



**ortuscapital**

## OVERVIEW

Ortus Capital is a private investment group dedicated to acquiring and operating small to middle-market businesses in India. We seek to acquire, actively manage and grow profitable privately held businesses with revenues greater than Rs.25 crores.

The Ortus Capital team is comprised of a group of world-class investors, advisors, entrepreneurs and managers who are passionate about building great companies. Given our long-term focus, Ortus Capital provides attractive exit opportunities to owners who seek to remove themselves from day-to-day operations.

## INVESTMENT CRITERIA

### INDUSTRY

- Business Services
- Healthcare and Healthcare-related
- Education
- Logistics
- Niche Manufacturing

### FINANCIAL CRITERIA

- Revenues greater than Rs.25 crores
- Profitable
- Producing positive free cash flow

### GEOGRAPHIC AREA

- Based in India

### BUSINESS CHARACTERISTICS

- Provide differentiated business services or niche-manufactured products
- Operate within a large, fragmented market
- Low risk of technology change, regulatory change or obsolescence
- Possess stable customer relationships with recurring revenue opportunities
- Solid mid-level management
- Concentrated ownership with a motivation to sell

In addition the above, Ortus Capital is willing to investigate transactions that fall outside these parameters if they are sufficiently attractive.

## WHY ORTUS?

- Since Ortus Capital's team will be operating the company, we seek to invest in a business' long-term health, not merely the opportunity for a short-term gain
- We strive to be attentive to sellers' needs, financial and otherwise
- We have the ability to move quickly
- Ortus Capital's investors are well-capitalized, and possess extensive operational and deal-making experience
- We are willing to pay a fair price for the right company
- We will ensure a healthy transition from the current owners to Ortus Capital
- We will be respectful of your time, and work with sellers discreetly and in a forthright manner



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## OUR APPROACH

- Only interested in transactions where Ortus Capital can acquire a controlling stake in a company
- Focus on companies that are too small for most private equity firms
- Focus on companies in industries and niches with strong, long-term growth opportunities that benefit from demographic and structural trends in the Indian economy
- We like businesses with solid histories, strong prospects, excellent customer relationships and employees who want to partner and grow with the company
- Our partners will take an active role in operating the company, making us an attractive option for owner/operators seeking an exit

## OUR TEAM

### MAYANK DHANUKA – MANAGING PARTNER

Mayank Dhanuka is a co-founder of Ortus Capital. Prior to founding Ortus Capital, Mayank worked with various Investment Banks including Donaldson Lufkin & Jenrette, Credit Suisse First Boston, Lehman Brothers and NoonMark Advisors. Mayank has worked closely with entrepreneurs, investors and managers across India, US, Hong Kong, China and other parts of Asia. Mayank has experience in private equity investing, structuring and negotiating M&A transactions and capital raising. Mayank's experience ranges across various industries including technology, financial services and consumer/retail.

Mayank holds a B.Tech from the Indian Institute of Technology and an MBA from Columbia Business School.

### SUNOOR KAUL – MANAGING PARTNER

Sunoor Kaul is a co-founder of Ortus Capital. Prior to founding Ortus Capital, Sunoor worked the General Electric Company and Bank of America. At GE, Sunoor worked in various leadership roles in different areas of operations including manufacturing, sourcing, materials management and logistics. Sunoor has extensive experience in Six Sigma and has also led a finance team in executing costing, transfer pricing and managing a P&L. At Bank of America's Healthcare Investment Banking division Sunoor executed several multi-billion dollar M&A deals and debt and equity offerings.

Sunoor holds a B.Tech from the Indian Institute of Technology and an MBA from the University of Michigan.

## CONTACT

Mayank Dhanuka  
mdhanuka@ortuscap.com  
+91-11-4355 3436  
+91-96500 12853

Sunoor Kaul  
skaul@ortuscap.com  
+91-11-4355 3437  
+91-96500 12854