

Clean Enterprises

Capital raising in public markets

Restructuring Advisory

Mezzanine & Convertible Debt

Mergers & Acquisitions

Philanthropic Capital

Joint Venture Advisory

Clean Technology

Restructuring Advisory

**SUSTAINABLE INVESTMENT BANKING**

Social Businesses

Technology Transfer Facilitation

Private Equity



Sectoral & Product Framework

## Sustainable Investment Banking (SIB)

YES SECURITIES, a wholly-owned subsidiary of YES BANK, India's fifth largest private sector bank, is one of the leading financial advisors in India offering a gamut of services, such as Investment Banking, Institutional Sales & Trading and Equity Research to its clients. The firm has a robust track record of over 250+ successful deal closures in Investment Banking and Capital Markets transactions. The firm is a registered securities broker with SEBI & a member of NSE and BSE.

SIB, a knowledge focused initiative of YES SECURITIES, provides Investment Banking and advisory services to companies operating in the energy, environment, and social and inclusive sectors. It specializes in Private Equity Fund Raising, Merger & Acquisition, Technology Transfer, Equity Capital Market, Business Advisory and has successfully completed multiple transactions in the above areas. Given its sector focused approach and knowledge driven initiative, SIB enjoys a unique positioning for itself in the industry and has been able to offer significant value proposition to its clients.

### Key Highlights

- First Investment Bank in India with a dedicated team of experienced professionals for clean energy and sustainable sectors
- Knowledge driven approach with complete coverage of various sub sectors and respective value chain
- Well networked with stakeholders in the industry including regulators, consultants investors and corporates
- Successfully executed over 33 transactions in the sustainability sector cumulating to total transaction value of US\$ 7 bn
- Concluded 10 transactions in the last 18 months - Largest by volume in sustainability focused Investment Banking
- Long term approach towards the sector with successful deal closures ranging from US\$ 600 K to US\$ 1.6 bn
- Advised on one of the largest cross border M&A (US\$ 1.6 Bn) and IPO transactions in sustainability space
- Advisor/Partner to global sustainability focused investors for Indian markets

### Sectors and Services



## Private Equity / Capital Markets



**Atria Brindavan Power**  
Fund-raise from Piramal & APG  
**INR 7,500 Mn**  
2016



**Jain Irrigation**  
Fund-raise for their drip irrigation and food processing business  
**US\$ 120 Mn**  
2016



**Inox Wind Ltd.**  
BRLM to the Initial Public Offer  
**INR 10,200 Mn**  
2015



**YES BANK Ltd.**  
India's FIRST Green Infrastructure Bond 10 Yrs. Tenor  
**INR 10,200 Mn**  
2015



**DTL Ancillaries Ltd**  
Private equity fund raising from India Industrial Growth Fund Ltd (IGF)  
**INR 450 Mn**  
2012



**Indian Energy Ltd.**  
Sale of controlling stake to Infrastructure India Plc.  
**US \$ 13 Mn**  
2011



**Sunengy Pty. Ltd.**  
Seed fund-raising and commercial tie-up with Tata Power  
**Undisclosed**  
2011



**Greenko Group**  
Private equity placement to Global Environment fund  
**US\$ 46.3 Mn**  
2009



**Suzlon Energy**  
10% stake sale in Hansen Transmissions to Ecofin Funds  
**US\$ 105 Mn**  
2009



**SE Forge Ltd.**  
Investment by IDFC PE in a foundry and forging company  
**INR 4,000 Mn**  
2008



**Shree Maheshwar Hydel Power Corporation**  
Private equity fund-raising from Kaupthing  
**US\$ 25 Mn**  
2008



**ChrysCapital**  
Divestment of shares in Suzlon Energy to GIC, Singapore  
**US\$ 61 Mn**  
2005

## Mergers & Acquisitions



**Fonroche Energie France**  
Sale of 22 MW operational solar asset to Hinduja Group  
**INR 2,180 Mn**  
2016



**Indorama Renewables**  
Sale of 30 MW operational wind assets to Tata Power Renewable  
**INR 2,400 Mn**  
2016



**Jaiprakash Associates Ltd.**  
Sale of 49 MW operational wind assets  
**INR 1,850 Mn**  
2015



**Educomp Solutions Ltd.**  
Sale of majority stake in its subsidiary Gateforum Education Services Pvt. Ltd.  
**US\$ 11 Mn**  
2014



**Global Wind Power Ltd.**  
Sale of controlling stake in Global Wind Power Ltd. to China Ming Yang Wind Power Group Ltd.  
**\$ 25 Mn**  
2012



**Colossus Holdings Pte Ltd.**  
Acquisition of Honiton Energy Holdings plc  
Formation of JV with Arcapita Bank B.S.C.  
**US\$ 230 Mn**  
2008



**Suzlon Energy**  
Sale of Suzlon Engitech Ltd. owning wind assets  
**US\$ 40 Mn**  
2012

**SGPL**  
Sale of 95 MW of wind farm capacity to Techno Electric & Engineering Co. Ltd.  
**Undisclosed Amount**  
2009

**Suzlon Energy**  
Acquisition of REpower Systems AG, Germany  
**€ 1,200 Mn**  
2007

**Suzlon Energy**  
Acquisition of Hansen Transmissions, Belgium  
**US \$ 465 Mn**  
2006



**Jain Irrigation**  
Acquisition of Aquarius Brands Inc., USA  
**US\$ 21.5 Mn**  
2007

**Jain Irrigation**  
Acquisition of Naandan Irrigation, Israel  
**US\$ 21.5 Mn**  
2007

## Financial Sponsor Advisory



**CDC**  
Strategic advisor to CDC Group for Renewable Energy investments in India

2016



**GLOBAL ENVIRONMENT FUND**

Exclusive India Advisor for GEF's GEEMF III Fund



**Saisudhir Infrastructure Ltd.**  
Investment Advisors for private equity investment  
**US\$ 25.5 Mn**  
2011



**GLOBAL ENVIRONMENT FUND**

Advisor for raising a South Asia focused Clean Energy Private Equity Fund

**South Asia Focused Clean Energy Fund**

Advisor for raising the fund

**US\$ 200 Mn**  
2011

## Awards & Recognition - Dealmaking



Winner 'Equities IPO'  
2016

DealMakers

COUNTRY  
AWARDS

2015

Winner 'Investment Bank of  
the Year' 2015



Bank of the Year – India  
2014



Bank of the Year – India  
2013

## Awards & Recognition - Sustainability

ISO 14001:2015

First bank globally to migrate  
to the ISO 14001:2015  
certification for its  
Environmental Management  
System (EMS)  
2017



The Karlsruhe  
Sustainable Finance Awards

- Best Innovation and Sustainable Financial Products & Services, 2016
- Outstanding Business Sustainability Achievement, 2015 & 2013
- Outstanding Sustainable Project Financing, 2014

Karlsruhe Sustainable Finance Awards,  
Germany



- Best Renewable Energy Deal (Solar) India, 2016
  - Best Green bond Facility Highly commended India, 2016
  - Renewable Energy deal of the Year, 2015
- The Asset Triple A Infrastructure Awards, Hong Kong



- Sustainability Award, London, 2016, 2015 & 2012
  - Corporate Social Responsibility, Bangalore, 2013
- Golden Peacock Global Convention



- Sustainable Bank of the Year - Asia/Pacific, 2012 & 2011
  - No.1 Emerging Markets Sustainable Bank of the Year - Asia, 2008
- FT / IFC Washington  
London

Euromoney  
Asia's Best Bank for CSR

Asia's Best Bank for CSR  
EUROMONEY AWARDS  
FOR EXCELLENCE  
HONG KONG, 2016



Pioneer in Emerging Markets  
- India  
CLIMATE BONDS  
INITIATIVE AT LONDON  
STOCK EXCHANGE,  
LONDON - 2016

MEMBER OF  
Dow Jones  
Sustainability Indices  
In Collaboration with RobecoSAM

Continues to be the First  
and Only Indian Bank  
included in  
DJSI EMERGING  
MARKETS INDEX  
NEW YORK -  
2016, 2015

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