

An Operating & Investment Platform focused in the GRC / ESG segments

An Overview

June 2024



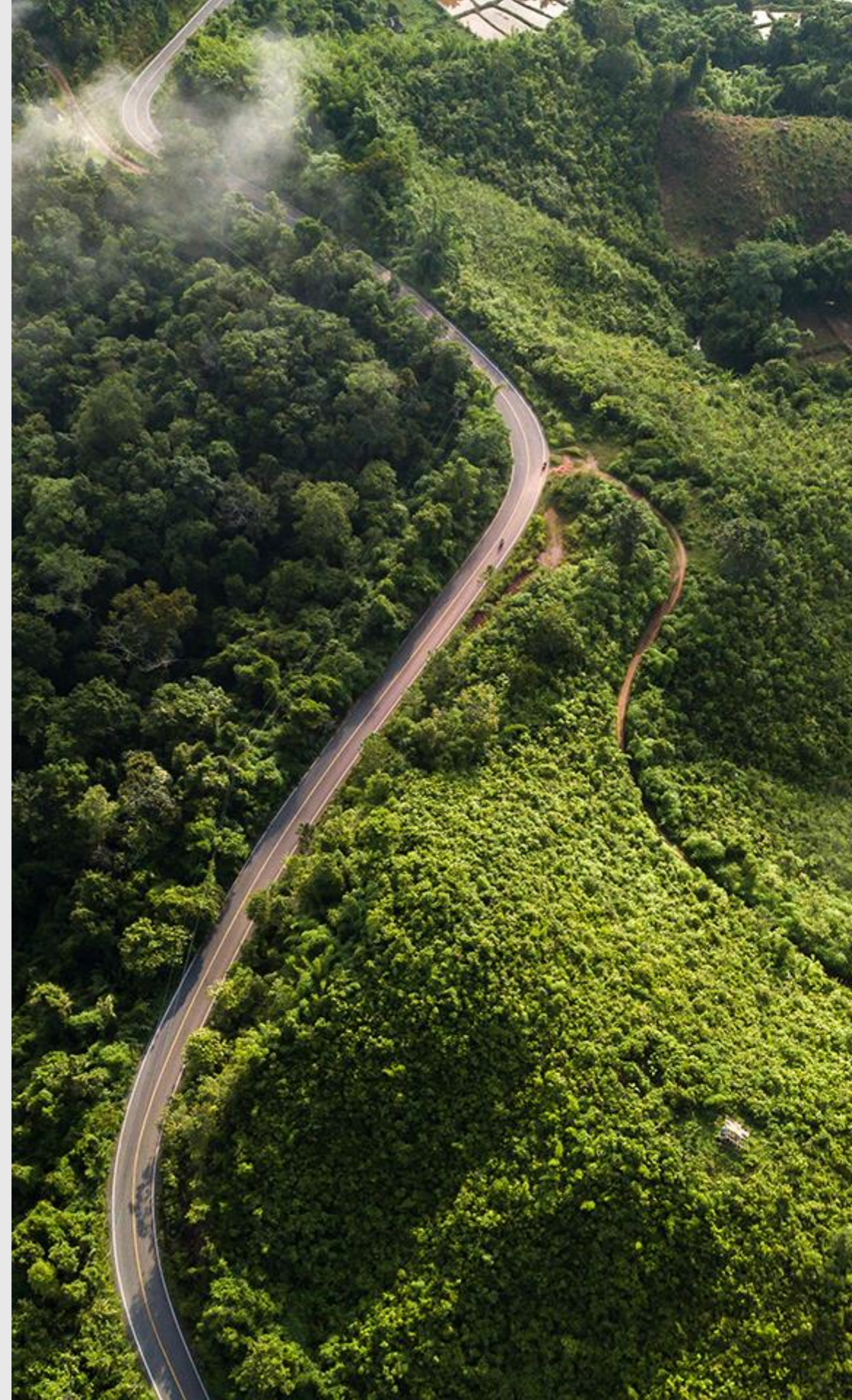


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Xcelerate: Vision & Strategy





Vision & Strategy

Our Vision:
GRC & ESG

Emergence as the #1 GRC / ESG platform in the chosen regions

Comprehensive solution provider, on a regional scale, enabling companies to:

- ❖ Streamline, Strengthen & Enhance Governance Standards
- ❖ Identify & Manage Internal / External Risk
- ❖ Comply with all Regulatory, Statutory Compliance requirements
- ❖ Operate in an Environment Friendly, Sustainable and Responsible manner Respecting and Encouraging Diversity & Inclusion.





Vision & Strategy

Our Strategy: GRC & ESG

Onboard Expert Teams

Onboard highly qualified and experienced teams with subject matter expertise

Optimally leverage technologies, experiences, domain expertise and client relationships across the group to build, develop and offer best in class digital tools and solutions to the clientele across the platform.

Enhance Tech Capabilities

Deliver cost-effective solutions using scalable IT tools and digital platforms

Consolidate

Grow both organically and inorganically, consolidating businesses, digitizing operations achieving cost efficiencies and ability to scale

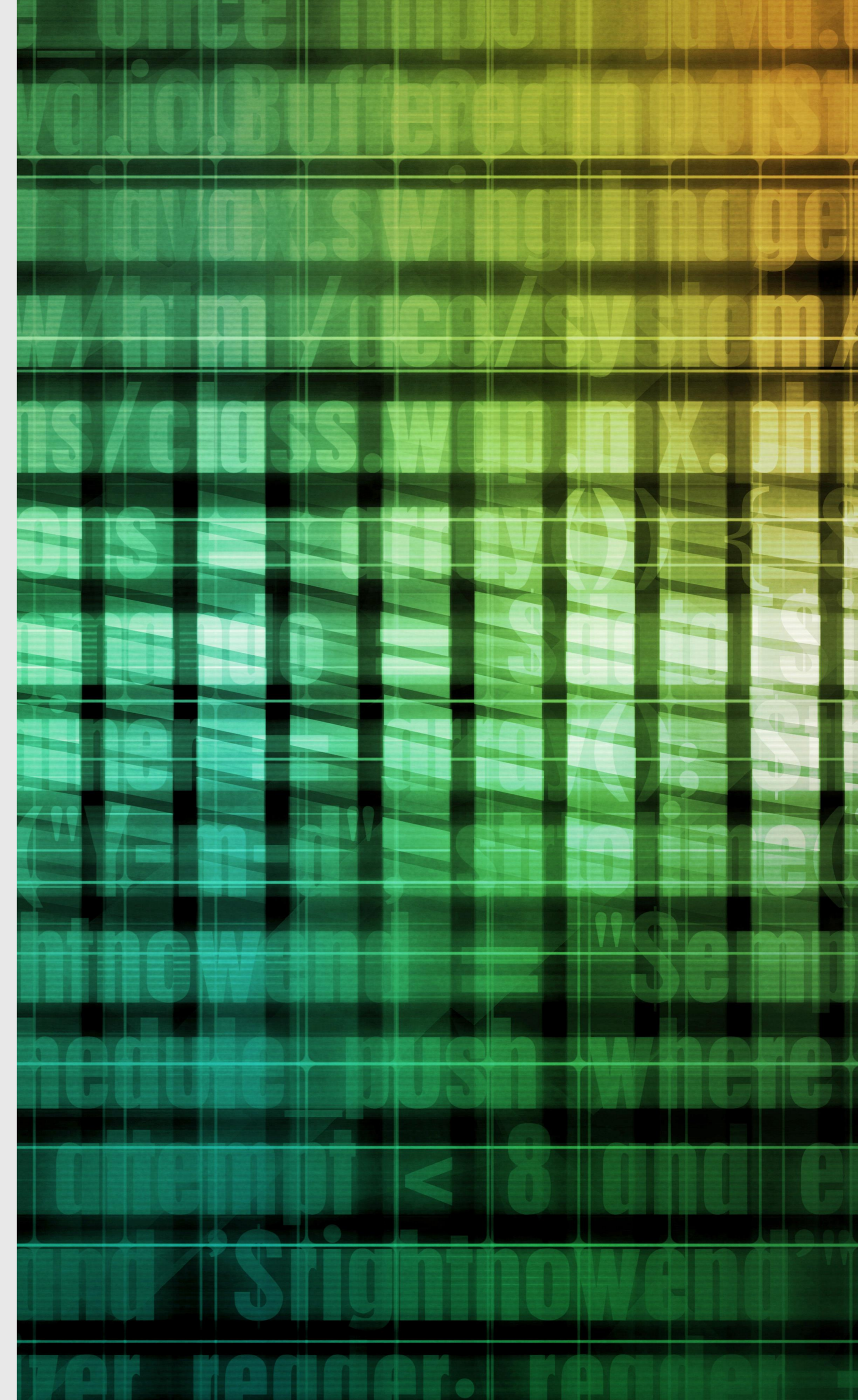
Establish a strong presence in:

- ❖ Complex, highly regulated markets (APAC / EU /USA)
- ❖ Complex, highly regulated Sectors / business segments (Labor intensive industries, BFSI, PharmaChem etc)
- ❖ Develop cutting edge technologies / tools to digitize operations, achieve higher profitability and an ability to scale globally

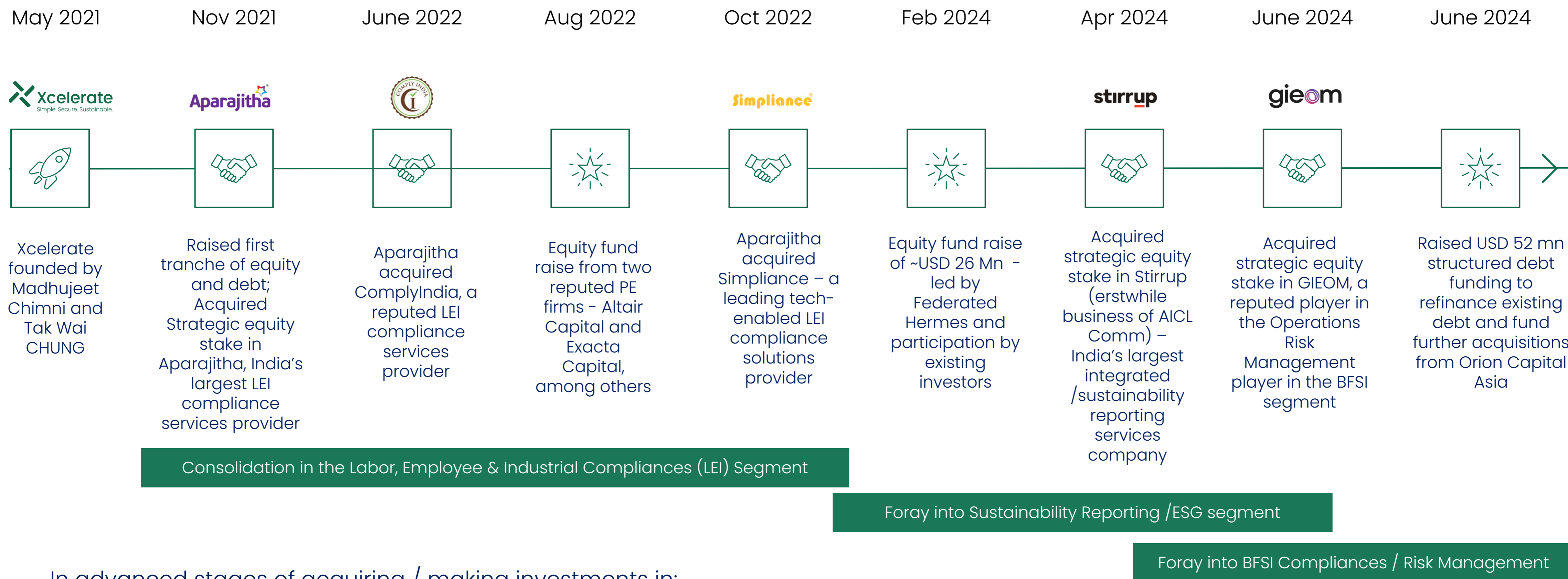




Leading Platform In The Making



Leading Platform In The Making

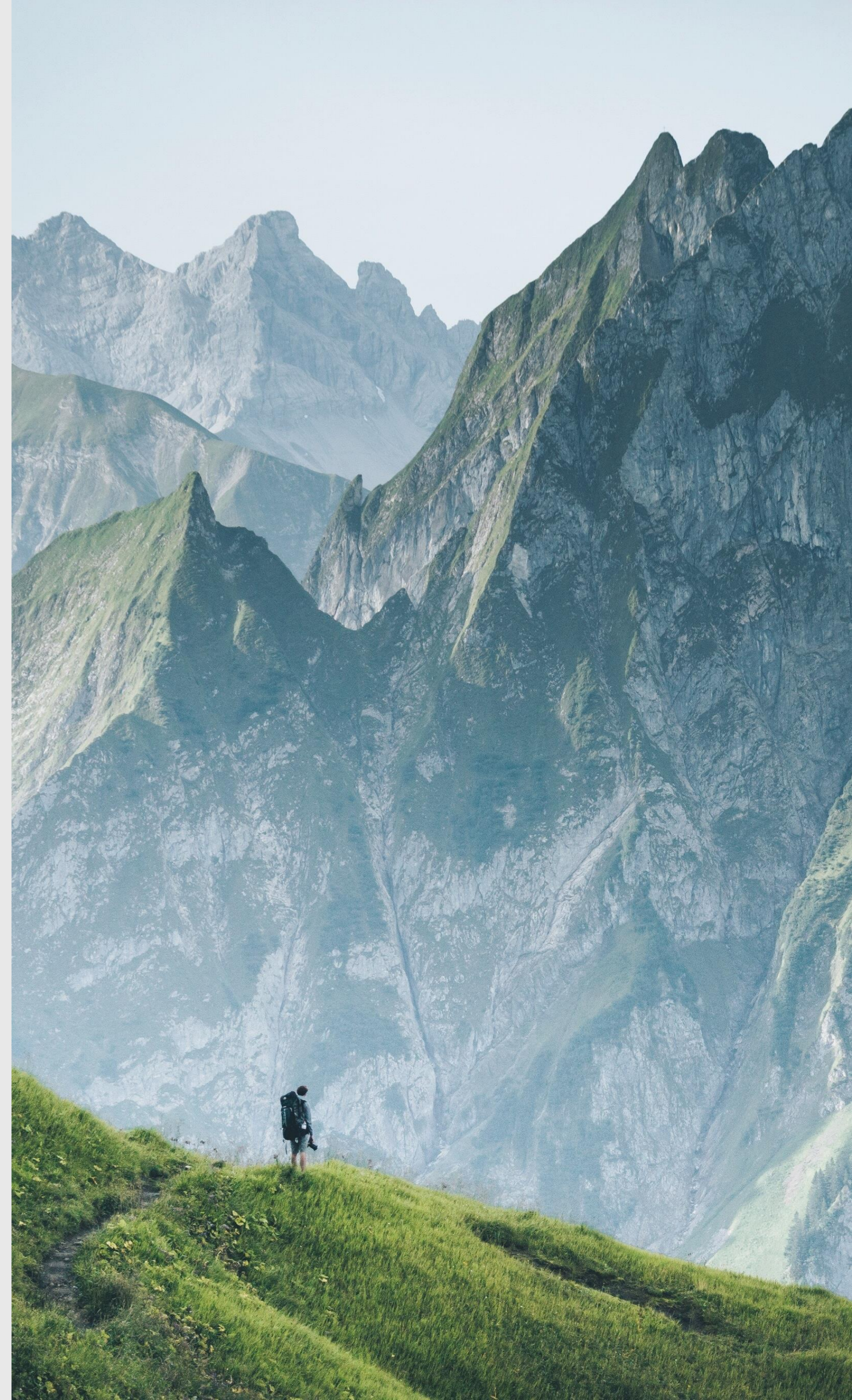


In advanced stages of acquiring / making investments in:

- ❖ Environmental Consulting services / tools
- ❖ BFSI Operational Risk Management services / tools
- ❖ PharmaChem compliance services



Xcelerate Group: Team





Founders / Leadership



**Madhujeeet Chimni
(MJ)**

Co-Founder &
Chairman

- ❖ Has vast experience in incubating and growing firms across multiple industry verticals globally
- ❖ Successful track record of structuring consolidation and roll-up deals with a global presence
- ❖ Successful track record includes platforms like Stone Apple, Incorp and Blue Planet



Tak Wai CHUNG

Co-Founder &
Advisor

- ❖ 20+ years of track record in investment banking and private equity at Lehman Brothers and EQT
- ❖ Majority of experience in control buyouts and co-control transactions, with recent experience in roll-up and consolidation strategies
- ❖ Some of the key control transactions include Incorp, Elevate and Nexon



**Kv Ramanand
(Kv)**

Chief Executive Officer

- ❖ 25+ years of M&A, corporate finance, strategic advisory experience leading the practices of Ernst & Young (~14 yrs) and KPMG (~7 years) in South India;
- ❖ Previous role - Partner, Strategy and Transactions Practice of EY LLP in India
- ❖ Worked on multiple cross-border transactions in complex regulatory markets along with cross-culture teams



Management Team



Nikhil V

Director
Business Performance

- ❖ 8+ years experience in Investment Banking at Ernst & Young and KPMG India. 2 years experience in HSBC Analytics. Expertise in end-to-end M&A, Private Equity funding, Structured finance transactions.
- ❖ Successfully closed 9 transactions worth \$550 mn including 6 cross-border deals.
- ❖ Bachelors from IIT Madras; Masters in Business Administration from XLRI Jamshedpur



Porcko Pari

Director
Investments and M&A

- ❖ 10+ years of track record in investment banking and private equity
- ❖ 8+ years of investment banking experience in KPMG and EY, covering sectors – Business Services and Industrials
- ❖ Prior to that, was a management consultant in a boutique firm supporting clients in GCC region, which also involved working with a leading family office based in KSA
- ❖ Closed 6+ transactions including multiple cross border deals



A G S Chaitanya

Sr. Vice President
Finance & Accounts

- ❖ 11+ years of Audit Assurance with Ernst & Young India
- ❖ Extensive experience in consolidations, financial reporting, corporate and tax compliances, internal controls and management reporting.
- ❖ Led audits of major Indian /multinational companies under various accounting frameworks covering multiple sectors



Advisors



**K.V. Ramakrishna
(‘Ramki’)**

Advisor

- ❖ Ex CEO of Kotak Private Equity where he managed various growth funds with AUM of ~ USD 700 mn.
- ❖ Over 27 years of work experience with ~ 25 years in the VC/ PE industry.
- ❖ Was earlier part of the 3-member India team at Carlyle Asia Venture Partners (4 yrs) and ICICI Ventures (5.5 yrs). He also had a 2-year stint with the management services division of Tata Motors
- ❖ Ramki is on the Boards of several entities and acts as an Advisor for many corporates and entrepreneurs in pursuing growth strategies.
- ❖ Ramki obtained a PGDM (equivalent to an MBA) from IIM Bangalore and a Bachelors in Computer Science from NIT Warangal.



Yogesh Bhura

Advisor

- ❖ Yogesh has ~ 25 years of experience in, risk management, and financial advisory in Southeast Asia and the Middle East.
- ❖ A serial entrepreneur, he co-founded, and managed three of Asia’s most successful anti-corruption risk and compliance businesses, Quest Research / IntegraScreen / Dataflow — all of which were successfully exited
- ❖ Director on the Board of ethiXbase, an anti-bribery and anti-corruption platform provider
- ❖ An Adviser to EQT — the world’s leading private equity fund
- ❖ Work experience in custodial operations and finance and wealth management.
- ❖ Yogesh is a Chartered Accountant and a Certified Oracle Financial Consultant.



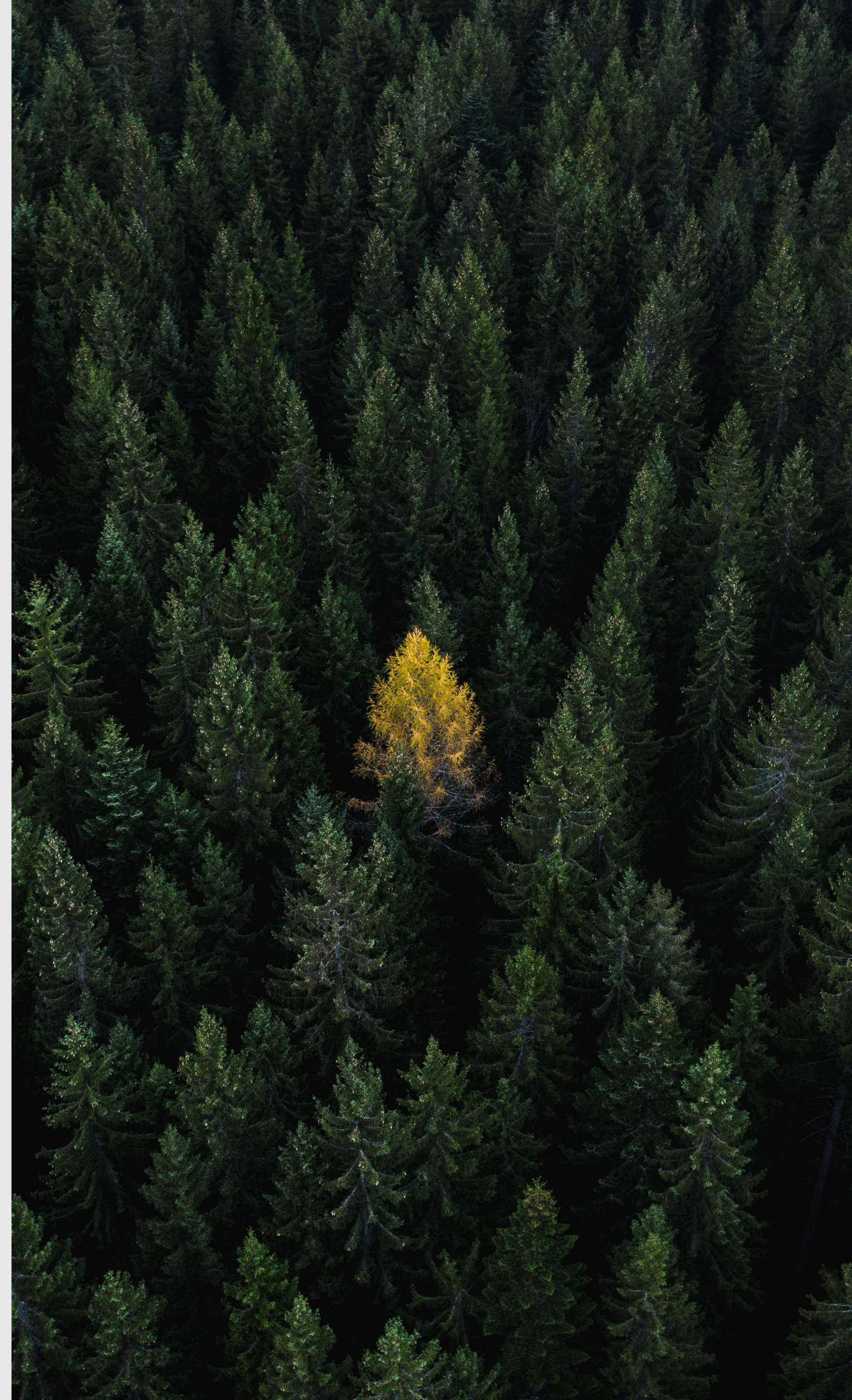
Per Setterberg

Advisor

- ❖ Ex President and Chief Executive Officer of Global Blue SA, a large NYSE listed GST/ VAT refund and related services provider. He led Global Blue’s expansion from the Nordic countries to being the world leader with operations in 41 countries.
- ❖ Prior to Global Blue, Per worked with PWC for ~ 9 years.
- ❖ Presently Chairman of Dataflow Ltd, Elevate Ltd, VFS Global and Small World Finance
- ❖ He brings in extensive experience in corporate governance.
- ❖ A Swedish national and Switzerland resident
- ❖ Per has a degree in Business Administration from the University of Lund, Sweden.



Value Proposition





Value Proposition

Access to Global Network

Access to Xcelerate's and its founders' wide network of portfolio companies, providing entry into new markets and opportunities.

Founders / KMP worked cumulatively on over 100+ transactions / partnerships.

Founders / KMP have worked with partners in markets across:

- ❖ Australia
- ❖ Brazil
- ❖ European Union
- ❖ India
- ❖ New Zealand
- ❖ SE Asia
- ❖ United Kingdom
- ❖ USA

Significant Management & Roll-Up Experience

Founders and the team at Xcelerate provide:

- ❖ expertise in implementing systems & practices
- ❖ reshaping talented set-ups into world class enterprises by leveraging capabilities, experiences, networks across the portfolio..

The team:

- ❖ Offers access to new / high growth markets
- ❖ Helps in analysing / Identifying white spaces in existing capabilities to build /buy
- ❖ Capacity building
- ❖ Helps in identifying adjacencies for growth
- ❖ Will identify potential targets for partnership / acquisition
- ❖ Has good experience working across cultures

Access to Capital / Liquidity to Shareholders

Founders have a strong positioning amongst investment community.

Platform is currently backed by marquee PE investors

Platform provides access to capital for growth and liquidity.

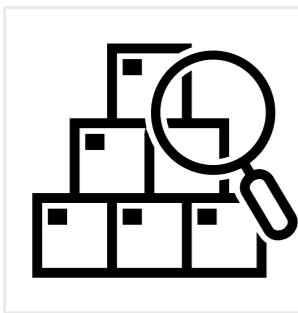
Strong Working Relationship with Financial Partners (select):

- ❖ Altair Capital
- ❖ EQT Private Equity
- ❖ Exacta Capital
- ❖ Federated Hermes
- ❖ Neev Fund (SBI)
- ❖ Nomura Capital
- ❖ Orion Capital Asia
- ❖ OSK Ventures, Malaysia



Value proposition- A Case Study

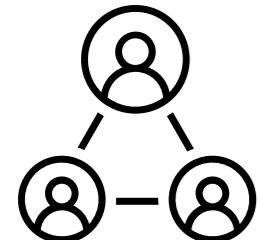
Aparajitha- India's largest LEI compliance service provider



Initial Steps

Identified India as a complex market to operate

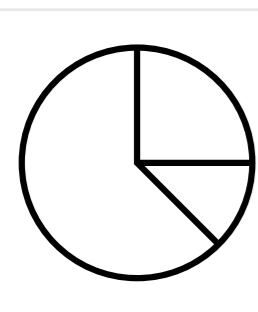
Acquired a controlling equity stake in Aparajitha, India's largest Labor, Employee, Industrial (LEI) compliance services provider



Participative Association

Assisted the leadership team in:

- ❖ Streamlining SOPs
- ❖ Identifying and onboarding other KMPs
- ❖ Preparing and finalizing a Business Plan focused on profitable growth with identified KPIs for quarterly /annual review
- ❖ Reviewing the IT environment with appropriate external inputs
- ❖ Identifying adjacencies (solutions) for growth
- ❖ Identifying newer geographies for growth



Consolidation

- ❖ Tucked in ComplyIndia- acquisition of business / contracts and a qualified & experienced team
- ❖ Acquired equity shares of Simpliance Technologies and converted into a 100% subsidiary. Later merged into Aparajitha.
- ❖ Acquired the LLC Business Undertaking of Allsec Technologies

Post the above consolidation initiatives, Aparajitha emerged as the largest service provider with most of the closest competitors being acquired. The next closest organized competitor is ~ at 1/5th the size of Aparajitha in terms of revenues.



Investment Criteria



Investment Criteria



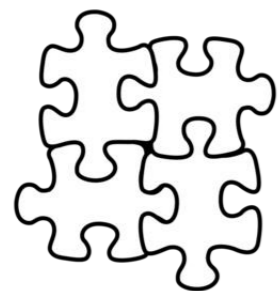
Sector & Geography

GRC & ESG segments in APAC, Europe and the US regions



Positioning

Scaled / established businesses and new age fast growing businesses, preferably profitable
We are not the ideal partner at an “idea” stage or a “business plan” stage



Deal Construct

Prefer controlling equity stake anywhere between 51% to 100% – can be a primary or a secondary deal
Investment Sweet Spot – upto USD 40mn



Post Deal Involvement

- ❖ Active involvement in organisation building including formulation and development of SOPs
- ❖ Ensure access to skillsets, technologies, clients across portfolio and other networks
- ❖ Facilitate growth through organic and inorganic routes with access to required capital



Our Partners in Growth



Our Partners in Growth (1/2)



Dr. Bharath Sankar



- ❖ Founder, Chairman of Aparajitha Corporate Services.
- ❖ A postgraduate in Commerce, a national gold medalist (topper in both Inter and Final) in Chartered Accountancy and
- ❖ An Associate of the Institute of Cost and Management Accountants of India.
- ❖ An exceptional coach and mentor, with passion for developing and nourishing the entrepreneurial spirit in youngsters.
- ❖ Under his leadership Aparajitha grew significantly over the last 24 + years



Nagaraj Krishnan



- ❖ Founder, Managing Director & CEO of Aparajitha Corporate Services.
- ❖ Graduate in Mathematics from The American College, Madurai .
- ❖ Masters in Social Work from Madurai Institute of Social Sciences.
- ❖ MBA (specializing in Human Resources and Marketing)
- ❖ A recognized thought leader for the organized LEI legal and regulatory compliances industry in India.
- ❖ Spearheading the tech led regulatory compliances and governance initiatives at Aparajitha



Arvind Agrawal



- ❖ Founder, Managing Director & CEO of Stirrup Communication Consultants.
- ❖ FCA (Institute of Chartered Accountants of India) & CS (Institute of Company Secretaries, India).
- ❖ A recognized thought leader in Stakeholder and Corporate Communications & Investor Relations with ~ 20 + years experience.
- ❖ Steering Stirrup, one of the largest stakeholder communications company into a full-house Sustainability, Advisory, Assurance and Stakeholder Reporting entity



John Santhosh



- ❖ Founder & CEO of Gieom Business Solutions.
- ❖ Bachelors in Technology, University of Calicut
- ❖ A seasoned BFSI Technology expert
- ❖ Work Experience includes stints with Oracle Financial Services Software (~7+ yrs) , leading Nimbus Partners as its CEO (4+ yrs)
- ❖ Steering Gieom to become the leading operational risk and resilience technology company in BFSI sector



Our Partners in Growth (2/2)



Altair Capital

- ❖ Altair Capital is a Singapore based private equity firm focused on buyout or significant minority investments in quality companies across Southeast Asia.
- ❖ It is owned and managed by Southeast Asian professionals with over 50 years' combined experience of leading successful private equity investments in the ASEAN market.
- ❖ Founded in 2017, Altair is an affiliate of Polaris Capital Group, a leading mid-cap buyout group in Japan with over USD 4.0 bn AUM. Altair has presence in Singapore, Ho Chi Minh City, Kuala Lumpur, and Jakarta.



Exacta

- ❖ Exacta Capital Partners manages Exacta Asia Investment II LP (successor fund of Mizuho ASEAN Investment LP) through its Singapore-based fund management company, Mizuho Asia Partners Pte. Ltd ("Exacta").
- ❖ Exacta is an investor in buyouts and growth opportunities in Southeast Asia. The firm has been active since 2013 and has invested in 23 opportunities, with a track record of deploying and exiting across different countries in the region.
- ❖ Exacta Capital Partners and Mizuho Asia Partners Pte. Ltd. are signatories to the United Nations-supported Principles for Responsible Investment (PRI).



Federated Hermes

- ❖ Federated Hermes, Inc. is a global leader in active, responsible investment management, with \$757.6 billion in assets under management as of Dec. 31, 2023.
- ❖ Federated Hermes delivers investment solutions that help investors target a broad range of outcomes and provide equity, fixed income, alternative/private markets, multi-asset and liquidity management strategies to more than 10,000 institutions and intermediaries worldwide.
- ❖ Federated Hermes Private Equity is an active and long-time investor in global private equity. For over 30 years, the firm has focussed on fund investments and co-investments in buyouts and growth businesses with \$6.4bn of assets under management, as of September 30, 2023.



Orion Capital Asia

- ❖ Orion is a Singapore based private credit investment manager focused on performing credit opportunities in the Asia Pacific region.
- ❖ Orion has deep experience of investing across economic cycles and a strong investment track record built on direct origination, robust structuring, and prudent underwriting. It has provided more than US\$1 billion of loans across Asia Pacific.
- ❖ OMERS, (www.omers.com), one of Canada's largest defined benefit pension plans is Orion's equity investor.

Exploring Partnerships for Growth!

Thank you.