

FAIRSTAKE

MANAGEMENT SERVICES

CAPITAL ARCHITECTURE. DELIVERED.

End-to-End Fundraising Advisory | Debt | Equity | Structured Finance

RS.800 CR+

Capital Facilitated

Banking

200+

Cases Closed

NBFC

Invoice Discounting

CC / OD

35+

Active Lenders

Factoring

Project Finance

98%

Client Retention

Equipment Leasing

PE / VC / IPO

PREPARED BY

YOGENDRA SHARMA

Founder & Managing Principal

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WHO WE ARE

ABOUT FAIRSTAKE

Management Services

FairStake Management Services is a Mumbai-based, full-spectrum capital advisory firm founded on a singular conviction: that businesses deserve institutional-grade fundraising management — not just brokerage.

We manage the entire capital raise lifecycle — from credit structuring and lender identification to term sheet negotiation and final disbursement. Our engagements span working capital, structured debt, lease finance, receivables monetisation, and equity capital across every growth stage.

Unlike intermediaries who work for referral commissions, FairStake operates exclusively on a client-side mandate. We are paid by you. Our incentive is your best outcome — nothing else.



YOGENDRA SHARMA

Founder & Managing Principal

Capital Markets & Structured Finance Specialist
Banking, NBFC, Invoice Discounting & Lease Finance

20+

Years

RS.800 CR+

Capital Raised

200+

Cases

info@FairStake.in | www.FairStake.in

OUR GUIDING PRINCIPLES

CLIENT-FIRST MANDATE

We hold no lender affiliations. Every recommendation is made purely in your interest.

EXECUTION OVER ADVICE

We stay engaged until disbursement. A mandate is not closed until capital is credited in your account.

SPEED WITH PRECISION

48-hour first indicative offer. Structured proposals that pre-empt lender objections.

INSTITUTIONAL RIGOUR

Bank-grade credit storytelling. CMA, DPR, IM — crafted to stand up to the toughest underwriter.

DEBT CAPITAL & WORKING CAPITAL SOLUTIONS

Complete spectrum of debt instruments — from overnight lines to 10-year project finance.

01

Bank Loan Fundraising

PSU & Private Banks | Term Loans | OD

- PSU & private bank loan structuring for SME to large corpora...
- Term loan, demand loan & overdraft (OD) facility design.
- CMA data, DSCR optimisation & credit underwriting.
- Consortium lending & lead bank negotiations.
- End-to-end liaisoning until disbursement.

02

NBFC Financing

Alternate Finance | Bridge | LAP

- Access to 25+ curated NBFCs across risk spectrum.
- Bridge financing, LAP, unsecured business loans.
- Faster turnaround where banks cannot move.
- Promoter funding & corporate loan structuring.
- Customised repayment schedules aligned to cash flows.

03

Cash Credit & OD Lines

CC | OD | Working Capital Limits

- Cash Credit (CC) limit setup, renewal and enhancement.
- Overdraft against property, FDs, stocks & debtors.
- Drawing power calculation & stock statement management.
- MPBF assessment, QIS reporting & stock audit facilitation.
- Working capital cycle optimisation.

04

Term Loan & Project Finance

TL | LAP | DPR | TEV | Syndication

- Long-term TL for greenfield & expansion projects.
- Detailed Project Report (DPR) & TEV study preparation.
- Loan against property (LAP) — Rs.1 Cr to Rs.100 Cr+.
- Promoter contribution structuring & security packaging.
- Multi-bank syndication & debt service optimisation.

05

Invoice & Bill Discounting

TReDS | LC | BG | Export Bills

- Invoice discounting against blue-chip buyers.
- TReDS onboarding — RXIL, M1xchange, InvoiceMart.
- LC & BG discounting via bankers acceptance.
- Domestic & export bill discounting.
- Up to 90% advance rate on approved invoices.

06

Factoring & Receivables

Domestic | Export | Supply Chain Finance

- Domestic & export factoring with credit protection.
- With-recourse and non-recourse factoring.
- Reverse factoring / supply chain finance programmes.
- Debtor book evaluation & eligible receivable analysis.
- Ongoing portfolio monitoring & collections support.

EQUIPMENT LEASING & STRUCTURED FINANCE SOLUTIONS

07 Equipment & Asset Leasing

Finance Lease | Operating Lease | Sale & Leaseback

- Finance & operating lease for capex assets.
- Vehicle fleet, machinery, IT & medical equipment.
- Sale & leaseback — unlock existing asset value.
- Tax-optimised structures with accelerated depreciation.
- Tie-ups with NBFCs, banks & captive finance arms.

08 Structured & Specialty Finance

NCD | Sub-Debt | Mezzanine | FLDG | PTC

- NCD issuance — listed & unlisted structures.
- Subordinated debt, mezzanine & hybrid capital.
- FLDG-backed partnerships with fintech lenders.
- Securitisation & pass-through certificates (PTCs).
- Priority sector lending (PSL) arbitrage advisory.

FULL INSTRUMENT MATRIX

Instrument	Tenure	Security	Typical Ticket	Lender Type
Cash Credit (CC)	12M (revolving)	Stock & Debtors	Rs.25L – Rs.50Cr	Banks / NBFCs
Overdraft (OD)	12M (revolving)	Property / FD	Rs.10L – Rs.25Cr	Banks
Invoice Discounting	30–120 days	Invoice / Buyer	Rs.10L – Rs.20Cr	Banks / TReDS
Factoring	60–180 days	Receivables	Rs.50L – Rs.25Cr	NBFC / Factors
Term Loan (TL)	1–10 years	Property/Assets	Rs.50L–Rs.100Cr	Banks / NBFCs
Equipment Lease	2–7 years	Asset Hyp.	Rs.10L – Rs.50Cr	NBFCs / Banks
LAP	5–15 years	Comm. / Resi.	Rs.1Cr–Rs.100Cr	Banks / NBFCs
Project Finance	7–15 years	Project Assets	Rs.5Cr+	Banks / DFIs
NCD / Debentures	1–5 years	Variable	Rs.5Cr+	HNI / Inst.

EQUITY CAPITAL & GROWTH FINANCE SOLUTIONS

Where ambition meets institutional capital — across every stage of the equity lifecycle.

09

Private Equity (PE)

Growth | Buyout | Pre-IPO

- PE fundraise — growth, buyout & pre-IPO rounds.
- Investor targeting & mandate management.
- Valuation support & deal structure advisory.
- Data room preparation & investor Q&A.
- Term sheet review & closing coordination.

10

Venture Capital (VC)

Seed | Series A–C | Pitch Decks

- VC fundraise across seed to Series C stages.
- Pitch deck structuring & financial modelling.
- Investor outreach & warm introduction facilitation.
- Cap table management & dilution advisory.
- Term sheet negotiation & shareholder agreements.

11

IPO Readiness & Advisory

DRHP | SEBI Filing | Book Building

- IPO readiness assessment & gap analysis.
- DRHP structuring & SEBI filing coordination.
- Lead manager & book runner selection advisory.
- Anchor investor identification & pre-IPO placement.
- Post-listing IR strategy & compliance roadmap.

12

M&A Advisory

Buy-Side | Sell-Side | Mergers

- Buy-side & sell-side M&A mandate management.
- Target identification & strategic fit analysis.
- Due diligence coordination (financial & legal).
- Deal structuring — cash, stock & earnout models.
- Regulatory compliance & transaction closing.

13

Crowdfunding & Angel Rounds

SEBI Platforms | Angel Networks

- SEBI-regulated crowdfunding platform advisory.
- Angel investor network & syndicate access.
- Deal structuring for sub-Rs.5Cr raises.
- Investor deck, SAFE note & convertible advisory.
- Post-round governance & compliance support.

14

ESOP & Promoter Liquidity

ESOP Design | Secondary Transactions

- ESOP scheme design, valuation & trust setup.
- Secondary share sale facilitation for founders.
- Promoter liquidity via structured PE secondaries.
- Employee buyback programme management.
- Regulatory compliance & board advisory.

A PROCESS BUILT FOR SPEED & PRECISION

Battle-tested. Lender-facing. Designed to get capital in your account — not just LOI in your inbox.

Day 1–2

01

DEEP-DIVE CREDIT ASSESSMENT

Audit of financials, assets, cash flows and promoter profile. Identify optimal instrument mix and lender universe. Gap analysis — credit risks, collateral gaps, DSCR positioning. Credit rating indicative assessment & enhancement advisory.

Day 3–5

02

BESPOKE INFORMATION MEMORANDUM

Banker-grade IM/CIM crafted to pre-empt underwriter objections. CMA data, projections & DSCR analysis preparation. DPR / TEV study for project finance mandates. Executive presentation for senior lender meetings.

Day 5–14

03

MULTI-LENDER PARALLEL PROCESSING

Simultaneous outreach to 8–12 targeted lenders. Warm introductions via relationship managers. Follow-up cadence and query resolution management. First indicative term sheets within 48 hours of submission.

Day 14–45

04

TERM SHEET NEGOTIATION & CLOSING

Comparative analysis of all received term sheets. Rate, covenant, security & repayment negotiation. Legal documentation & security creation support. We stay engaged until final disbursement.

OUR COMMITMENT TO YOU

We do not close a mandate on sanction. We close it on disbursement. Your capital, in your account — that is our finish line.

INSTITUTIONAL THINKING. ENTREPRENEURIAL URGENCY.

01

35+ Lenders. One Ruthless Brief.

We map every lender's live risk appetite and sector preference before routing your proposal. You receive competing term sheets — not a serial queue of rejections.

PSU Banks

Pvt. Banks

NBFCs

Fintech

02

Credit Story Engineering

We don't submit files. We craft narratives. CMA, projections, DSCR — every number is positioned to make lenders confident, not cautious.

CMA Data

DSCR

IM / CIM

DPR / TEV

03

Deep Lender Intelligence

Decade-long relationships with decision-makers across banks and NBFCs. We know who will say yes — and at what rate — before we pitch.

Relationship Access

20+ Years

04

48-Hour First Response

From document receipt to first indicative term sheet — 48 hours is our benchmark. Our process is engineered for speed without sacrificing quality.

48hr Term Sheet

Parallel Processing

05

You Pay Us. Not the Lender.

Zero lender referral fees. Zero conflicts. We operate on a strict client-side retainer. Every recommendation exists solely to maximise your outcome.

0 Referral Fees

Client Retainer

06

End-to-End Execution

From first discussion to last disbursement — we stay engaged. Clients never navigate legal documentation, security creation, or lender escalations alone.

Full Lifecycle

Post-Sanction Support

TRACK RECORD

NUMBERS THAT SPEAK FOR THEMSELVES

RS.800 CR+

Total Capital Facilitated

200+

Cases Closed

35+

Active Lender Partnerships

48 HRS

Avg. First Indicative Offer

98%

Client Retention Rate

SECTORS SERVED

- Manufacturing
- Real Estate & Infra
- Healthcare
- Logistics & Fleet
- Trading & Exports
- Renewable Energy
- Retail & FMCG
- Technology & SaaS
- Education
- Food & Agriculture

INSTRUMENT COVERAGE HIGHLIGHTS

Instrument	Lender Universe	Ticket Size	Rate Range (Indicative)
Bank Loans (CC / OD / TL)	PSU & Private Banks	Rs.25L – Rs.100Cr+	8.5% – 12%
NBFC Financing	Curated NBFC Panel	Rs.10L – Rs.50Cr	12% – 18%
Invoice Discounting	TReDS / Banks	Rs.10L – Rs.20Cr	0.65% – 1.5% p.m.
Equipment Leasing	Banks & NBFCs	Rs.10L – Rs.50Cr	7.75% – 15%
Project Finance	Banks / DFIs	Rs.5Cr+	9% – 12%
NCD / Structured	HNI / Institutions	Rs.5Cr+	13% – 18%

* Rate ranges are indicative based on past transactions. Actual rates depend on borrower profile, security, and lender policies at time of mandate.

HOW WE ENGAGE & WHAT TO EXPECT

RECOMMENDED

RETAINER + SUCCESS FEE

A monthly advisory retainer covers our active engagement, preparation and lender management. A success fee (% of amount raised) is charged only on successful disbursement.

- Monthly retainer for active engagement
- Full IM / CMA / DPR preparation
- Lender outreach & follow-up management
- Term sheet negotiation & closing support
- Post-disbursement confirmation & handover

PROJECT BASIS

PURE SUCCESS FEE

For select mandates, we operate on a pure success fee model — no retainer. Fee charged exclusively on successful disbursement. Subject to mandate qualification.

- No upfront retainer
- Success fee on disbursement only
- Available for select mandate types
- Qualification criteria apply
- Minimum ticket size: Rs.2 Crore

CONFIDENTIALITY & NDA

WHAT OUR CLIENTS SAY

“

"FairStake did not just get us the term loan — they got us a rate 1.5% lower than our existing banker was offering. That is real money."

— Managing Director, Manufacturing Company, Pune

“

"Their IM was so well-crafted that the lender came back within 36 hours. We had three competing offers within two weeks."

— CFO, Logistics Group, Mumbai

FAIRSTAKE

MANAGEMENT SERVICES

BEGIN YOUR CAPITAL JOURNEY

**YOUR NEXT RS. 10 CRORE
STARTS WITH ONE CONVERSATION.**

Whether you need working capital, a term loan, project finance, or equity capital — we are ready. No commitment required for the first discussion.

FOUNDER & MANAGING PRINCIPAL

YOGENDRA SHARMA

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LOCATION

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This document is strictly confidential and intended solely for the named recipient. FairStake Management Services.

ADVISORY MODEL

Independent
Fee-Only Practice

QUALIFICATIONS

MBA | CA
technician
Led Advisory

CONFIDENTIAL

NDA-Backed
All Engagements

INDEPENDENT

Zero Lender
Referral Fees