

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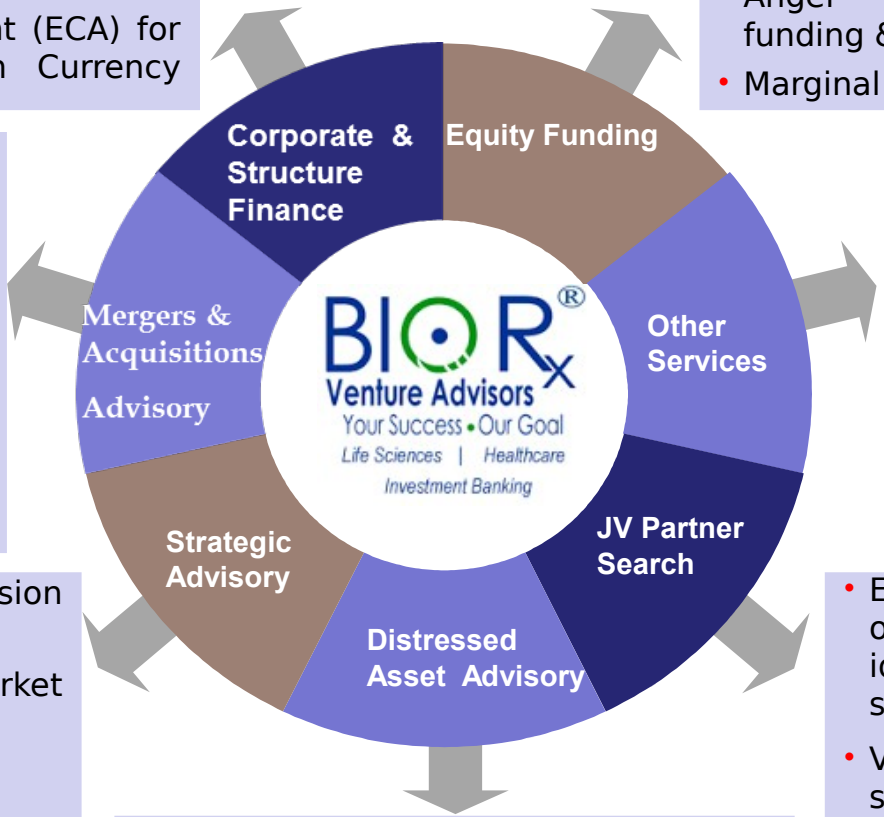
- Term Loan Syndication
- Export Credit Arrangement (ECA) for imports and/ or Foreign Currency Loans

- Angel – Seed fund / Pre-Series funding & Series A,B,C funding
- Marginal Finance or Bridge funding

- Managing and helping negotiating contracts
- Target scouting (both acquirer and acquiree)
- Valuation and Assessment
- Modelling the financial transaction
- Due Diligence, Tax and structuring advice



- Project Feasibility Studies
- Project Finance
- Financial and Technical Due Diligence
- Cash-Flow Securitization, Factoring, etc.

- Market Research & Vision Planning
- Business and Go to Market Plan
- Financial modelling
- Organization Structure
- Defining investment outlay / Valuation.

- Explore the Indian and overseas market for identification of most suitable Joint Venture Partner
- Valuation Advisory & deal structuring
- Negotiation and finalization of 'Term Sheet' and 'Shareholders Agreement

- Negotiations with Banks/ Institutions on One-Time Settlements (OTS)
- Re-Structure the capital and resolve debt obligation

Management Team – Proven Tack Record

Mr. Dinesh Chand Sharma - Chairman

Currently Executive Chairman of BIORx Venture Advisors Pvt. Ltd
Oct., 2005 - Oct., 2010 TECHNOLOGY DEVELOPMENT BOARD (TDB), Ministry of Science & Technology, Government of India

Worked as Secretary, TDB. As CEO of TDB, Overall in-charge to look after all the functions of TDB, which is involved in providing financial assistance to ventures for commercialization of indigenously developed technology.

Feb., 1988 - Sept., 2005 IFCI VENTURE CAPITAL FUNDS LTD. (IVCF), NEW DELHI, INDIA

Management Team – Proven Tack Record

Mr. Vishal Gandhi - Founder and CEO

Mr. Vishal Gandhi is the Founder and CEO of BIORx Venture Advisors Pvt. Ltd (BVA) and leads an accomplished team of MBAs, Chartered Accountants and Life -Sciences Domain Experts. The focus of BVA has been on providing Mergers and Acquisitions (M&A) /J.V advisory services, Technology Transfer, Commercial and Technical due diligence and helping clients raise capital. He has provided opinions and reports on over 100 valuations in his career.

Prior to starting his own company, Vishal had a 7 year stint with YES Bank, where he significantly developed the Life Sciences and Healthcare Vertical bringing in business from over 35 significant transactions in the area of M&A/Private Equity /Debt Space. He was extensively involved in financial, technical and commercial due diligence for Bank In -house clients and had worked with various Govt. agencies in conceptualization and implementation of the funding schemes. Some of marquee transactions he worked on includes financing of India's largest Multi-Specialty single location hospital "Medanta Medicity" at NCR- Gurgaon. Vishal has authored/presented 6 Knowledge papers and published few articlesrelated to various facets of Healthcare, Pharmaceuticals and Medical

Management Team – Proven Tack Record

He started his career with Dabur Pharmaceuticals, now owned by German Firm Fresenius &Kabi. He had Vishal's knowledge ranges from Biotechnology, Pharmaceuticals, Medical Devices to Finance to Management. After a Bachelors degree in Applied Sciences from Delhi University & Masters degree in Life sciences from the University of Hyderabad, he went on to complete an executive management degree from XLRI, Jamshedpur with specialization in finance and strategy. He has also obtained a PG diploma in IPR management from Institute of Intellectual Property. Currently, he is pursuing a PhD with specialization in Strategy Management.

Vishal is/was a member of various sectoral taskforces of the respective industry associations, including, TIE,FICCI, ABLE, OPPI, IDMA, BDMA and DBT-BIRAC, USIBC taskforce for Biotechnology and Nanotechnology, among others. He was also a Jury member for Bio-spectrum awards for the year 2011. He is often quoted on Business magazines /news-paper on his views /outlook for the sector.

Recently, he has been included in the Academic Advisory Council of BIMTECH [Birla Institute of Management Technology]. He has conducted a first-ever focused workshop on Venture Capital and Private Equity in Life Sciences in Hyderabad, which was received very well. Vishal is a also a Mentor at various forums including the most prestigious Platform of CIIE of IIM Ahmedabad.

Board Of Directors

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- **Ms. Pritika Kalra, Director & COO**
- **Mr. Virendra Upadhye, Director**
- **Mr. Badarinath, Director**
- **Mr. DD Bansal Director**

Our Recent M&A Transactions

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Exclusive Financial Advisor to Sangam Healthcare

Value – $ 10 Mn.

Strategic sale to Doctor Group

Feb 2014

Exclusive Financial Advisor to Heath Impetus

Value – $ 10 Mn.

Strategic sale to Doctor Group

Exclusive Financial Advisor to Welnus

Value –Undisclosed

Strategic sale to Super chemist Pvt. Ltd

Dec 2016

Our Recent VC/PE Transactions

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Exclusive Financial & Advisor to Novo Informatics

Novo Informatics

Value – Undisclosed
Fund raising from Clitch Pharma

May 2013

Exclusive Financial & Strategic Advisors Health Impetus

HealthImpetus
Going beyond medicines & medication

Value – Undisclosed
Fund Raising from Health Care at Home

March 2016

Exclusive Financial & Strategic Advisor to Vardhman Chemtech

VARDHMAN CHEMTECH

Value – INR 70 Crore
Fund raising from India Venture Advisors

March 2016

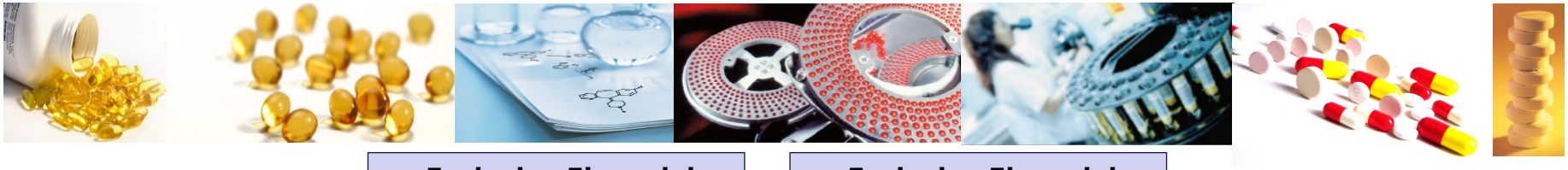
Exclusive Financial & Strategic Advisor to Health Intel

Health Intel
your care in your hands

Value – Undisclosed
Fund raising from Ozone Pharma Investment Company (B OZONE PHARMACEUTICALS LTD

April 2017

Our Recent Technology Finance Transactions



Exclusive Financial Advisor to Sanvita

Sanvita Bio-Technologies Pvt. Ltd.

Value – USD 5 Mn
Soft Loan from Government

Jan 2017

Exclusive Financial Advisor to Regenerative Medical Services Pvt Ltd

REGROW

Value – USD 1 Mn

June 2017

Exclusive Financial Advisor to

PHYTO BIOTECH

Value – USD 1 Mn

July 2017

Exclusive Financial Advisor to crystalline

CRYSTALIN RESEARCH PVT. LTD.
Pharmaceutical Solid State Innovation R&D Laboratory

Value – USD 2 Mn

Aug 2017

Exclusive Financial Advisor to Resource Life Sciences

Resources
Life Sciences

Value – USD 0.5 Mn

Sept 2017

Valuation Advisory Transactions

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Valuation Advisor to Albert

A INR 300 Crore Pharmaceutical Company

Valuation Advisor to

Integral BioSciences

A leading Bioscience Company

Valuation Advisor to Sanorasmiles

A leading dental Company

Valuation Advisor to Clear Medi Healthcare

ClearMedi Healthcare

design, develop & mgmt. of complex medical equipment

Valuation Advisor to Passi Healthcom

Passi HealthCom
Formerly Passi Publications

Leading, inventing medical contents

Valuation Advisor to

A Patient-centric Disease Management

Valuation Advisor to

Mankind
Serving Life

A leading Pharma Company

Valuation Advisor to

VANGUARD DIAGNOSTICS

A trusted Diagnostic Brand

Valuation Advisor to Akums

A drug manufacturer Company

Valuation Advisor to

MOREPEN
The Joy of Growing Together

Pharmaceutical Ingredient, Formulation Diagnostic

Valuation Advisor to RPG

RPG LIFE SCIENCES LIMITED

A leading Pharma Company

Valuation Advisor to

Doctor Insta .com

India First telemedicine Company

Business Plan Assessment

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SURAKSHA PHARMA PVT. LTD.
HYDERABAD | ROORKEE | JAIPUR | BHIMAVARAM

Get Well Sooner...

ADITHYA BIOTECH
LAB & RESEARCH Pvt. Ltd.

ClearMedi Healthcare
Planned - Smarter - Better

Medulla

EYE Q

Strategic Alliances

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Medley Pharma

Metropolis Healthcare

Portia

Doctor Insta

Syncom Formulation

Just relief

Synokem Pharma

Our Current Mandate in CY17 & CY18

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Fund Raising

USD ~ 8 Mn. Financial Advisor	USD ~ 2 Mn. Financial Advisor	USD ~ 2 Mn. Financial Advisor	USD 5 Mn. Financial Advisor	USD 1 Mn. Financial Advisor
One of the largest producer of Sterile APIs in India	A Pre-clinical Research and Drug Discovery company	India's first pure - play healthcare content platform	India's first Video Medicine Company	An IIT Delhi partnered start-up providing innovative personal hygiene solution
2017	2017	2017	2017	2017

USD ~ 3 Mn Financial Advisor	USD ~ 3 Mn Financial Advisor
A pharmaceutical manufacturer, exporter and marketer	A pharmaceutical manufacturer, exporter and marketer
2018	2018

Our Current Mandate in CY17 & CY18

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M&A Advisory

USD ~ 3 Mn
Financial Advisor

Home Healthcare Services Comapny

2017

USD ~ 4 Mn
Financial Advisor

IOT based Healthcare Analytics Company

2017

USD ~ 2 Mn
Financial Advisor

A Digital Flexi Healthcare Company

2017

Technology out licensing

Financial Advisor

An Ayurveda products range company

2018

Transactions completed by teams

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Mr. Vishal Gandhi

- Parabolic Drugs: Raised INR 250 million, growth capital from BTS Investment Advisor.
- Prolong Pharmaceuticals: Advised for drug development collaboration with Cadila Healthcare for PEG EPO.
- Fortis Hospital: Acquisition financing of Malar Hospital in Chennai.
- Medanta- Structured Financing of Rs 5000 million
- Advised a BA/BE CRO in divesting its business.

Transactions completed by teams

Photo

Saurabh Tripathi – Manager, (BTech – UPTU & MBA Finance – ICFAI Mumbai)

- Project Head in INR 1 Cr fund raising for Always Logistics
- Strategic Advisor for energy division of 800 Cr SP Group
- Involved in complete due diligence of Magnum coaching (IIT & Medical) in one M&A transaction
- Project Head in providing 6 Cr. venture debt to Intelligence Node (An analytics Statrtup)
- Team Member in providing 4 Cr, Venture debt Knowlarity (A startup)
- Involved in 25 Cr. structure debt to Ahuja Group (a renowned developer of Mumbai)_

Empanelment with Renowned Agencies

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ABLE Association of Biotechnology Led Enterprises ™

AMTZ
सिद्धिर्भवति कर्मजा

CII
Confedration of Indian Industry

IDMA
Indian Drug Manufacturers' Association

AIMA
ALL INDIA MANAGEMENT ASSOCIATION

FICCI

FITT

भारतीय प्रौद्योगिकी संस्थान दिल्ली
INDIAN INSTITUTE OF TECHNOLOGY DELHI

birac
Ignite Innovate Incubate

ADMA BIOLOGICS

Department of BioTechnology, Government of India
सत्यमेव जयते

TiE GLOBAL
FOSTERING ENTREPRENEURSHIP

BDMA
BULK DRUG
MANUFACTURERS ASSOCIATION INDIA

विद्याविनियोगाद्विकासः
IIM AHMEDABAD

Press Releases

HealthIntel Services raises funds from BLIP Initiatives

A year-old BLIP was co-founded by Nitin Gupta, an ISB alumni and a former investment banker, along with SC Sehgal

Vishal Dutta | ET Bureau | June 16, 2017, 07:51 IST

HealthIntel Services (HSPL), which uses a unique online-offline pharmacy model in Northern India, has raised an undisclosed growth capital from BLIP Initiatives. BLIP is a special purpose vehicle and a one-of-its kind accelerator that provides strategic tie-ups as well as funding support, with interests in health tech, beauty and consumer product startups at the commercialisation stage.

A year-old BLIP was co-founded by Nitin Gupta, an ISB alumni and a former investment banker, along with SC Sehgal, promoter of Ozone Ayurvedics, owner of erstwhile brand `No Marks' -India's largest selling anti-mark product. BIORx Ventures Advisors acted as an exclusive transaction advisor on behalf of HSPL.

Activate Windows
Go to PC settings to activa

Press Releases

Rajasthan Antibiotics to raise Rs 50 crore VC Funding

By EP News Bureau on May 9, 2017

The funding would be pumped into company expansion through Greenfield and Brownfield

Rajasthan Antibiotics Limited (RAL), is planning to raise an amount of Rs 50 crores through venture capital (VC) funding by August-September 2017. BIORx Venture Advisors (BIORx) has been mandated to syndicate funds. The funding would be pumped into company expansion through greenfield and brownfield. BIORx works as a financial and strategic partner for the life-sciences industry.

In the past 25 years, RAL has grown both in size and reputation to become the nation's largest producer of injectable antibiotics. Ashish Pruthi, MD, RAL, said, "Our next target is to generate a revenue of Rs 500 crores by 2020 and strengthening our position in the ever-growing niche segment of Steriles."

Press Releases

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Doctor Insta to raise $4 mn for further expansion in India

MUMBAI, OCT 24: Doctor Insta, a video medicine platform, is to raise the next round of funding of $4 million to further expand its operations in the country.

The company has roped in BIORx Venture Advisors, a specialised financial and strategic advisory firm, as an exclusive partner to manage the fund-raising.

"We are on the threshold of redefining the telemedicine space in India and establishing ourselves as the go-to platform by further expanding our pan-India presence," said Amit Munjal, Founder and CEO at Doctor Insta.

Following its inception in December 2015, Doctor Insta has raised over $3 million in funding, which was led by RoundGlass Partners (Seattle, Washington) and BrahmaXVentures (Los Angeles, CA). The funds were utilised to set up operations in India across the consumer and corporate verticals.

Doctor Insta currently runs its services at a pan-India level through the B2C (retail) and B2B2C/ B2G channels (corporate and governments). This year the company has collaborated with companies such as American Express, SRF, Channel Play, Videocon and Muthoot Finance, through which it has covered more than 3,00,000 employees and their families.

Management Research Credentials

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Namita Gupta
Scientist 'F'
NSTMIS Division
Phone: 26590371,
Telefax: 26961579, 26523432
Email: namita@nic.in

भारत सरकार
विज्ञान और प्रौद्योगिकी मंत्रालय,
विज्ञान और प्रौद्योगिकी विभाग,
टेक्नोलॉजी भवन, महरौली मार्ग,
नई दिल्ली–110016

GOVERNMENT OF INDIA
MINISTRY OF SCIENCE AND TECHNOLOGY,
DEPARTMENT OF SCIENCE AND TECHNOLOGY,
TECHNOLOGY BHAVAN, NEW MEHRAULI ROAD,
NEW DELHI-110016

D.O. No. DST/NSTMIS/05/185/2014-15
Dated 18.2.2015

Sub: Project Proposal entitled "A 360⁰ comprehensive assessment of Technology Business Incubators and accelerators primarily in the area of Life Science in India"

Dear Mr. Gandhi,

This has reference to the DST sponsored project as mentioned above. The above project has been sanctioned to you as PI vide this Department's sanction letter of even number dated 13.1.2015 for duration of 9 months.

You are requested to constitute a Local Project Advisory Committee (LPAC) of 7 to 8 members/experts in and around your place of work in consultation with the DST. This committee is constituted for the expert guidance and smooth implementation of the project. The undersigned would be member of this committee from DST.

An early reply in this regard will be highly appreciated.

With regards,

Yours sincerely,
Gupta
(Namita Gupta)

Mr. Vishal Gandhi,
CEO & Managing Partner,
BIORx Venture Advsors Private Limited,
1st Flor, Gaurav Deep Tower,
Sector-62,
NOIDA (U.P.)-201301.

Management Research Credentials

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THE INSTITUTE OF Company Secretaries of India
IN PURSUIT OF PROFESSIONAL EXCELLENCE
Statutory body under an Act of Parliament

FORE

Kathmandu University School of Management

FORE INTERNATIONAL FINANCE CONFERENCE 2014

This is to certify that

Mr. Vishal Gandhi

presented a paper titled

"A Comprehensive Review of FDI in Pharmaceutical Sector (2004-2012) - A Critical Analysis"

at the conference held on 27th -28th November, 2014

organized by FORE School of Management, New Delhi

A. K. Puri
Conference Convenor

Jitendra K. Das
Conference Chair and Director, FORE

Heartfelt Thanks

for your presence in the

Academic Advisory Committee Meeting

of the

Centre for Business Management

(CBM)

Friday, May 10, 2013

BIMTECH
BIRLA INSTITUTE OF MANAGEMENT TECHNOLOGY
25 YEARS

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AI ACQUISITION INTERNATIONAL
The Voice of Corporate Finance

ICC UNITED KINGDOM
INTERNATIONAL CHAMBER OF COMMERCE
The world business organization

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Search Articles

Mr. Gandhi – Best speaker in BioIncubator-SIIC IITK - 2018

BIORx Venture Advisors

Best in Sector: Financial Advisory Services

Indian Excellence Awards

BIORx Venture Advisors has been crowned Best Life Science Strategic Advisory Firm 2018 in Indian Excellence Awards

BIORx as Investment Banking Partner in Indian Health Summit at Mumbai

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IMDI Conference at Ahmedabad

3rd VOH Conference at Indore

3rd VOH Conference

on

Challenges & Opportunities in Tier 2 Healthcare Markets

VOH VOICE OF HEALTHCARE

Policy Think Tank for Healthcare Sector

4th Edition | MEDICAL EXPO

25th-26th May 2018
Indore (MP)

Mr Vishal Gandhi
Founder & CEO,
BIORx Venture Advisors (BVA),
Noida, NCR

Panel Discussion on

Master's Class on Fund raising Approach & Strategy for Tier 2 hospitals

CLICK HERE TO REGISTER:
www.event.voiceofhealthcare.org

Media Partner | Hospital Partner | Knowledge Partner | Industry Partner | Media Partner | Technology Partner | NGO Partner

www.voiceofhealthcare.org

BIORx Advised Sangam Health Care

Kesava Sreenivasulu Chekka (Patil Group) 1st January, 2014

Dear Munish,

Please find below the remarks on subject matter and our opinion on working with BIORx for M&A Services.

BIORx team lead by Mr. Vishal Gandhi, to our transaction service of Sangam Health Care is quite impressive and satisfactory on the following elements.

1. Comprehensive Business Knowledge and Structuring expertise in the field of industry and the contacts and convincing levels are amazing.
2. Independent and conflict free advisory.
3. Continuous dialogue with customer and updating the customer about happenings in industry and how we have to react.
4. Judgement levels of asset valuation and convincing the customer is awesome.
5. In-depth analysis of the transaction is excellent and enlighten the customer and makes us well prepared for the transaction.

Regards

Kesava

BIORx Advised Vivimed Labs

To Whom So ever It Is Concerned …

This is to certify that I know Mr. Vishal Gandhi of 'BIORx Venture Advisors' from quiet some time .They are most trustworthy , dependable & client friendly negotiators in all our assigned assignment. BIORx Venture Advisors already assisted with a closure in raising funds for Vivimed labs & presently working on our Biotech group of company Sanvita Biotechnologies Pvt.Ltd for Joint venture with a big Multinational .

Hence This Certificate !!

With Best Wishes,

Sr. vice president (Biotech Projects)

Vivimed Labs (a Indian Listed company0

Mr. Gandhi – Best speaker in BioIncubator-SIIC IITK

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Disclaimer

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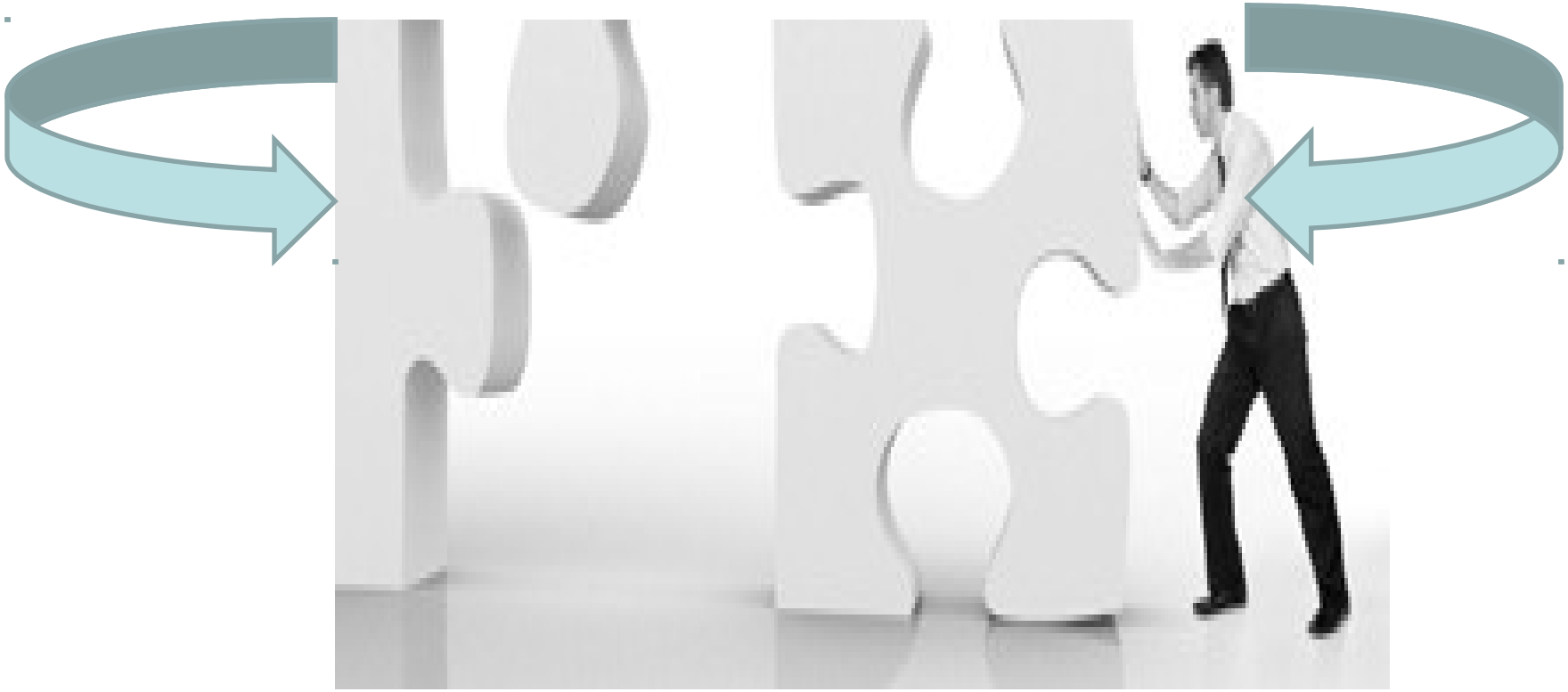
Thank You