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INVESTOR RELATIONS CONSULTANCY



SGA Strategic Growth Advisors



OVER

10000

Years of Cumulative Experience

OVER

300

Clients

Investor Communication Powerhouse

IR

PR

B&D

CR

OVER

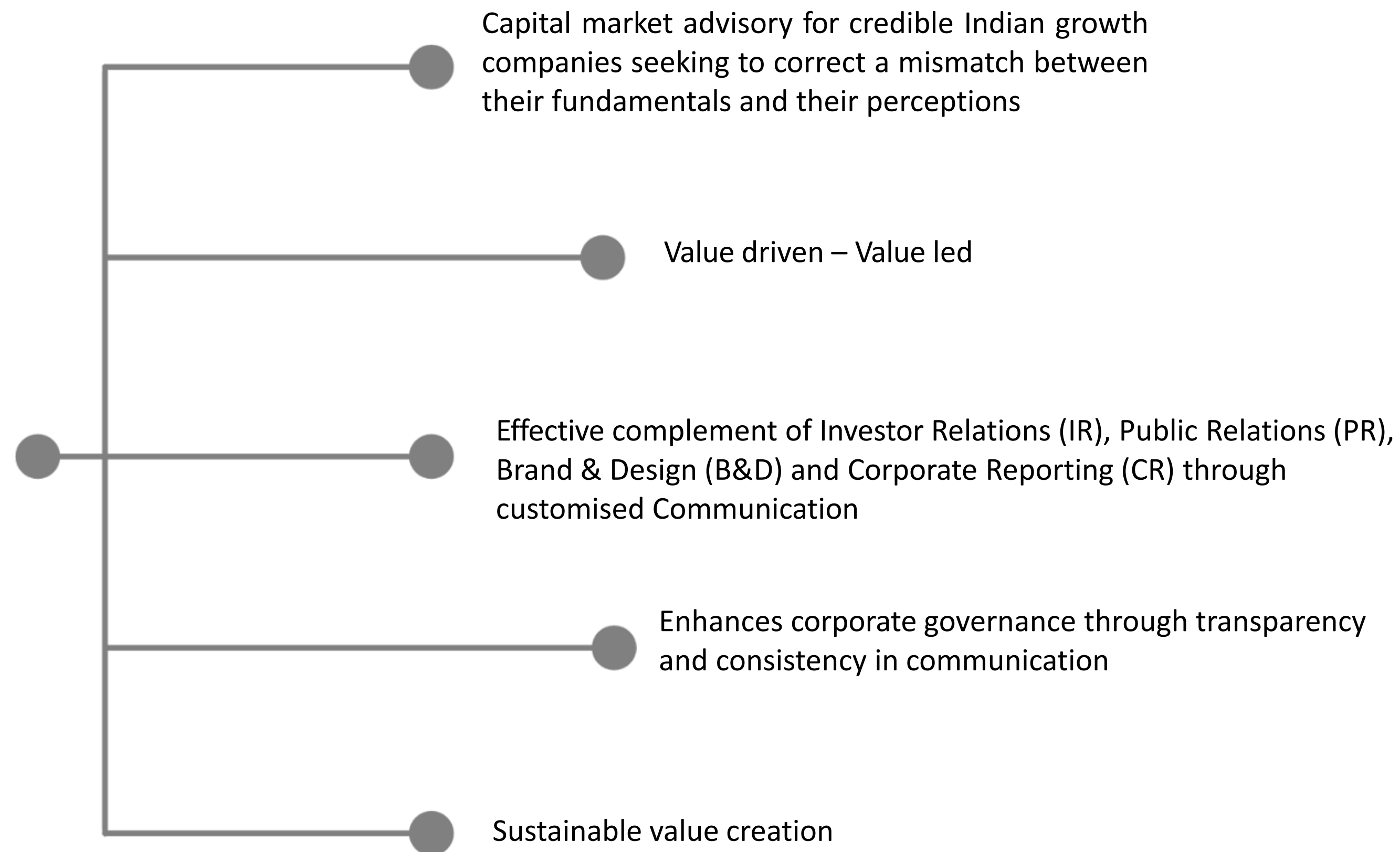
\$85+BN

Total Market Capitalisation

of clients under IR practice

WE TRANSFORM PERCEPTION. WE CREATE VALUE.

The SGA Practice





The SGA Strength

The SGA Commitment



Interface on behalf of clients
helping liberate management time



Available 24x7, making it possible for clients
as well as market participants to solve issues quickly

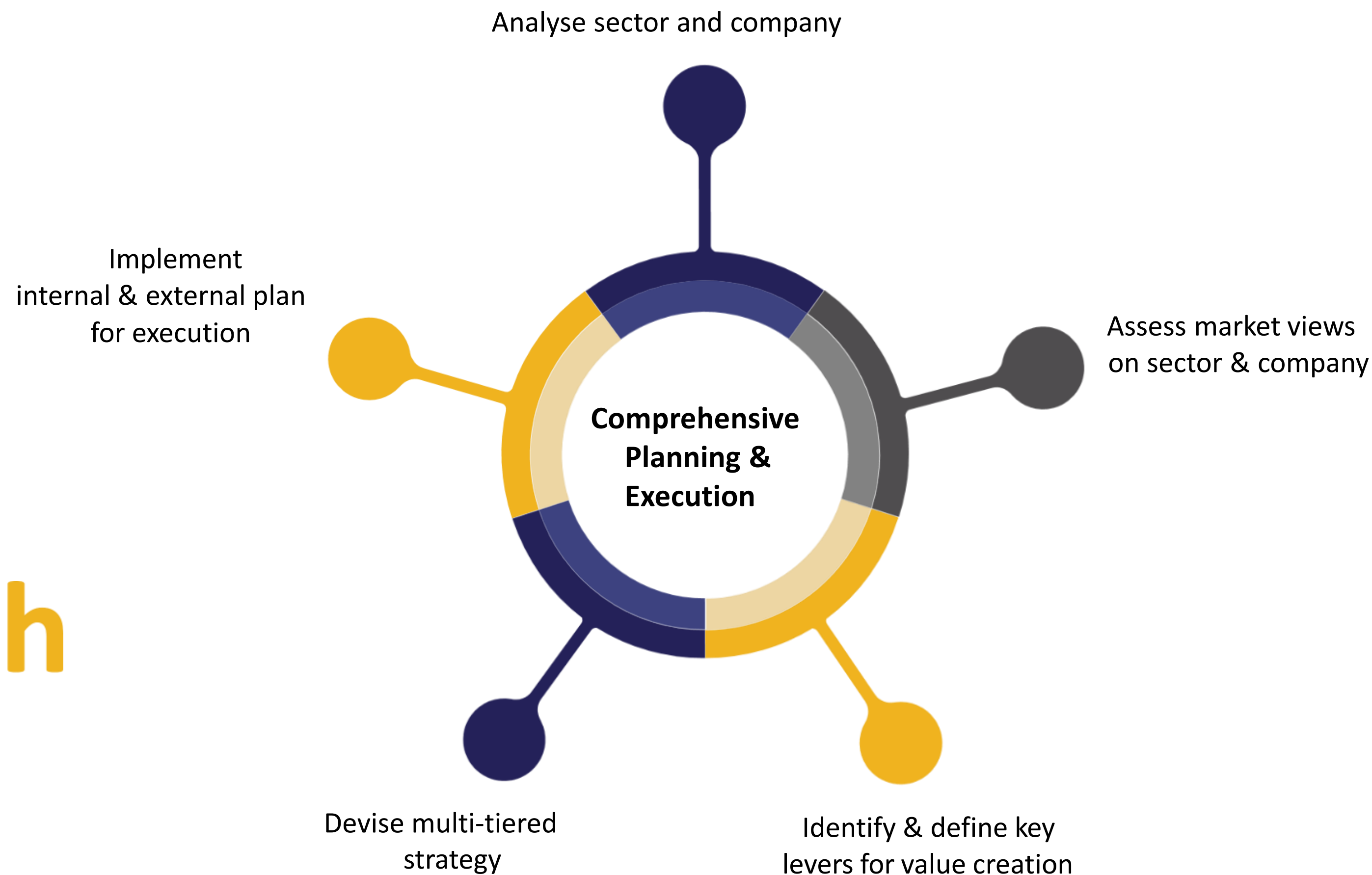


Structured communication methodologies
for clients, resulting in coherence and consistency

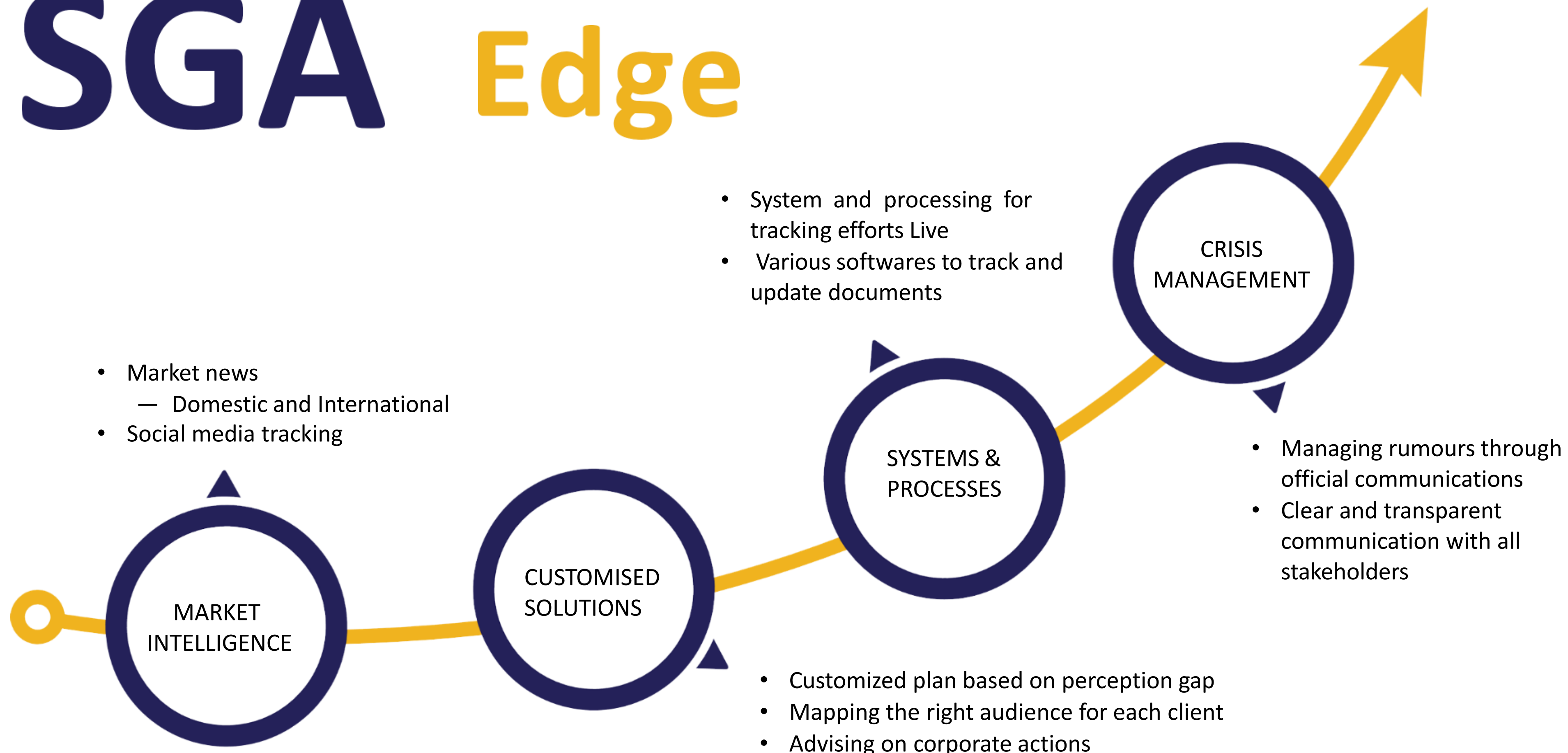


Positioning a company distinctively in the
mind of the investor community

The SGA Approach



The SGA Edge



AUTO & AUTO
ANCILLIARIES

HEALTHCARE,
PHARMATEUCIALS &
CROPCARE

FINANCIALS & FINTECH

CONSUMER, RETAIL &
FMCG

SPECIALITY CHEMICALS

HOSPITALITY

DEFENCE

LOGISTICS

MEDIA & ENTERTAINMENT

METALS & PAINTS

POWER & EQUIPMENT



REAL ESTATE

RUBBER

RENEWABLES

WASTE MANAGEMENT

CONSTRUCTION
& INFRASTRUCTURE

RATINGS

TRAVEL & TOURISM

INDUSTRIALS

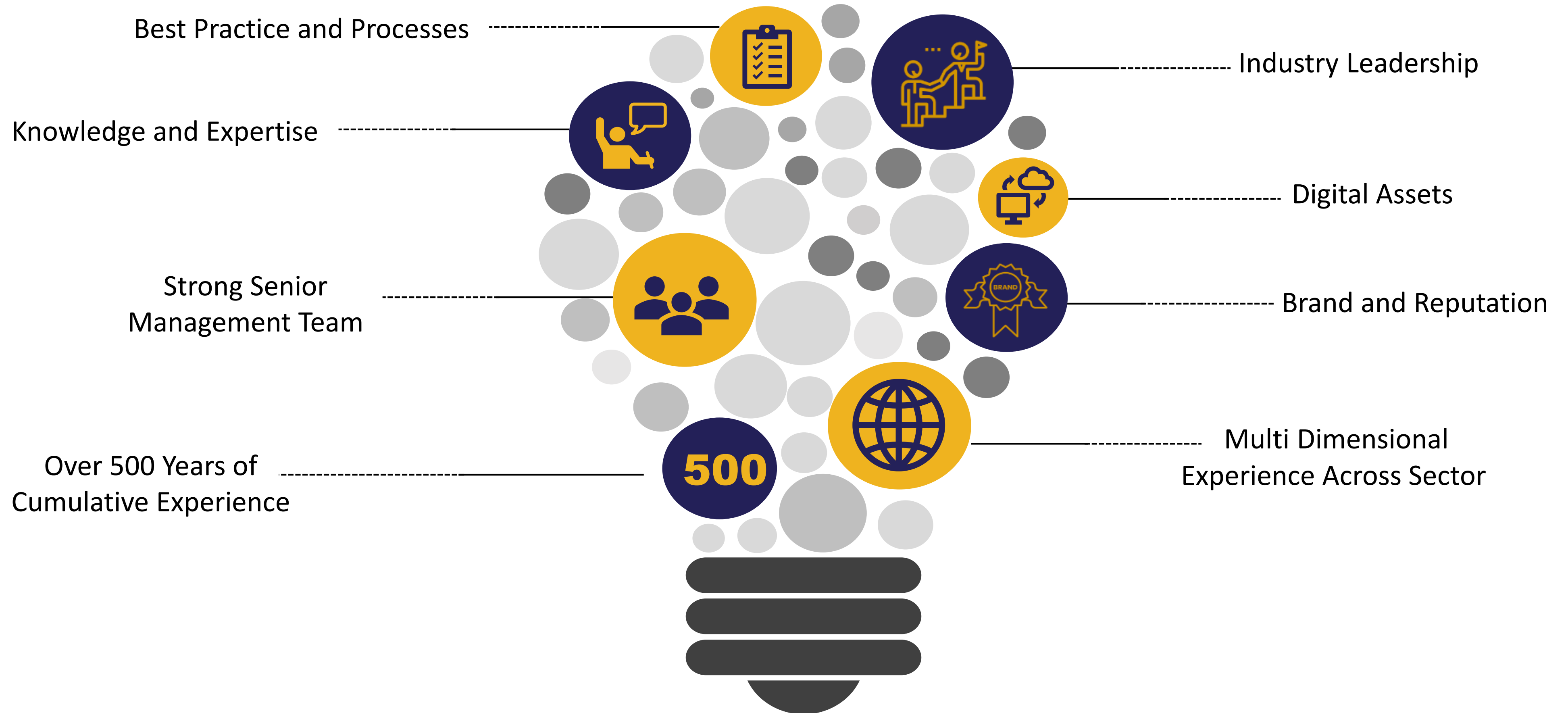
TEXTILE

IT & ITeS / BUSINESS
SERVICES

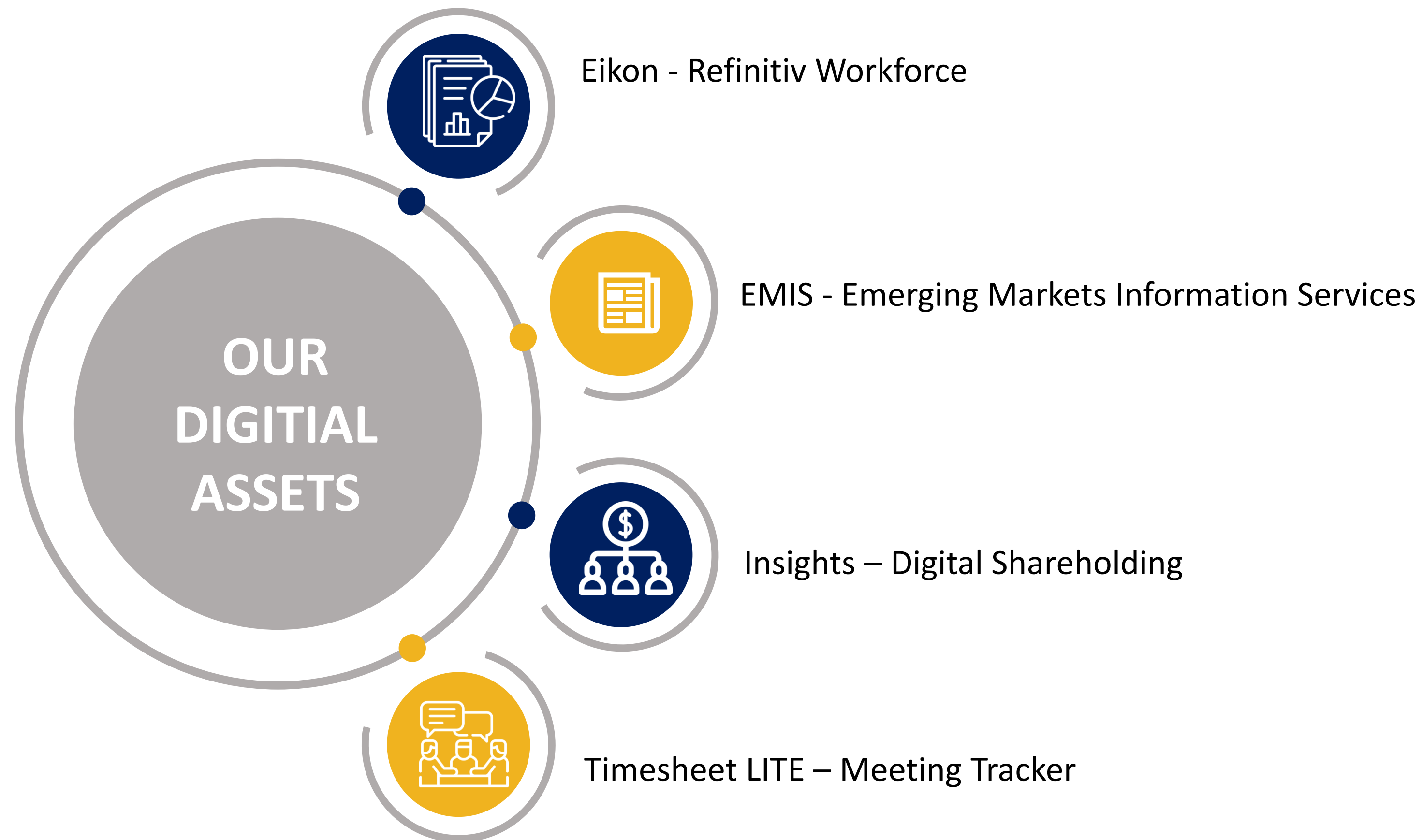
CONSUMER WARE &
STATIONERY

EDUCATION

WhySGA



SGA Digital Assets



IR - Value Unlocking



- Building the “Investment Idea”
- Marketing the idea through research coverage
- Investor base expansion
- Perception management
- Communication & messaging

7,500+
NETWORK
connections

7,50,000+
hours of
INTERACTIONS

LARGE format
ANALYST MEETS

Target Audience for Clients:

Foreign Institutional Investors, Domestic Institutional Investors, Private Equity, Insurance Funds, Portfolio Management Services, Ultra-HNI, HNIs and Family Offices

PLANT and
BRANCH VISITS

IR - Awards & Accolades



2019: IR Magazine London – India Forum Awards



Balkrishna Industries Limited was awarded for best Investor meetings (Mid cap)



Music Broadcast Limited was winner of best Investor meetings (Small cap)

“Certificate of Excellence” was awarded to



AMBER ENTERPRISES



GREENLAM INDUSTRIES



NOCIL



HIKAL



MINDA INDUSTRIES



PNB HOUSING FINANCE

2015: Awarded as Top IR Agency for Best Investor Communication Practice



IR - Awards & Accolades

Mr. Shogun Jain has won the “Equalifi’s 40 under 40 Alternative Investment Professionals in India” Award



PR - Strategic Communication



- Financial PR
- Media management
- Digital media campaigns
- Crisis management
- Reputation management
- Cohort Communications Program

SGAPR has designed India's first Cohort Communications Program to empower early-age startups to communicate with their stakeholders and build their brand story while optimizing their marketing spend. It is unique in its construct as it deploys the 'power of collective' by bringing a group of young entrepreneurs together to navigate their entrepreneurial journey.

Target Audience for Clients:

Key Financials, Mainlines, Regionals, Online and Electronic Media

250+
MEDIA
HOUSE CONNECT

25,000+
COVERAGE
GENERATED

TIER 1,2,3
Cities &
PAN INDIA

PR - Awards & Accolades

Mr. Kevin Shah has won the “40 under 40” Award for PR and Corp Comm by Business World & exchange4media Group



Brand & Design



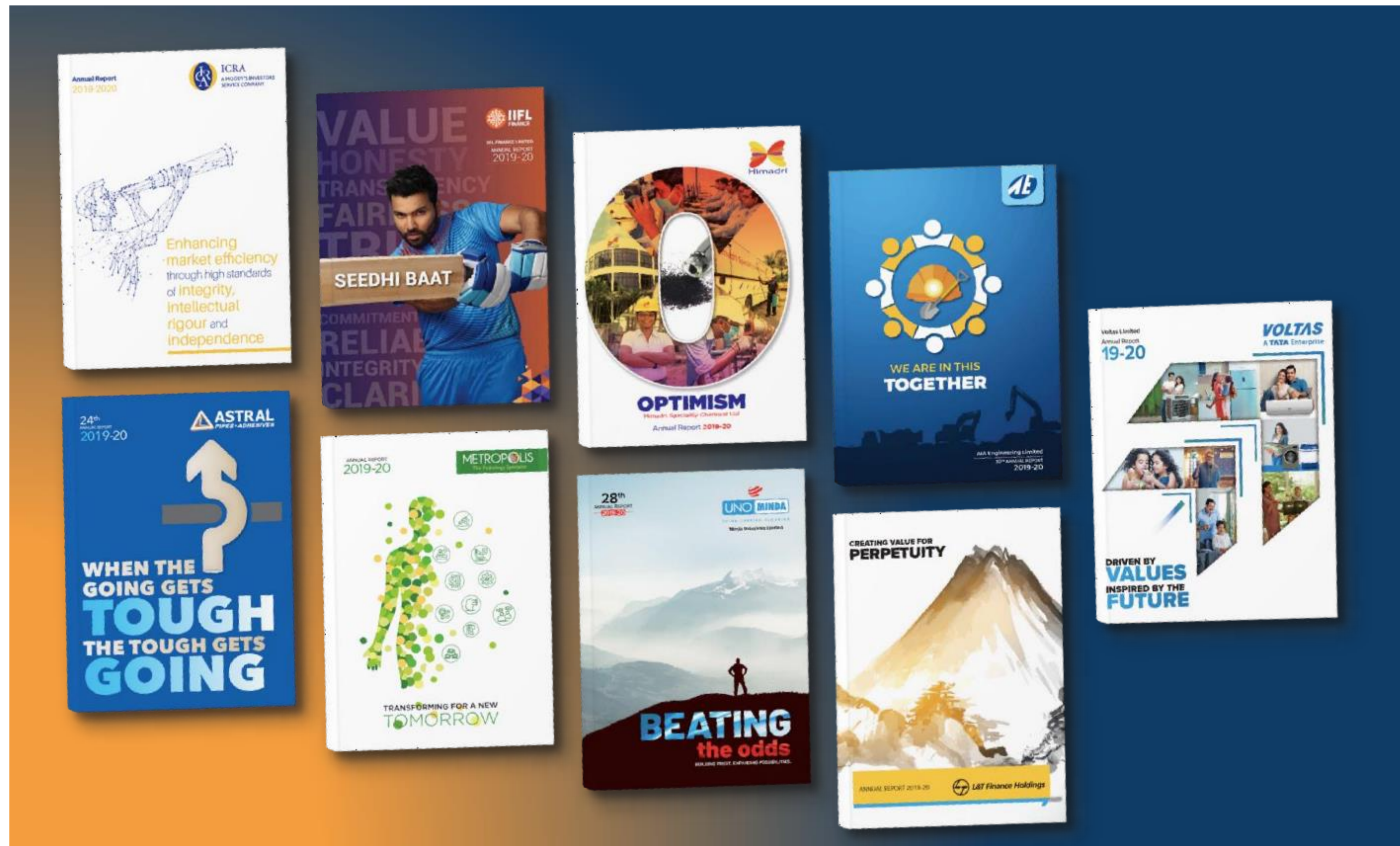
- Branding & Rebranding
- Photography
- Corporate AV
- Coffee Table Book
- Social Media Management
- Digital Marketing
- Website Design and development

200+
COFFEE TABLE
BOOKS

15,000+
ACRES OF LAND
SHOT

CR - Creative Storytelling

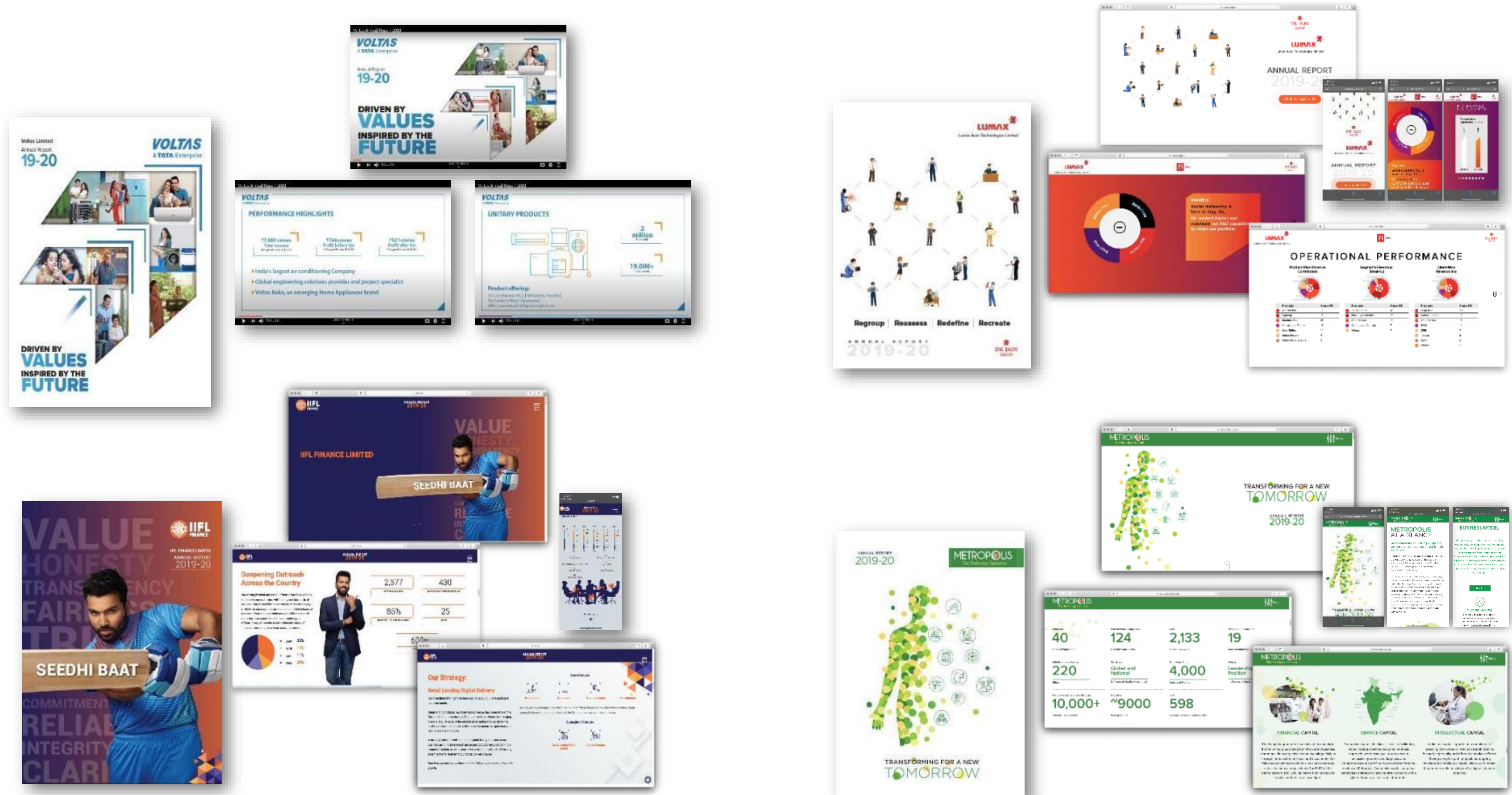
- Annual report development
- Integrated reporting
- Sustainability reports
- ESG Reports
- Other offerings include:
 - Brochures
 - Presentations
 - Year-end stationaries
 - Print / magazine ads
 - Logo
 - Digital



CR - Creative Storytelling



CR - Digital Innovations



CR - Awards & Accolades



Vision Awards 2022-23 Annual Report Competition!

Our 19 reports have been recognized among the top 100 reports globally

Platinum Top 100 (Rank #26) Best Report Cover Century Textiles and Industries Ltd	Platinum Top 100 (Rank #29) Best Report Financials Mafatlal Industries Ltd	Platinum Top 100 (Rank #33) Most Creative Kaynes Technology India Ltd	Platinum Top 100 (Rank #34) Best Shareholder Letter GTPL Hathway Ltd	Platinum Top 100 (Rank #48) Prestige Estate Projects Ltd	Gold Top 100 (Rank #61) Car Trade Tech Ltd	Gold Top 100 (Rank #62) Pearl Global Industries Ltd
Platinum Top 100 (Rank #35) Best Report Cover IIFL Home Finance Ltd	Platinum Top 100 (Rank #37) Capital Small Finance Bank Ltd	Platinum Top 100 (Rank #40) Metropolis Healthcare Ltd	Platinum Top 100 (Rank #46) Lumax Auto Technologies Ltd	Gold Top 100 (Rank #65) Gabriel India Ltd	Gold Top 100 (Rank #66) Edelweiss Alternative Asset Advisors Ltd	Gold Top 100 (Rank #67) 3i Infotech Ltd
	Gold Top 100 (Rank #68) Landmark Cars Ltd	Gold Top 100 (Rank #70) Manorama Industries Ltd	Gold Top 100 (Rank #73) L&T Financial Holdings Ltd	Gold Top 100 (Rank #76) Lumax Industries Ltd	Platinum Top 100 (Rank #92) Nocil Ltd	

OUR SCORE NOW STANDS AT 144 GLOBAL RECOGNITIONS IN 8 YEARS!

We continue to retain our position as **India's leading award-winner at a global level**

Supervisory Board



SAMIR SHAH

Founder & MD

A Chartered Accountant by profession, Mr. Shah has more than 36 years of experience across diverse functions as corporate finance capital markets, investor relations, business strategy and planning. He founded SGA in 2010.

Prior engagements:

Head – Corporate Finance and Investor Relations,
Suzlon Energy Limited
Executive Vice President at a Private Equity Firm,
Vice President at a Leading Stock Broking
Vice President at a NBFC



Dr. NAMRATA RUPANI

CEO, Brand & Design Practice

Dr. Namrata Rupani is an accomplished dentist and commercial photographer. Four years ago, she set up an integrated company, Capture Life, which includes all her three business verticals: the dental clinic, photography service, and a fine art prints service. Her work includes photography, videos, 100+ coffee table albums, legacy books & flash books. Her work has been displayed at various exhibitions, including being commissioned by L&T to document the making of the Metro Rail in India, having exhibited on for FICCI on International Ladies Day, and more recently a Solo Photography exhibition by the Goethe Zentrum, Hyderabad, which was titled “Stories in Stone” – a depiction of old architecture from all over India. She ventured into the Fine Art Print business as well under the same name to make fine art prints and provide design and print solutions for various clients from all over India. Namrata as a speaker at TEDx Nalsar University in 2016 shared her views about just how far photography can travel from going beyond a passion to being able to connect with hundreds of people through a powerful form of art and expression.



KEVIN SHAH

Co-Founder & ED

Kevin co-founded SGA and is focusing on developing the public relations practice of the firm. He also overlooks investor relations & corporate reporting business. His expertise is business development and he directly manages client relationships. Additionally, he manages Client Relations Management (CRM) and controls, systems & processes. In November 2020, he won the 40 under 40 Award for PR and Corp Comm by Business World. He has over 12 years of experience.

Prior engagements:

Interned with S.R. Batliboi & Co., an associate member firm of Ernst & Young LLP

IR Practice - Leadership Team



SHOGUN JAIN
CEO, IR Practice

Shogun is Masters in Commerce with over 17 years of experience in Capital Markets and Investor Relations. He has been with SGA since 2014.

Prior engagements:

Associate, Investor Relations - Aarnine Financial Markets,
Associate, Investor Relations - Orbit Corporation,
Junior Associate - Edelweiss Securities



JIGAR KAVAIYA
COO, IR Practice

Jigar is an MBA with over 17 years of experience in the areas of investor relations and corporate finance. He has been with SGA since 2011.

Prior engagements:

Manager Investor Relations - Reliance Infrastructure, Assistant Manager Investor Relations - Suzlon Energy, Financial Analyst - Seagal Financial Services



RAHUL AGARWAL
Associate Director, IR Practice

Rahul is a qualified MBA (Finance) and BE (IT) with more than 13 years of experience. He was with SGA from January 2017 to March 2019 and has re-joined after a stint of 1.5 years with TATA Steel where he also managed development of 'Shareholder Analysis System' and 'IR Management' at Group level.

Prior engagements:

Manager Financial Strategy & IR - Tata Steel Ltd
Associate - Value Vision Ltd
Associate - Centrum Capital Ltd
Manager Finance - Dighi Port Ltd

Over 35+ member team comprising of account managers, business analysts & associates

IR Practice - Management Team



SHIKHA PURI

Group Account Head

Shikha is a qualified MBA (Finance) from ICFAI Business School with more than 13 years of experience in Investment Banking. She worked on execution of mandates for M&A and PE Advisory. She joined SGA in September 2021.

Prior engagements:

Assistant Director - Lodha Capital Markets
Analyst - Credit Suisse Securities India



PARIN NARICHANIA

Account Manager

Parin is MBA in Finance. He has over 13 years of experience in Investor Relations. He has been at SGA since March 2019.

Prior engagements:

Associate Director (IR) - Gutenberg Communications
Manager (IR) - Jindal Worldwide
Account Director - Concept IR
Senior Account Executive - Adfactors PR



SAGAR SHROFF

Account Manager

Sagar is a Chartered Accountant and MBA with 13 years of experience of Investor Relations, Transaction Advisory Services & External Audit. He was in SGA from January 2018 to November 2020 and after a stint of 1 year with Oriental Capital (IR Firm), has re-joined SGA in November 2021.

Prior engagements:

Senior Associate - Radisson Consulting & Co. LLP
Assistant Manager - D.Kothary & Co, Chartered Accountants



SHRIKANT SANGANI

Account Manager

Shrikant has cleared CFA level 1 exam from CFAI and Diploma in Business Finance from ICFAI. He has over 12 years of experience in Corporate Finance, Treasury & Investor Relations. He has been at SGA since March 2017.

Prior engagements:

Executive - Treasury & Corporate Finance - Siemens
Manager - NSP Forex
Team Member - JP Morgan

IR Practice - Management Team



NISHANT DUDHORIA
Account Manager

Nishant is an MBA in Global Banking and Finance with over 10 years experience in managing teams for Financial Modelling, Valuation, and Mergers and Acquisitions. He joined SGA in January 2024.

Prior engagements:

Research Associate - University of Birmingham
Manager (Finance - Analysis & Investments) - Switz Group (Dubai)
Assistant Manager-IB - Lodha Capital Markets Ltd.
Finance Controller - Real-Un-Real LLP
Audit Assistant - Lodha & Co.



DEVEN DHRUVA
Account Manager

Deven is a Chartered Accountant with over 9 years of experience & expertise in the field of investor relations, client engagement, equity research & capital markets. He was in SGA from August 2016 to November 2020 and after a stint of 1 year with Oriental Capital (IR Firm), has re-joined SGA in November 2021.

Prior engagements:

Research Analyst - Beehive Capital Advisors
Associate - Revelation Portfolio Management



AMI PAREKH
Account Manager

Ami is BAFM & CFA Level II cleared. She has over 8 years experience as an Analyst. She joined SGA in December 2017.

Prior engagements:

Equity Research Analyst – Fiduciary Euromax Capital
Analyst – Nomura Securities India



AAKASH MEHTA
Account Manager

Aakash is an MBA in Finance with over 8 years experience in capital markets. He joined SGA in May 2021.

Prior engagements:

Senior Consultant - Dickenson World
Credit Analyst - Reliance Capital
Associate – Karvy Private Wealth

PR Practice - Leadership Team



SUDHIR SHETTY

Partner & Joint CEO, PR Practice

Sudhir, an industry veteran, has over 16 years of experience working at Adfactors PR, prior to which he has also been a financial journalist for nine years across leading wire agencies and a financial daily.

As a Senior Vice President at Adfactors PR, he had fostered Public Relations (PR) & Investor Relations (IR) practices that served clients across sectors. He has overseen the communication strategies for complex M&A transactions, crises, corporate activities, public offerings for some of the big Indian as well as multinational companies over the years. Sudhir has a deep understanding about Corporate PR, Financial PR, Capital Markets PR, Investor Relations and Media. His key responsibilities comprised providing strategic board-level counsel to clients, building, and managing relations with key stakeholders, developing client base and managing relationship with clients.

Sudhir has a degree from Mumbai University and has done his Masters' in Business Administration. He is also a Certified Financial Planner (CFP).



RAHUL JAIN

Partner & Joint CEO, PR Practice

Rahul has over 20 years of experience in the communications and PR space. In his last stint of almost a decade with Adfactors PR, he was instrumental in building the Fintech and New Economy space from ground zero.

He is well-known in the startup space for curating award-winning communication campaigns and building industry first categories such as 'School EdTech', 'Rural Fintech' 'Treasury Tech' etc. He has closely worked with 100+ internet economy brands and thoroughly understands the intricacies of the startup ecosystem.

Rahul has been awarded with Reputation Today 40 Young Turks and BW 40U40 PR Professional for building robust business practice and bespoke solutions for clients.

PR Practice - Management Team



SANKET REGE
VP, PR Practice

Sanket is a multi-skilled professional with 15+ years of experience in the field of Corporate Communications, Public Relations (PR), Investor Relations (IR) and Financial Research.

His extensive experience has been well developed over the past with a career which has spanned in a wide range of companies like Adfactors PR, Sharaf Group (UAE), The Great Eastern Shipping Co. Ltd, L&T Finance and Morgan Stanley.

He holds a Masters of Business Administration in Finance, Masters of Commerce and Bachelors of Commerce from University of Mumbai, India.



PRIYAL DAVE
VP, PR Practice

Priyal has over 14 years of experience in Public Relations and Media Communication. She has several clients across B2B, SaaS, Fintech, Edtech, Cryptocurrency, MSME, Tourism, Philanthropy and many more.

Her experience spans across Adfactors, Indian Express and Afternoon Dispatch and Courier.

She holds a PG Diploma in Journalism and Mass Communication and Bachelor's in Arts degree from University of Mumbai, India. She has undergone an Advanced Programme in FinTech and Financial Blockchain from IIM, Calcutta and holds a Post Graduate Certificate in Digital Marketing and Communication from MICA.



DEBDOOT MAJUMDER
VP, PR Practice

Debdoot is a PR professional with over 10+ years of experience and expertise in managing both startup & internet economy clients across early-age to soonicorns and traditional businesses in aviation, tourism, banking etc.

He joined SGA after a 10 year stint at India's largest public relations consultancy wherein he was a part of the team that built the startup and fintech practice from ground zero. Debdoot comes with an experience of managing communications for some of India's / world's leading fintech conferences.

He has also received global accolades for successfully leading communication campaigns for brands across aviation and fintech.

An Economics graduate, Debdoot holds an MBA in Marketing. He has undergone an Advanced Programme in FinTech and Financial Blockchain from IIM, Calcutta and holds a Post Graduate Certificate in Digital Marketing and Communication from MICA.

Over 25+ member team comprising PR, social media and content expertise

Brand & Design Practice - Leadership Team



Dr. NAMRATA RUPANI
CEO, Brand & Design Practice

Dr. Namrata Rupani is an accomplished dentist and commercial photographer. Four years ago, she set up an integrated company, Capture Life, which includes all her three business verticals: the dental clinic, photography service, and a fine art prints service. Her work includes photography, videos, 100+ coffee table albums, legacy books & flash books. Her work has been displayed at various exhibitions, including being commissioned by L&T to document the making of the Metro Rail in India, having exhibited on for FICCI on International Ladies Day, and more recently a Solo Photography exhibition by the Goethe Zentrum, Hyderabad, which was titled “Stories in Stone” – a depiction of old architecture from all over India. She ventured into the Fine Art Print business as well under the same name to make fine art prints and provide design and print solutions for various clients from all over India. Namrata as a speaker at TEDx Nalsar University in 2016 shared her views about just how far photography can travel from going beyond a passion to being able to connect with hundreds of people through a powerful form of art and expression.

CR Practice - Leadership Team



CHINTAN KOTAK

CEO, Corporate Reporting Practice

Chintan is a qualified MBA with specialization in finance and marketing. He has over 15 years of experience in the field of annual report positioning and communications. He is also officially certified for <IR> from KPMG. He also has knowhow on interactive web solutions and digital marketing.

Prior engagements:

Business Analyst and Development Manager at one of the leading IT Company,
Research Associate and Senior Research Consultant at two of the India's leading AR agencies



DEBABRATA DUTTA

COO, Corporate Reporting Practice

Debabrata possesses over 30 years of experience as a graphic designer and production manager. His innovative graphic artistry combined with out-of-box design concepts and methodology allows him to deliver a perfect amalgamation between the content and creatives. He has successfully handled big ticket clients across varied industries and has detailed production knowhow. He has successfully exhibited projects like annual reports, brochures, coffee table books, flyers ads, hoardings and many more projects across range of communications like annual reports, brochures, coffee table books, flyers, ads hoardings and many more.

Prior engagements:

Senior Graphic Designer and Production Manager at a leading PR Company,
Senior Production Manager at two of the India's leading AR agencies,
System Operator and Graphic Designer at various designing agencies

Over 35-member team comprising content strategists, editors, brand visualizers, client relationship managers & typesetters

International Business



DHAVAL VAKIL

Director, Strategic Growth Advisors (UK) Ltd.

Dhaval joined SGA team in January 2020 and will lead our expansion in the International market. He is a qualified Chartered Accountant and CFA holder (ICFAI) with over 15 years of all-round experience in investor relations, fundraising, M&A and corporate finance. He comes on board with a proven track record of leading IPO processes, setting highly adaptive IR strategies, increasing research coverage, building credibility and investor pipeline for businesses worth up to €10bn. In his previous roles, he has spearheaded multiple global debt and equity offerings for Indian and European publicly listed and private equity owned businesses and also led many global M&A activities.

Prior engagements:

Vice President - Capital Markets and M&A, Senvion SA
General Manager - Corporate Finance and Investor Relations,
Suzlon Energy Ltd. Head - Investor Relations, Adani Enterprises Ltd.



Contact Us



IR Practice

Shogun Jain
CEO, IR Practice

Mobile: +91 77383 77756

Email: shogun.jain@sgapl.net

CR Practice

Chintan Kotak
CEO, Corporate Reporting Practice

Mobile: +91 98304 56623

Email: chintan.kotak@sgapl.net

PR Practice

Sudhir Shetty
Partner & Joint CEO, PR Practice

Mobile: Mobile: +91 98201 40097

Email: sudhir.shetty@sgapl.net

B&D Practice

Namrata Rupani
CEO, Brand & Design Practice

Mobile: +91 90005 99009

Email: namrata.rupani@sgapl.net

Strategic Growth Advisors Private Limited

CIN No. U74140MH2010PTC204285

402, Pressman House, Near Orchid Hotel, 70A, Nehru Road, Vile Parle (East), Mumbai – 400 099, India

Website: www.sgapl.net