

LOKESH SINGHANIA

Email: lokesh.singhania27@gmail.com

Mob: +971 52 920 6214

[LINKEDIN](#)

[MY WEBSITE](#)

Deal Sheet - For list of transactions and detailed insights into my transactional expertise and specific contributions to each deal, please visit my [website](#).

Profile Summary

Accomplished investment banking professional with around 11 years of expertise in high-value transactions totaling \$3 billion+, including M&A, private equity, trade finance, securitizations, and structured debt.

Skilled in capital mobilization for banks, corporates, and funds across emerging markets, with a targeted focus on ESG and impact-driven investments.

Proven track record in managing complex, cross-border deals across the Middle East, Africa, South Asia, and Central Asia, supported by a global network of clients, financial institutions, and specialized lenders.

Professional Experience

Alpen Capital (ME) Limited, DIFC, Dubai, UAE: a leading Investment Bank with five offices in the GCC and India, advising institutional and corporate clients on corporate finance solutions in over 40 global markets.

Received multiple promotions and progression in recognition of exceptional performance in leading high-value transactions and fostering significant client and investor relations.

Senior Director – Investment Banking

Mar 2025 – to date

Director – Investment Banking

Dec 2021 – Feb 2025

Roles & Responsibilities:

- Leading end-to-end equity and debt deal origination, structuring, and execution across multiple markets.
- Directing development of complex financial models, and transaction documents, ensuring successful deal closure.
- Managing a team of VPs, and Associates, coordinating directly with MDs and CEOs on high-stakes transactions.
- Cultivating global client and investor relationships, actively supporting business growth across markets.

Key Achievements:

- Structured and executed equity and debt transactions across various markets, structuring deals valued at over \$1.5B.
- Led a \$150M LBO for a UAE-based firm's acquisition in Mozambique, optimizing financing and capital structure.
- Advised Britannia Industries on acquiring brand assets and business rights in Kenya, managing M&A execution.
- \$40M in structured project finance for a Kraft paper mill in Abu Dhabi
- \$15M in venture debt for an Indian edtech and structured Series B equity for a fintech growth round.
- \$150M non-recourse securitization for Tata International across eight African countries, enhancing asset liquidity.
- \$300M senior secured syndicated ECB for Shriram Finance, India from Asian Development Bank & JICA, Japan
- \$100M capital call facility for a UAE-based private credit fund (Gateway Partners), sourced from Mauritian investors.
- \$110M unsecured bilateral loan facility for ETG Group from European Investment Bank
- \$200M listed share backed financing for the largest infrastructure conglomerate in India
- \$100M Tier 2 capital for one of largest bank in Jordan (syndication of 5 development institution)
- Led Series B equity financing for a UK digital bank, engaging investors from the UAE and Oman.
- Structured an Africa-focused leasing fund with Tata, handling fund setup, modeling, and initial LP commitments.
- Advised on the acquisition and restructuring of FCCBs (~\$300M) issued by GMR Group, involving KIA (Kuwait).
- Originated and leading 2 private credit deals in India (agri supply chain and EV batteries/ charging infrastructure)
- Closed multiple debt and equity transactions (~\$100M) in Africa's logistics, fintech, and industrials sectors.
- Pioneered market entry into Central Asia, leading equity and debt transactions in Armenia, Azerbaijan, and Uzbekistan.
- Built relationships with global impact and sector-specific investors, focused on fintech and renewable energy sectors.

Vice President (Equity) – Investment Banking

Mar 2017 – Nov 2021

Roles & Responsibilities:

- Led all aspects of corporate finance transactions, including M&A and complex debt transactions across different regions.
- Led the execution team in the transaction process, from initial sourcing and analysis to successful execution of deals.
- Prepared financial models, conducted in-depth due diligence, and effectively managed deal structuring, negotiations, and legal documentation review (LOI, SHA/ SPA/ Disclosures, FOLs, etc.) with global stakeholders.
- Built and expanded relationships with a global network of investors and clients.

Key Achievements:

- Led the sell-side advisory for Al Kabeer's 51% stake sale to Savola Group (\$160M).
- \$50M equity growth capital for ACI Motors, Bangladesh from global DFIs including FMO (Netherlands), Norfund (Norway), and BII (UK).
- \$75M ECB for IndusInd Bank from Proparco (French Government fund) to support growth.
- \$100M tier-2 capital raise for RBL Bank, privately placed with US DFC (US Government fund).
- Drove first financial institution deal in Nepal, securing \$100M from US DFC.
- Established new funding avenues with DFIs and impact funds, diversifying sources for growth initiatives.
- Closed transactions totaling over \$1.0B, enhancing financial growth and market presence.

Assistant Vice President (Debt/ Equity) – Investment Banking

Jul 2014 – Feb 2017

Roles & Responsibilities:

- Supported origination team in executing end-to-end transactions, developing financial models for M&A and capital raises using DCF and comps, across trade finance, project finance, and sukuk structures.
- Developed investment memoranda and pitchbooks with strategic investment recommendations, including IRR analysis and risk mitigation.
- Assisted in due diligence and structuring for complex equity and debt financing, reinforcing transaction execution..

Key Achievements:

- Led financial structuring and investor coordination for multi-million DAP/NPK fertilizer plant project in Ras Al Khaimah, securing LOIs and liaising with government entities and ECAs in multiple countries.
- Managed credit rating for a UAE developer, preparing a comprehensive pitch for S&P and concluding the rating process.
- Contributed to the successful conclusion of five debt transactions in the first year, showcasing rapid adaptability and effectiveness in the role.

Education

MBA - International Banking & Finance

Sep 2012 – May 2014

Institute of Management Technology, Dubai

CGPA – 3.63/ 4.00

Key Highlights

- Runner up for CFA Investment Research Challenge, Middle East. 2014
- Authored a chapter on 'Google's Acquisition of Motorola: A Valuation Perspective' in Dr. B. Rajesh Kumar's book 'Valuation Theories and Concepts', published by Academic Press, Elsevier USA

Bachelor of Engineering – Electronics & Telecommunication

Sep 2007 – May 2011

North Maharashtra University, India

1st class with distinction

Key Highlight

- Developed an AI-powered wheelchair with finger-movement control, pressure sensors for fall detection, and RFID-based obstacle detection with auto-stop for my engineering capstone project.

Projects & Training

- **Oxford Private Markets Investment Program** March 2023
 - *Comprehensive understanding of private markets and private equity and debt fund structures, including fees, limited partnership agreements, and fund performance.*
 - *Examining co-investments, secondary markets, ESG, and impact investing.*
- **Bank Modeling & Valuation program** – Certification (Kaplan Genesis)

Extra-Curricular Activities & Additional Information

- Hobbies & Interests: Cricket, Martial Arts, Singing, Dancing, Playing Musical Instruments
- Visa: Golden Visa