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Cover Story investment banking

WHO'S WHO



Kotak Mahindra Capital Co.

FALGUNI NAYAR
 Managing Director
SERVICES: Full service (strong equity markets player)
BIG DEAL: The \$1.75-billion Reliance Industries and Reliance Petroleum merger



Citigroup

PRAMIT JHAVERI
 Head, global banking (India) & Vice-Chairman, Asia Investment Banking
SERVICES: Full service
BIG DEAL: Sole bookrunner for L&T's \$600-million QIP and CB



J.P. Morgan

VEDIKA BHANDARKAR
 Managing Director
SERVICES: Full service
BIG DEAL: Successfully completed a \$783-million secondary sell down in DLF



Goldman Sachs

SUNIL SANGHAI
 Managing Director
SERVICES: Full service (uses balance sheet selectively)
BIG DEAL: Advisor in Satyam Computer Services's sale to Tech Mahindra



N.M. Rothschild

SANJAY BHANDARKAR
 Managing Director
SERVICES: Pure advisory
BIG DEAL: Advisor to Suzlon Energy's \$1-billion debt reset



Aventus Capital

GAURAV DEEPAK
 Managing Director
SERVICES: Boutique (focuses on technology & services business)
BIG DEAL: Advisor in Satyam Computer Services's sale to Tech Mahindra



Ambit Corporate Finance

SANJAY SAKHUJA
 Managing Director & CEO
SERVICES: Boutique (has rolled out a capital markets platform)
BIG DEAL: Advisor to Sesa Goa's buy of Dempo Group's mining business for Rs 1,750 crore



Credit Suisse

VENKAT ANANTHRAMAN
 Managing Director & CEO
SERVICES: Capital markets player, select advisory
BIG DEAL: Joint book runner for Tata Motors's \$750-million QIP and CB

Businessworld

in DEAL-MAKING

Deutsche Equities



SANJAY AGARWAL
 Managing Director
SERVICES: Full service
BIG DEAL: Financial advisor to MTN in the aborted \$23-billion deal with Bharti Airtel

HSBC



TARUN KATARIA
 Managing Director, CIBM
SERVICES: Full service
BIG DEAL: Put through Oil India's \$562-million initial public offering

DSP Merrill Lynch



SAURABH AGRAWAL
 Managing Director
SERVICES: Full service
BIG DEAL: Lead managed Adani Power's Rs 3,600-crore initial public offering

Jefferies



SIDHARTH PUNSHI
 Managing Director
SERVICES: Niche (active on debt fixed income and FCCBs)
BIG DEAL: Advisor to Cairn Energy on farm out of 10 per cent in offshore Greenland blocks

ABN AMRO Bank



MADAN MENON
 Country head
SERVICES: Full service (but restructuring after the entry of The Royal Bank of Scotland)
BIG DEAL: Advisor to Vedanta's \$2.7-billion Asarco buy

Standard Chartered



SUNIL MEHRA
 Managing Director
SERVICES: Full service global platform (not an equities player);
BIG DEAL: Lead advisor to Bharti Airtel in the aborted \$23-billion deal with MTN

Morgan Stanley



AISHA DE SEQUEIRA
 Managing Director
SERVICES: Full service global player (no local balance sheet)
BIG DEAL: Sterlite Industries's \$1.5-billion ADR and follow-on offering

QIP: qualified institutional placement; CB: convertible bonds; FCCB: foreign currency convertible bonds; ADR: American depository receipt; CIBM: Corporate, Investment Banking and Markets; CEO: chief executive officer; L&T: Larsen & Toubro

Source: BW research