

Turning Distress into Opportunity: How HiVal Facilitated the Launch of a Stressed Asset AIF



HiVal Advisors
Aspire to Inspire



Our Client

- **Fund Type:**
SEBI-Registered Category II Alternative Investment Fund (AIF)
- **Strategy:**
Special Situation Real Estate Fund focused on Tier 2 & 3 cities
- **Target Corpus:**
INR 250 Cr + 250 Crores Green Shoe Option.
- **Investment Focus:**
Last-mile financing for residential/commercial assets
NCLT resolution opportunities
Warehousing & logistics in growth corridors



Turning Data into Strategy: Expert Market Research Solutions



Bridging India's Stressed Assets Gap



Mapped India's stressed asset landscape, identifying an **INR 15Bn+ opportunity** across the real estate, warehousing, and commercial assets impacted by NBFC pullback and regulatory shifts.



We focused on **Tier 2 & 3 cities**, analyzing NPA trends, NCLT cases, and funding gaps to shortlist high-potential revival zones.



Benchmarked leading Special Situation Funds to define optimal IRRs, ticket sizes, and exit structures—shaping a fund strategy aligned with GP & LP expectations.



Investor-Ready from Day One:

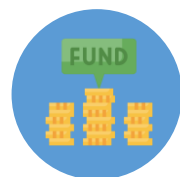
HiVal's Playbook for Launching a High-IRR AIF



Detailed Fund Model with stress tests: Prepared a detailed Fund Model with carried interest, IRR, management fees and waterfall mechanism analysis to articulate comprehensive analysis to the potential investors.



Comprehensive investment pitch deck: Prepared a comprehensive Information Memorandum and a concise Information Overview document to effectively present the fund's strategy, structure, and value proposition to potential investors.



Designed the core fund strategy and benchmarking of the fund: Provided comparative data on peer AIFs (Kotak, Edelweiss, ASK, etc.) to help FME target IRR and fee structure. We positioned the AIF as a high-yield, risk-mitigated strategy designed for 18% IRR with built-in downside protection.



Support investor roadshows: Participated in key GP meetings to communicate the strategy, risk controls, team credibility, and market timing.

Our Strategic Approach



Understanding the Fund Strategy In-Depth

- Aligned with the fund's focus on distressed & last-mile real estate in Tier 2/3 cities.
- Analyzed regulatory, market, and structural drivers shaping AIF opportunity.
- Defined positioning vs. peer Special Situation funds.



Comprehensive Financial Model

- Modeled fund-level IRR, MOIC, cash flows, and exit scenarios.
- Designed tiered waterfall with hurdle rate and GP carry structures.
- Built flexible inputs for ticket size, drawdown pacing, and exit timing.



Investor-Ready Pitch Deck

- Prepared a 40+ page IM and a 10-slide strategic overview document.
- Used visual storytelling to explain structure, safeguards, and returns.
- Positioned fund uniquely on strategy, risk, and returns.



Investor Engagement Support

- Tailored materials for LP types—HNIs, family offices, institutions.
- Benchmarked target IRR, carry, and market gaps across AIFs.
- Supported in LP meetings with deck walkthroughs and Q&A backup.

Outcome



1

Anchor investor committed within the first 30 days of fund launch.

2

Received strong LP feedback on the clarity of the waterfall and security structure.

3

Engaged in live discussions with 10+ family offices and HNIs in the first quarter.

4

Accelerated capital raise momentum with high-conviction pitch and model walkthroughs.

Testimonial



“HiVal Advisors assisted crafting the detailed and dynamic fund model and comprehensive investor pitch deck that clearly articulated our strategy, risks, and investor returns. Their support during the investor meetings played a pivotal role in building the early GP confidence and securing anchor investment commitment. We look forward to work with you soon in our next assignment”

- Fund Sponsor, Special Situation AIF



Why HiVal Advisors



Strategic Modeling: Translated complex AIF structures into clear, investor-ready financial models.



Compelling Storytelling: Designed a focused pitch deck that built GP & LP conviction.



Investor-Aligned Approach: Framed the narrative around LP priorities—security, returns, and clarity.



Faster Capital Raise: Helped secure anchor commitment and engage 10+ GPs in the first quarter.



Key Services

Valuation Services



Provides comprehensive valuation services to determine the fair market value of businesses, assets, and financial instruments. Ensures precise valuation based on industry trends, financial performance, and regulatory standards.

Investment Banking Support



Assists clients in mergers, acquisitions, and capital-raising activities. Offers in-depth financial analysis, deal structuring, and strategic advisory to maximize business value.

Start Up Advisory



Guides entrepreneurs in launching and scaling their businesses. Offers support in business planning, financial modeling, fundraising, and regulatory compliance.

Debt Syndication



Facilitates funding through debt syndication by connecting businesses with banks, financial institutions, and investors. Structures optimal debt solutions tailored to financial needs and repayment capabilities.

FP&A and MIS Support



Delivers in-depth insights into a company's financial health to support informed decision-making. Conducts ratio analysis, trend analysis, and performance evaluations to enhance business efficiency.

