



Gentium Capital

GENTIUM CAPITAL

**A name synonymous with
right finding and right sizing
business solutions**

Introduction

Gentium Capital LLP was founded in December 2023 by Abhishek Bal and Lakshya Sharma. With the objective of harnessing tremendous potential in the Private Equity space in India and south east Asia, Gentium was formed to right find and promote companies in the target sectors e.g. Healthcare, Defence and Energy. The Indian PE market is pegged at \$ 60 Bn. as of 2024 and is poised to grow @ 12% to reach \$ 190 Bn by 2035. Focused sectors favoured by the Private Equity players are Healthcare including Pharmaceuticals, Technology, Energy, Quick Commerce and Defence including communications

Email: info@gentiumcapital.in

Phone: 020-68287102

Website: www.gentiumcapital.in



Drivers of PE

The Indian PE scene is driven by the burgeoning middle class, the emergence of family offices and the boost by the Govt. of India. The impetus provided to start ups and the conducive eco system lays the perfect level playing field in the PE market space. Gentium is all poised to exploit that

Investment Style

Gentium Capital serves the industry in two pathways :

A. Proprietary PE funding

B. Investment Banking (Sell side Transaction Advisory)

To begin with Gentium would scout for opportunities in the chosen sector(s) where funds can be deployed. With a minimum ticket size of Rs. 1.0 crore, Gentium can tap into those unorganised opportunities that usually do not form the choice set of the big pocket players. Over the next 5 years, Gentium will bring in \$ 5 Bn pooled fund in India and South East Asian market to be invested in the promising sectors.

As a multi stage PE firm, Gentium is open to companies that are looking for second stage or even late stage expansion. Companies that are desirous of rearranging their books and capital structure before an optimal value unlocking , e.g. IPO, Gentium could chip in and help the companies realise their potential. Just like the M-Series funding, Gentium also looks into companies that are in mature stage, have had a good run and are in need for further guidance towards future expansion, growth avenues or succession plan.

Usually, we look at a vintage of 5 years and a target exit multiple of 7-9X and not necessarily all exits happen through public listing.



Due diligence at Gentium is a thorough bred 360 degree process. We take pride in our due diligence program because that is not only our forte but we also understand that we are responsible for our own as well as our clients money. Hence, Gentium does not compromise or takes short cuts since a good, efficient due diligence activity will unravel the true nature of the investee and save us from making sub par investment. Our due diligence encompasses company financials, legal, secretarial, human resource practices, business processes and activities, interview with the KMPs, audit queries, client relationship, vendor management, ESG parameters and overall reputation. Countless hours of high level industry veterans are engaged in presenting the final investee choice pool. Surely, quality seed will grow into quality fruit bearing tree.

As an Investment Bank, Gentium also advises companies in various stages for various activities, for e.g. Fund Raising, Debt Syndicate, Capital and Shareholder restructuring, Board reconstitution, JV and M&A activities.



Stakeholder Management

Success at Gentium is not a localised cold numbers driven multiple. We are committed to realizing collective success. Success of promoters, businesses, industries, channel partners all are important to realize our vision. Creating, building and nurturing business relationships go a long way in managing stakeholders interests. As with Investors so with Investee, Gentium optimizes the business solutions in such a way that it creates a win win situation for all.



Force Behind the **Company**

That Gentium is well funded and hence a credible Investment Bank and PE fund would be a misleading term to describe the company. We are a force because of our incisive intellect capital:



Abhishek Bal

Co-Founder and Managing Partner

A street veteran of 25 years, Abhishek possesses a life time of experience spanning across Engineering & Manufacturing, Healthcare, Insurance, Technology and Investment Banking. Abhishek has been instrumental in facilitating close to \$ 850 million worth of cross border JV, M&A, PE deals. His stellar record has seen many successful ventures being listed on the bourses in the shortest possible time thus providing grand exit to early stage investors.

Abhishek is a mechanical engineer, an MBA, a CFA (US) and an FRM (US) Charterholder.

Lakshya Sharma

Co-Founder and Partner

Lakshya brings in 7 + years of international experience in the capital markets. Having worked across the wall street and the Dubai Financial District (DIFC) in complex derivatives and structured finance markets, Lakshya understands the nerve of capital markets and the means to exploit the same. Lakshya is also an early stage entrepreneur. He has been responsible for starts ups in lifestyle, edu tech and health tech ventures that are now on their growth path.

Lakshya is a graduate in Financial Engineering from the Purdue University, USA





GentiumCapital

Contact Us



info@gentiumcapital.in



020-68287102



www.gentiumcapital.in



**Gentium Capital LLP Office No. A2/522,
Nyati Empress, Vimannagar,
Pune-411014 Maharashtra, India**