

DATE

June 19, 2025

SECTORS

Financial Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



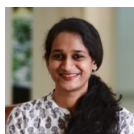
DEAL TEAM



Abhijit Chiripal
Managing Director



Shreyas Subedar
Director



Archanaa Jayaraman
Director

DC Advisory advises Profectus and its Shareholders on the sale of Profectus to UGRO



Background

- Profectus is a non-banking finance company (NBFC) registered with the Reserve Bank of India (RBI) as a systemically important non-deposit taking company
- Profectus is helmed by KV Srinivasan, a veteran in lending financial services in India, together with a professional management team and is owned 100% by a global private equity firm
- Profectus is engaged in providing credit to India's MSME borrowers with products like enterprise mortgage loans, machinery finance and supply chain finance, amongst others
- Profectus ended fiscal year 2025 (year ending March 31, 2025) with \$400m in assets under management

Process

- DC Advisory acted as a joint exclusive financial advisor in a two-advisor syndicate to Profectus and its shareholders on the sale of Profectus to UGRO
- DC Advisory reached out to relevant strategic and financial investors as part of the process receiving multiple indications of interest
- DC Advisory worked closely with the leadership teams at Profectus and its shareholders to develop an equity narrative and position Profectus with the relevant buyer universe
- DC Advisory provided full advisory support including marketing materials and

managing investor interactions. With UGRO and its advisors, DC Advisory also managed the entire process of due diligence and definitive documentation culminating in signing of the SPA on 17th June 2025

Outcome

- UGRO Capital Limited, an India listed NBFC, has entered into a share purchase agreement to acquire 100% of Profectus from the shareholders at a consideration of c. INR 14,000m (\$162m)
- The closing of this transaction is subject to regulatory and customary approvals, including an approval from the Reserve Bank of India for change of control, among others
- This transaction showcases DC Advisory's expertise in the Financial Services sector

“Profectus has carved a niche for itself in MSME lending in India – a segment that has traditionally been under-penetrated in terms of debt exposure. We believe UGRO will benefit immensely from Profectus' scale in segments of interest to Ugro and from its razor-sharp focus on underwriting and risk. The coming together of the two organizations would be mutually synergistic and we look forward to seeing Profectus thrive and grow under the new ownership.”

Abhijit Chiripal, Managing Director, DC Advisory

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