

## Jacob Ballas to invest Rs 200 Cr in Religare Finvest Limited

**New Delhi, January 2, 2012:** Religare Finvest Limited (RFL), one of India's largest capitalized NBFCs and a subsidiary of Religare Enterprises Limited, today announced that NYLIM Jacob Ballas India Fund III LLC (Jacob Ballas Fund) has agreed to invest Rs 200 Crores in the form of compulsory convertible preference shares.

This will be the second equity investment in the company (RFL) in quick succession with Avigo Capital having invested Rs. 150 Crores in November 2011. Religare Finvest provides debt capital to MSMEs in the form of loans against property, working capital loans, loans against plant and machinery, vehicles and construction equipment and loan against marketable securities among others. Religare Finvest currently has more than 25,000 MSME accounts and its loan book stands at INR 11,380 crores (as on September 30, 2011).

Jacob Ballas Fund is advised by Jacob Ballas Capital India Private Limited ("JBC", [www.jbindia.co.in](http://www.jbindia.co.in)), a leading private equity advisor based in New Delhi, India with a 19 member team, advising three India focused Mauritius based private equity funds. Investors in the Funds comprise predominantly leading international institutions such as insurance companies, sovereign wealth funds, pension funds, banks, funds of funds as well as reputed international family investment offices. The Funds have generated ten liquidity events from its portfolio including full and partial exits.

Commenting on this development, **Mr. Shachindra Nath, Group CEO, Religare Enterprises Ltd** said: ***"We are pleased to announce this capital infusion by Jacob Ballas in Religare Finvest Limited. This investment is not only an external endorsement of the operating model but also demonstrates that despite macro headwinds in challenging times there are value seeking investors for fundamentally strong business models. Our NBFC, led by a strong leadership team over the last three years has created a unique MSME focused operating model backed by strong underwriting capabilities. This move also positions us well to capitalize on the existing business opportunities while delivering superlative value for all our stakeholders. We welcome Jacob Ballas to the Religare family."***

**About Religare Finvest Ltd –**[www.religarefinvest.com](http://www.religarefinvest.com)

Religare Finvest Ltd. ("RFL") is a Systemically Important Non-Deposit Accepting NBFC, focusing on small and medium enterprises ("SME") financing and capital market financing. Through its reach and focus on the SME segment and the broad product offering, RFL provides the debt

capital to power the growth of the small and medium enterprise. RFL's lending products aimed at providing financing to the SME segment include:

- Loans against property
- Working capital loans
- Loans against plant & machinery
- Loans for Commercial vehicles & construction equipment
- Loan against Marketable Securities

**About Jacob Ballas Capital - [www.jbindia.co.in](http://www.jbindia.co.in)**

Jacob Ballas Capital India Private Limited ("JBC", [www.jbindia.co.in](http://www.jbindia.co.in)) is a leading private equity advisor based in New Delhi, India with a 19 member team, advising three India focused Mauritius based private equity funds ("NYLIM Jacob Ballas Funds" or the "Funds") with funds under management of over \$600 million. The Funds have completed twenty two growth capital investments in India since 2000, typically minority stake investments in privately held, growth oriented "blue-chip" Indian companies, usually leadership platforms in fast growing, fragmented industries involved in infrastructure, manufacturing and services. JBC has a strong track record of assisting portfolio companies in business strategy, business development, strategic alliances, talent attraction, M&A initiatives, and IPO preparation.

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