



*Transforming Offshore Support for Financial Institutions*

# Introducing FundEnable...

*A Trusted Partner for Offshore Investment Banks Across Advisory and Execution Needs*

▶ **800+**

Companies mapped with detailed financials in foreign currencies.

▶ **200+**

High-potential JV and M&A targets identified.

▶ **100+**

Indian investors engaged for portfolio companies of offshore IBs.

▶ **4**

Continents researched across diverse sectors like logistics, PET recycling, and more.



# Your Trusted Offshore Partner

Enabling efficiency and resource optimization for clients through a robust offshore capacity model

## Specialized Expertise



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Extensive experience in supporting investment banks, private equity, and venture capital firms with tailored solutions

## Proven Delivery



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Solid track record of delivering high-quality outcomes that address complex financial needs

## Actionable Insights



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In-depth knowledge of global financial workflows and challenges, enabling smarter, faster decision-making

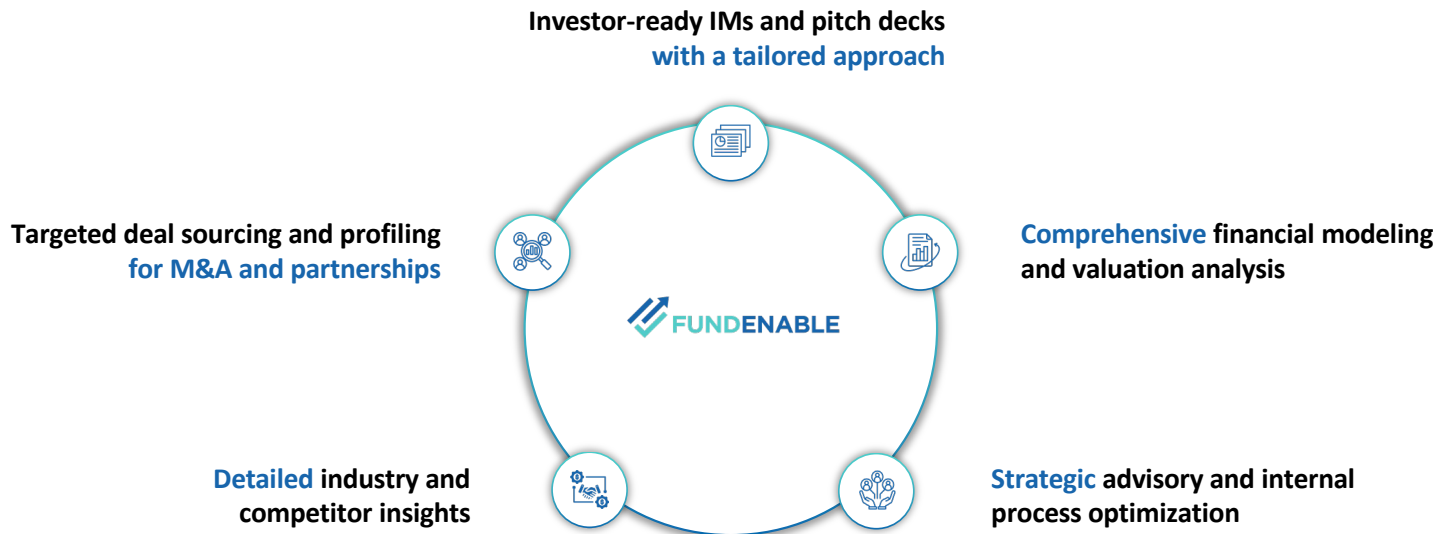
## Structured Approach



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Layered team model with dedicated contacts ensuring smooth operations and quality control

# Providing Holistic Solutions to Elevate Your Impact




# What Sets Us Apart


Comprehensive support from refining startup pitch decks to post-funding compliance




**Experienced Team:** Professionals from top-tier firms with MBAs, CFAs, and industry expertise




**Proven Track Record:** Delivered multiple M&A projects, industry research, and successful fundraising mandates



**Scalable Support:** Flexible, tailored solutions for your evolving needs



**Cost-Effective Solutions:** Offshore services at a fraction of onshore costs



**Data Security:** Adhering to the highest standards of confidentiality and data integrity

# Adding Value Beyond Core Services

## Area

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**Fundraising**



**Global Expansion**



**Captivating Investors**



**Consultancy Services**



**Operational Support**

## Our Expertise

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**Accelerate fundraising** in India for your portfolio

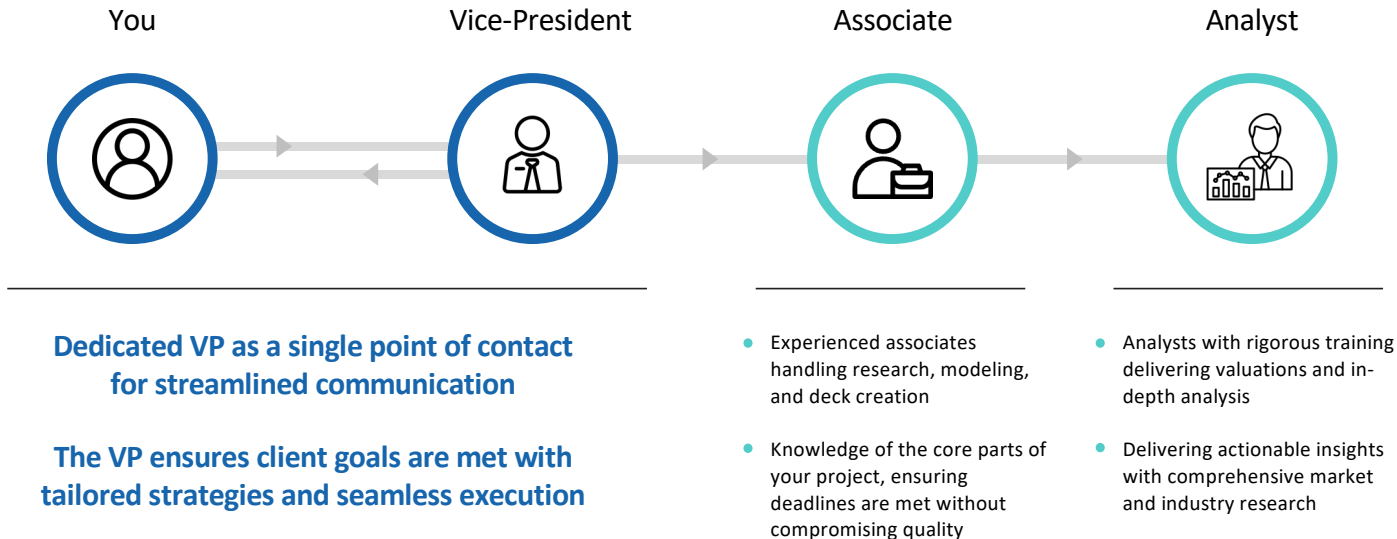
**Identify** and **secure** key global partnership targets

**Develop compelling** LP decks that drive investment

**Empower** your strategy with expert consultancy services

**Streamline processes** with tailored documentation support

# Seamless Execution for Every Project



# Delivering Results Across Diverse Projects



- **Identified and evaluated strategic M&A opportunities** to accelerate a leading logistics technology company's expansion into the Indian market, aligning acquisitions with growth objectives and market dynamics



- **Provided comprehensive logistics industry analysis** to inform and guide a high-net-worth individual (HNI) in making well-informed investment decisions, ensuring a deep understanding of sector trends and opportunities



- **Secured funding for a portfolio company's market entry in India**, leveraging extensive investor relationships and delivering a compelling market entry strategy that resonated with stakeholders



- **Designed impactful investor presentations and fundraising materials** for cross-border investment initiatives, receiving consistent client praise for clarity, strategic messaging, and professionalism



# How We Can Help Your Institution

## Tailored Solutions for Every Need



- Custom offshore support, aligned with your business goals
- Flexible services for both ongoing and project-specific demands

## Comprehensive Offshore Solutions



- Full-spectrum support for front, middle and back office functions
- Expertise in handling high-volume transactions and complex models

## Partnerships that drive Growth



- Streamlined processes to optimize operations and reduce costs
- Scalable resources to meet dynamic market and business demands

# A Team Built for Excellence (1/3)



**Vikrant Potnis**  
**CEO & Founder**

- 15+ years of Investment Banking experience, raising over \$75 million across sectors such as Technology, D2C, Pharma, Logistics, and Healthcare, with recent successful transactions for EMotorad, WorkIndia, and TaskTracker.
- Formerly with JP Morgan Investment Banking and Springboard Ventures, an Indian VC fund, a regular speaker on CNBC, and visiting faculty on Venture Capital at India's top business schools.
- Engineer with a specialization in Entrepreneurship and Funding from Cornell University.



**Sameer Shaikh**  
**Incubation & Acceleration  
Head**

- Heads the Institutional Business division, managing accelerator programs, corporate relations, and incubator operations.
- Played a pivotal role in a European Commission Project focused on developing master's Program in 'Digital Technology for Business Transformation'.
- Holds a B.E. in Mechanical Engineering, a Masters in Design of Machines, & has completed a fully funded training program in Business Modeling at Aarhus University, Denmark.



**Venkatesh Singh**  
**Associate – Fundraising &  
Investment Banking**

- Led 20+ projects for offshore IB clients, partnering with top management to deliver results across sectors through strategic research. Analyzed 200+ startups and facilitated 80+ VC meetings.
- Former Equity Research Analyst at Morningstar India, with expertise in debt financial data analysis and reporting for 300+ global companies.
- Holds a Master's in Banking & Finance and a Bachelor's in Commerce, alongside certifications in soft skills, IT, and financial analysis.

# A Team Built for Excellence (2/3)



**Gehna Undre**

**Investment Banking Associate**

- Built sophisticated financial models, pitch decks and valuation summaries for companies in consumer and tech space.
- Experienced in stakeholder management with clients while setting up 1:1 calls with several venture capital investors.
- MSc Finance and a BSc in Economics (Hons), Previously worked as an Operations Data Researcher at Zocdoc.



**Adhitya Nair**

**Investment Banking Associate**

- Over 2 years of Investment Banking experience with expertise in developing 100+ financial models and pitch decks across industries like Healthcare, SaaS, Logistics, and AI
- Proficient in crafting business plans for companies at all stages, from pre-seed to IPO
- Holds Bachelors degree in Commerce with specialization in Accounts & Finance.



**Suyash Redkar**

**Investment Analyst**

- Created impactful industry-standard pitch decks and complex financial models for EdTech, BioTech, and B2B businesses, and led fundraising efforts
- Led researches on logistics and the circular economy in Europe, assisting in scouting high-value recycling companies for acquisition opportunities
- Cleared Level 1 of the CFA Program and completed a bachelor's degree in mechanical engineering

## A Team Built for Excellence (3/3)



**Vedant Lakhera**

**Investment Banking Associate**

- Supported over 2,000 startups through 50+ programs. Organized 22 Demo Days and facilitated 800+ startup-investor meetings, resulting in 170+ active connections.
- Experienced in managing accelerator programs and VC Bootcamps attended by 600+ startups across 8 cities and collaborated with 8+ incubators
- Holds a B.Tech in Electronics and Telecommunication (Honors in Data Science).



**Aum Badiyani**

**Investment Analyst**

- Led projects for an offshore client involving extensive database creation and research. Involved in end-to-end creation of pitch decks and valuation summaries for fundraising.
- Created insightful databases/MIS for strategic and competitive analysis during previous role at Kotak Mahindra Bank in Wholesale Banking.
- B.Com graduate, CFA Level 1 cleared, with certifications in private equity and macroeconomics.

# See What We Deliver

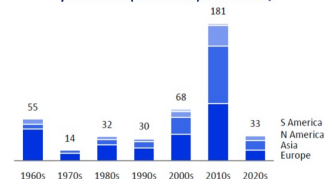
## Proposal Building

### Market downturn offers opportunity for sector consolidation

The growth of startups fragmented the landscape of solution providers.

- > 40% of solution providers are startups or younger companies established since 2010.

Distribution of AGV and AMR vendors, by year founded (1960s-2020s). Source: STIQ.



Source: STIQ Ltd research & analysis  
Note: Year company founded, may differ from when added AGVs, AMRs. 1960s include any company added earlier

VC funding fell over 40% in 2023 and has significantly affected these challengers

- Logtech startups attracted over USD 25bn in VC funding in 2021, before falling almost 40% in 2022.
- Funding to warehouse automation startups was stable (+6%), but deal volumes fell.

Global VC funding, by year (USDbn). Source: Crunchbase.



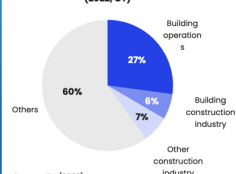
## Pitch Deck / IM

### The global real estate market is being reshaped

Building operations are the single largest emitter of global CO2 emissions – and must fall. NetZero regulations require a > 50% reduction by 2030.

Source: Deloitte (2024).

Annual global CO2 emissions (2022, Gt)



Source: IEA (2022).

The market rewards green and smart buildings.

Widening gap between prime and non-prime office space makes a high-quality building with sustainable features more valuable.

US prime vs. non-prime offices since 2018\*

+24% higher rent premium

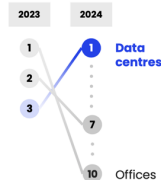
2.6% Lower vacancy rate

+48mn sq. ft. Net absorption rate vs. negative absorption for rest of the market

Source: CBRE (2024). \*Similar trend in Europe.

Data centres emerge as the fastest growing segment.

Real estate owners and investors identify data centres as the top risk-adjusted opportunity over the next 12 to 18 months



Source: Deloitte (2024).

# See What We Deliver

## Market Mapping

### Asia: Estimated Market Size

#### Market Size Breakdown by Company

Companies	Revenue (USDbn)	Reported market share in %	Market size (Estimated, USDbn)
SF Express	27.5	11.52	238.72
DHL	11.7		
Cainiao (Alibaba)	8.57		
Singapore Post	0.71		
Median market size estimate			238.72

Calculations based on a bottoms-up approach, using data provided directly by 3PL providers. This approach is considered more reliable and used in our calculations.

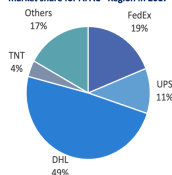
#### Market size estimates, based on 3<sup>rd</sup> party market research reports

Reporting source	Base year	Market size estimate for base year (USDbn)	CAGR %
Impactful Insights	2023	182.9	5.10
Mordor Intelligence	2024	225.82	6.93
SPER Market Research	2024	222.66	7.18
Median market size & CAGR estimate		222.66	6.93

#### Market characteristics

- Highly Fragmented market
  - 33.73% of market share controlled by top 5 Players
- Key players
  - SF Express, DHL, Cainiao (Alibaba), and Singapore Post

Couriers and local delivery service providers market share for APAC\* Region in 2017



\*Asia Pacific: Australia, China, Hong Kong, India, Japan, South Korea, Singapore, and Taiwan.

## International Expansion Strategy

### Our GTM strategy and approach evolved in Q1 2024

We contacted over 130 prospective partners since the start of our engagement.

- Our approach changed in Q1 2024 towards more digital players, due to early learnings.
- This led to better results from the 2<sup>nd</sup> phase of outreach.

June 2023 – Dec 2023

Jan 2024 – till date

Focus: Asia

Traditional logistics players

- Container/drayage operators
- Third party trucking fleets
- Services/marketplaces
- SaaS companies

68 companies contacted

Traditional Players



Introductions to Qualify Ratio



Focus: Global

Digitally-oriented logistics companies

- Digital freight forwarders
- Digital container trucking companies
- Large corporations with digital FF division

66 companies contacted

Digital players



Introductions to Qualify Ratio



#### Current status of active outreach

Currently active	43
1-Identify	8
2-Contact	24
3-Scheduling	1
4-Qualify	3
<ul style="list-style-type: none"> <li>Loadsmart</li> <li>Matchbox</li> <li>PSA</li> </ul>	
5-Initial discussion	3
<ul style="list-style-type: none"> <li>Truckistan*</li> <li>Trucksters*</li> <li>DigiHaul</li> </ul>	
6- Due Diligence	4
<ul style="list-style-type: none"> <li>ABC India</li> <li>Freto</li> <li>Nowports</li> <li>FIFO Future</li> </ul>	

\*On hold

# Let's Collaborate



## Schedule a Consultation

Explore your [Unique Needs](#) and discover how we can support your goals



## Start with a Pilot or Full Mandate

Choose the approach that fits your priorities—[Test the Waters](#) or [Scale Immediately](#)



## Flexible Engagement Models

Tailored solutions designed to align with your [Specific Objectives](#) and [Business Needs](#)



## Contact

### India

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**Thank You!**