



Corporate Profile
2015-2016

Strictly Private & Confidential

PEDIGREE & CREDENTIALS

- ❖ Part of a Financial Services Group with over 9 Decades expertise
- ❖ Management with combined experience of several decades in financial markets
- ❖ Philosophy of value-based, long term wealth creation and investment
- ❖ Corporate member of BSE & NSE - Capital Markets, Futures & Options, WDM, NSE Forex
- ❖ Corporate member of NCDEX – Through a separate entity
- ❖ SEBI registered Portfolio Manager & Category -I Merchant Banker
- ❖ Corporate Insurance facilitator: Bajaj Allianz & ICICI PruLife
- ❖ Empanelment with: Indian & Foreign Financial Institutions, FII's, Banks, Insurance Cos, Mutual Funds, Corporates, Non-Resident HNIs

CORPORATE MEMBERSHIP

Certificates	Registration No.
BSE CASH	(INB010600030)
NSE CASH	(INB230600030)
NSE DERIVATIVES	(INF230600030)
NCDEX	(NCDEX-CO-05-00506)
NSE FX	(INE230600030)
NSE WDM	(INB230600030)
SEBI Registered Merchant Banking	(INM000001899)
SEBI Registered Portfolio Management Services	(INP000000340)
SEBI Registered Depository Participant	(IN DP 55 2015)
AMFI Registered Mutual Fund Distributor	(ARN-1673)
OTCEI	(INE230600030)
Corporate Insurance Facilitator <ul style="list-style-type: none"> • ICICI Prudential Life Insurance Company • Bajaj Allianz Insurance Company 	

INDUSTRY POSITIONING

A Niche, Value focused Company -

- ❖ Strong service differentiators – ***Investment and Trading Strategies***
- ❖ Good understanding of the business drivers – ***Market Dynamics and Operations***
- ❖ Structuring Product Innovations – ***Instruments, Fund Raising, Value Investments***

Investment Expertise – The Principal Business Driver

- ❖ Understanding the scope of customer's investment objectives – ***Identifying Customer Needs***
- ❖ Evolving Investment Strategies supporting investment objectives - ***Customer Oriented Offerings***
- ❖ Executing investment strategies that meet customer's return objectives – ***Maximizing Valuations***

Value-based Strategies – Intrinsic Strengths

- ❖ The advantage of using proven strategies for multiple assets / markets – ***Monetizing Strategies***
- ❖ Ensures deeper customer engagement and market penetration – ***Strong Customer Traction***
- ❖ Establishes KSL's competence and credibility for the underlying offerings – ***Value Creator***

VALUE PROPOSITION

Trading Advice & Strategy –

- Experience driven trading advice/ strategy
- Knowledge based, market specific strategy
- 'Execution +' approach with quality advice

Portfolio Advice & Strategy –

- Portfolio review, reconstruction advice
- Portfolio Strategy Automation Framework
- Portfolio value protection & maximisation

Research Advice & Strategy –

- Proactive Information & Knowledge sharing
- Continuous Research input and insight
- Investment Planning & Monitoring

– Proven Trading Advice and Strategies specialization

- Trading drivers based on real-world experience & strategic execution
- Deep knowledge of relevant trading, execution and market issues
- Broad business insight than offered by conventional broking shops

– Focus on building 'Smart Portfolio' model & framework

- Design, Architect and Structure portfolio models and strategies
- Portfolio blueprint for Risk Mitigation and Return Maximization
- Capital Protection, Quality Enhancement & Value Maximization

– Delivering continuous value for consistent performance

- Building, sharing and disseminating reliable information, knowledge
- Un-interrupted and continuous supply of quality research insights
- Research-centric investment review to support market intervention

VALUE DRIVERS

Khandwala Securities Limited' is built around the following 4 cornerstones:

Credentials

- ❖ Established Pedigree and Ownership
- ❖ Existing Associations / Alliances
- ❖ Consistently Outperformed Expectations
- ❖ Successfully Delivered Results

Capability

- ❖ Demonstrated Thought Leadership
- ❖ Established Value Specialization
- ❖ Proven Transaction Outcomes
- ❖ Key Business Partnership Network

Innovation

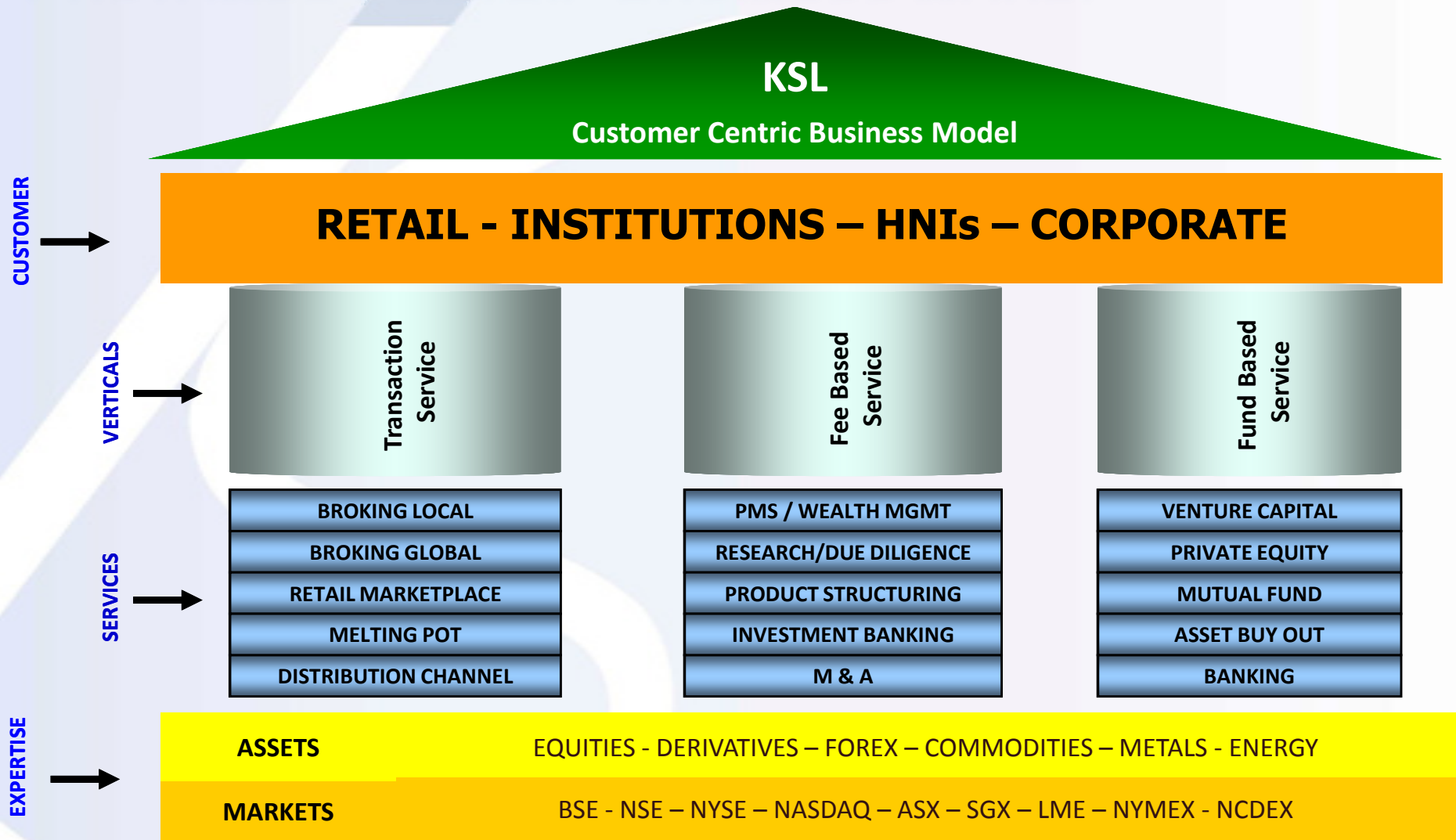
- ❖ Consistently Introduced Path Breaking Models
- ❖ Structured Business Models / Value Offerings
- ❖ Robust 'Deal Fulfillment' Process
- ❖ Unique Fund Raising Strategies

Execution

- ❖ Customer Segments – Corporate/ Institutional
- ❖ Asset Classes – Equity / Derivatives / Debt
- ❖ Market Access – NSE / BSE / WDM / NCDEX
- ❖ Products – Research / Trading/Advisory

“ Institutional Strength through integrity and transparency ”

CUSTOMER CENTRIC BUSINESS MODEL



OUR SERVICES

Offerings

- Institution Broking
 - Trading Desk
 - Derivative Desk – implementation still in process
- Private Wealth
 - Equity, Futures and Options
 - Currency Trading
 - Commodities
 - Initial Public Offering's
 - Insurance Advisory
 - Life Insurance
 - General Insurance
 - Expert Consultation
 - Structured Products & Derivatives
 - Management Fees
 - Brokerage
 - Mutual Funds
 - Debt Investments
 - Retail Debt Market
 - Wholesale Debt market
 - Alternative Investments
 - Real Estate
 - Financial Planning
 - Management Fees
 - Other Products
 - Company Fixed Deposits
 - Post Office Schemes
 - New Pension Schemes
- Investment Advisory
 - Portfolio Management Services
 - Management Fees
 - Brokerage
 - Profit Sharing
 - Wealth Advisory (Wealth Console)
 - Management Fees

Offerings

- Investment Banking
 - Equity Capital Markets:
 - IPOs
 - QIP
 - Follow-on offerings
 - Rights Issue
 - GDR's / FCCB's / ADR's
 - Restructuring Advisory:
 - Financial Restructuring
 - Bilateral Negotiations
 - Corporate and Business Restructuring
 - Unlocking Value from Non core Assets
 - Arranging Special Situation Funding
 - Sourcing and arranging Private and Institutional Equity / Debt
 - Family Dispute settlement
 - Equity / Debt Resolution
 - Merger and Acquisitions:
 - Acquisitions
 - Divestments
 - Cross Border Transactions
 - Restructuring Advisory
 - Buybacks
 - Open offer or Delisting
 - Defense Strategy Advisory
 - Private Equity Advisory:
 - Private Placement in Listed and Unlisted Companies
 - Buy outs
 - Pre-IPO Placement
 - Mezzanine Financing
 - Secondary (on-market) Sales / Purchase

THE TEAM

“ A high caliber team with global focus ”

Mr. S. M. Parande, Chairman

An illustrious career working with State Bank Group in various capacities. Setting up the first International Business Banking Branch, responsible for operations in Germany and Western Europe, Corporate Planning of State Bank of India in Chairman's office .Selected to setup SBI Capital Markets as Executive Director, setting up SBI Mutual Fund, Launch of Offshore Fund jointly with Morgan Stanley Asset Management (USA). Managing Director of State Bank of Hyderabad.

Mr. Paresh J. Khandwala, Managing Director

Over 32 years of experience in the Financial Services Industry including Investment Banking. His forte is to identify star stocks and has been instrumental to complete Large Ticket Debt Syndication. He is closely associated with Government and Nodal agencies.

Mr. Pranav Khandwala, Director

Pursued Double Masters in renowned Universities in UK. He is responsible for generating fresh leads, execute the transaction and take it to financial closure. He has an experience of over 10 years with a strong profile in investment advisory, marketing, management and research.

THANKING YOU



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