

Building Long-Term Capital Partnerships

Institutional debt solutions for global investors and growth-oriented Indian corporates

PRIVATE CREDIT • STRUCTURED DEBT • FIXED INCOME

Global Investor & Corporate Profile | July 2026

Prosper together. Sustain forever.



1. What “Sostenible” Means

“Sostenible” means sustainable — but for us, it represents much more than environmental responsibility.

It is a business philosophy focused on optimal use of resources to create enduring value.

Growth

Opportunity

Value



Balance growth, opportunity and responsibility so prosperity continues over time.

2. Sustainability as a Long-Term Value Equation

Sustainability is not a slogan. It is the operating discipline that balances the needs of businesses, investors and communities.



Outcome: enduring value for business and society together

3. Aligned With the Going Concern Principle



The Going Concern Principle assumes that an enterprise will continue to operate into the foreseeable future — creating economic value year after year.

Continuity

Confidence that the enterprise can keep functioning across cycles.

Resilience + Adaptability

Ability to adapt rather than pursue only short-term gains.

At Sostenible Advisors, this principle becomes a cornerstone of identity.

4. Our Role: Trusted Bridge Between Stakeholders



We believe that businesses will continue to innovate, entrepreneurs will continue to build, and institutional investors will continue to allocate capital in pursuit of sustainable economic growth. **Our role is to serve as a trusted bridge between these stakeholders,** helping transform opportunities into long-term partnerships.

Businesses

Continue to innovate and build.

Entrepreneurs

Continue to originate credible opportunities.

Institutional Investors

Continue to allocate capital for sustainable economic growth.

We help transform opportunities into long-term partnerships.

5. Our Commitment to Stakeholders

For Institutional Investors

Access to carefully screened opportunities supported by regional market intelligence and disciplined origination.

Designed to enhance scrutiny, investability and long-term return potential.

For Businesses

Access to strategic capital partners who understand that sustainable growth is built over time.

Focused on continuity, credibility and stronger relationships after each transaction.

6. The Sostenible Commitment



7. Sustainable Relationships Create Sustainable Capital



Just as the Going Concern Principle assumes a business will continue creating value into the future, we believe our **relationships** with clients, investors, and partners should also **endure—growing stronger** with each transaction, each investment, and each passing year.



Sostenible Advisors is built on a simple belief:

sustainable relationships create sustainable capital, and sustainable capital creates lasting economic value.

Prosper together. Sustain forever.

The platform in one view

Execution-led advisory built around capital access, institutional preparation and transaction closure.

01

For Corporates

Access structured debt, private credit, NCD/ECB and project financing for expansion, refinancing, acquisitions and special situations.

02

For Global Investors

Source institutionally prepared opportunities in India/APAC with clear structures, diligence readiness and execution coordination.

03

For Partners

Extend origination and coverage across sectors with a professional, accountable transaction platform.



Credential snapshot

A concise view of scale, relationships and execution credibility.

₹5,000cr+

Debt transactions raised / enabled
across 2022–26

₹100cr+

Typical corporate fundraise
mandate threshold

1,000+

DFIs, banks, NBFCs, private credit funds,
family offices and sovereign funds

17+ yrs

Founder experience across
investments, financing and
strategic partnerships

Positioning: Sostenible Advisors is designed as a strategic transaction partner — not a conventional loan intermediary — managing the lifecycle from capital structuring and investor engagement to closure coordination.

A two-sided capital platform

One execution engine, aligned to both capital providers and capital seekers.

GLOBAL INVESTORS – Fundraising for Fixed Income Funds

Professionally evaluated fixed-income access

- Institutional documentation and risk framing
- Relevant borrower matching by mandate
- Structured products: NCD, ECB, private credit
- Execution coordination across legal, trustee, valuation and diligence workstreams
- Ticket sizes typically \$10mn and above

INDIAN CORPORATES Structured Debt/Private Credit

Flexible capital for growth and continuity

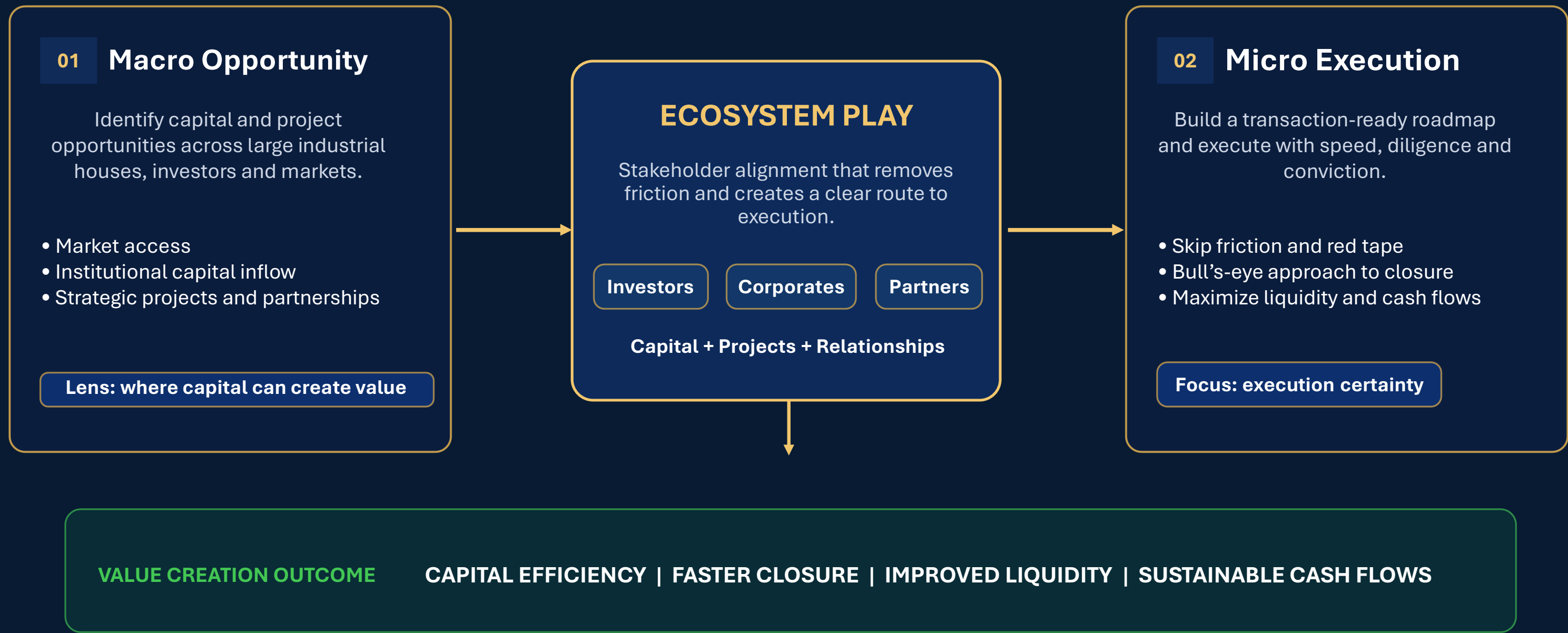
- Funding for expansion, acquisition and refinancing
- Private credit beyond traditional bank lending
- Ticket sizes typically ₹100 crore and above
- Improved investor readiness and faster decision-making

Shared objective: reliable capital outcomes with institutional standards

Execution Approach



Ecosystem Play: convert macro-opportunity into executable capital outcomes



Capital solutions matrix

Structured financing options mapped to corporate use cases and investor mandates.

Use case	Instrument / route	Security / credit base	Investor universe	Typical outcome
Growth / capex	Private credit / NCD	Cash flow + assets	AIFs / credit funds	Flexible capital
Project finance	Structured debt / ECB	Project assets	Banks / DFIs / offshore	Longer tenor
Refinancing	NCD / term debt	Operating cash flows	NBFCs / funds	Cost + maturity reset
Real estate / logistics	Construction finance / LRD	Receivables / property	RE funds / credit funds	Stage-wise funding
Special situations	Rescue / bridge / mezzanine	Tailored package	Special situation funds	Speed + certainty

Note: Each structure is subject to borrower profile, security availability, investor mandate, regulatory requirements and documentation.

Execution lifecycle: from mandate to disbursement

A disciplined six-stage transaction process designed to reduce execution risk.



Outcome focus: Preparation + Credibility + Coordination + Persistence

Investor ecosystem & market access

Matching quality businesses with the capital providers best aligned to each transaction.

Deep relationships across domestic and offshore capital pools support faster screening, sharper positioning and targeted outreach.



Private credit advisory: investor-ready by design

Specialized financing solutions for borrowers whose requirements extend beyond standard bank lending.

01 **Capital requirement assessment**

Understand business goals, funding requirement and long-term capital strategy

02 **Transaction structuring**

Design terms aligned with investor underwriting and borrower objectives

03 **Institutional documentation**

Prepare presentation, IM, financial analysis, risk notes and transaction structure

04 **Investor identification**

Match opportunity with investors whose mandate fits the transaction

05 **Commercial negotiation**

Support pricing, covenants, security package and repayment discussions

06 **End-to-end execution**

Coordinate legal, trustee, diligence and disbursement workstreams

Debt Financing Transaction Highlights - India



Selected credentials across real estate, renewable energy, asset management, logistics and MSMEs

RAISED / ENABLED

₹5,000cr+

Debt transactions
across 2022–26

Execution across institutional debt,
structured financing, refinancing and
sector-specific capital solutions.

Speed + Conviction

Institutional
Access

Representative Transactions

Amounts are selected credentials / indicative examples

₹600cr Asset Management Bangalore-based AMC	₹500cr Capital Markets Listed company, Delhi	₹300cr Renewable Energy Hyderabad platform
₹300cr Logistics / Warehouse Bangalore warehousing	₹250cr Real Estate Chennai developer	₹250cr Real Estate Bangalore developer
₹250cr Warehouse Hyderabad company	₹150cr Real Estate Refi Conglomerate division	₹500cr MSMEs Multiple transactions

Corporate Finance Positioning

Cross-sector debt execution for corporates seeking capital and investors seeking evaluated fixed income opportunities.

Sostenible Advisors | Confidential

Selected transactions are indicative credentials and do not represent a public solicitation or investment recommendation.

Sectors served

Broad origination and advisory coverage across India and APAC-oriented opportunities.



For institutional investors

Curated access to APAC fixed-income and private credit opportunities through institutional fund managers.

Investor value proposition

- Predictable income orientation
- Fund diversification through credit exposure
- Reduced sensitivity to pure interest-rate timing
- Regular distribution potential
- Enhanced-return opportunity through specialist managers

Indicative fixed-income range

6–20% p.a. USD

Open-ended and close-ended structures may be available through institutional partners, subject to lock-in, eligibility, risk profile and fund documentation.

Compliance note: Fund managers remain responsible for registration, offering documentation, regulatory compliance and integrity of investment-related information.

Leadership

Experienced professionals across investments, finance, marketing and strategic partnerships.



Sushant Gupta

Founder - Director

17+ yrs across investment banking, investor relations, structured finance, private capital and corporate finance. Participated in transactions exceeding USD 15bn.



Ashish Kumar

Advisor

30+ yrs as CFO with diversified experience across Tata, Reliance, Indigo, SpiceJet and hospitality assets.



IDI Srinivas Murthy

Advisor

35+ yrs in marketing leadership with GSK, Coca-Cola and Snapdeal; global FMCG marketing portfolio experience.

Association With 1,000+ DFIs, Banks, Nbfcs, Private Credit Funds, Family Offices And Sovereign Funds Globally



**SUSHANT
GUPTA**

**17+ YEARS
EXPERIENCE**

Professional Credential Snapshot

A compact view of transaction, advisory and strategic partnership experience across telecom, ecommerce, consumer, SaaS and family office platforms.

US\$15Bn

Funding from Alibaba and Foxconn; investor relations across 13 investors

25%

Operational savings in annual cash flow and financial-system transition

50+

Fundraising roadshows managed during consumer-sector engagement

20%

Microsoft app and platform savings via strategic alliance

3rd Largest

Telecom service provider creation through pre-IPO merger advisory

4 Markets

Family office integration across India, Germany, UK and Singapore with AUM of \$50bn+

Core Engagement Scope

Fundraising Cross Border

Integration

M&A Advisory

Partnerships

Engage with Sostenible Advisors

For Global Investors, Institutional Partners And Corporates Seeking Structured Capital Outcomes.

01

Fundraising for Funds-APAC (Fixed Income) **\$10mn+**

Share desired sector, ticket size, tenor, target return and risk appetite.

02

Corporate Funding Assessment – India – Structured Debt - **\$10mn+**

Share funding requirement, financial profile, security package and use of proceeds.

03

Partner / Associate Coverage - APAC

Share location, sector expertise, transaction access and investor / corporate network.

Contact

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