



NiFCO
NISUS FINANCE

infinite possibilities

Nisus Finance, popularly known as NiFCO commenced operations in late 2014 with core objective of providing cutting edge products & solutions that meet the dynamic capital requirement of real estate industry in India.

NiFCO brings together a team of over 14 specialists who are engaged in various functions including origination, structuring, credit assessment, asset management, investor relations and bring over 120 man years of experience in real estate, capital markets and finance. NiFCO is supervised by a strong Board, Investment Committee and Strategic Advisors. Each advisor is an industry veteran with unparalleled experience and expertise in their domain.:

Offerings of Nisus Finance:

A. Domestic AIF Fund – SEBI registered and regulated Category II Alternate Investment Fund – Infinity Realty Opportunities Trust commenced operations in 2015. In the past 2.5 years, NiFCO has already deployed INR 170 Crores from its fund pool. NiFCO is raising additional funds to take the domestic pool to USD 50mn (Domestic Tranche) and offshore pool to USD 75mn (Offshore Tranche) by end of 2018. The Fund has secured 3 successful exits in 2.5 years of operations with an average IRR of 19.5%.

B. NBFC– Nisus FinCorp Pvt. Ltd. is a loan and investments NBFC. The NBFC is in the principle business of providing finance by making loans and advances. NiFCO is expanding its offering into other alternate asset classes, providing unique investment opportunities for its investor base, while creating diversified solutions for small and medium enterprises and young firms engaged in developing the nation. Nisus Fincorp's areas of operations are inclusive of:

1. Loans to RE companies
2. Construction loans to RE developers focused on mid-income/affordable housing
3. Loans to SME's and MSME's
4. Venture Loans
5. Loan Against Property

Starting with an initial corpus of INR 100 Crore, the NBFC aims to have an AUM of INR 500 Crore by 2020.

C. Off Shore fund – NiFCO is raising its offshore fund through institutions and family offices in the US, Europe and Japan with a target corpus of USD 75 Million. The offshore fund domiciled in Mauritius will largely focus on affordable housing.

- With the Domestic Fund, Offshore Fund and NBFC, the total AUM under NIFCO is expected to grow to approximately INR 900 Crores by end of the year 2018.
- About INR 700 Crores is being dedicated to affordable housing over the next 3 years from NiFCO's fund pools. This corpus will be primarily for mid-income and affordable housing development in cities of MMR, NCR, Bengaluru, Chennai, Hyderabad, Ahmedabad, Pune and Kolkata; including the peripheral areas of these regions.
- NiFCO is aligned with NAREDCO, to offer to its members preferred capital solutions from its corpus for development of affordable housing.

D. Advisory Services

1. Debt Syndication: NiFCO through its ecosystem of onshore and offshore LP, funds, NBFCs and other capital participants is able to undertake mid to large size debt syndication. NiFCO brings specialist skills on deal evaluation, structuring, placement and closure.
2. Investment Management and Exits: Due to its long and unblemished track record in investments and asset management, NiFCO advises other GPs and Managers on asset management and on exiting their investments in India RE. NiFCO is currently managing third party assets of nearly USD 80 mn towards monetization and exits.

3. Residential Development: NiFCO advises developers and asset owners in the mid income and affordable segment on various JV, JD, development management and capitalization options. Apart from deploying its funds, NiFCO acts as a partner to its developer clients in fast tracking sales and monetizing assets in the shortest time possible.
4. Development Management: For small size developers and local projects, NiFCO is able to bring together equity partners, development experts and other stakeholders to complete projects, turn around projects in various stages of execution and conduct end-to-end advisory through the life cycle of the project. NiFCO has started to seed smaller projects which have significant value stuck which can be unlocked through capital, management bandwidth and industry relations. NiFCO's team helps with compliance, governance and monitoring towards this.
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