



## VIBHOR GUJARATI

Head, Business Coverage & Fundraising - Edelweiss Alternative Asset Advisors

### INTRODUCTION

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- Head of Business Coverage & Fundraising, Edelweiss Alternative Asset Advisors Ltd (Founding member of the India Alternative Business)
- An MBA from premier institute with c.21 years of work experience in Fundraising, Marketing Strategy, Sales & Distribution, Key Accounts/Institutional Coverage & Business Coverage/P&L with 11+ years in Alternative Asset Management, setting up the fund business for AIF CAT I, II, III Funds
- With 10+ years at Edelweiss India Alternatives as a Founding Member & Head, have launched its first AIF Fund in 2012 & further scaled-up the Onshore Funds **AUM to ~USD 1.2 Bn** and step by step have set-up the entire onshore business by originating specialized LOBs for Sales & Distribution | Product Mgt & Strategy (Conceptualizing & Development) | Marketing & Communication | Distribution Network | Institutional Coverage | Investors Relationship Mgt | Onboarding & Servicing | Alternatives Platform
- Successfully raised funds across broad asset classes – Private Credit | Real Assets | Private Equity | Equities for strategies - Infra Yield, Special Situation Assets, Performing Credit, High Yield Debt, Distressed Credit, Private Equity, RE Credit, CRE & Hedge/Equity Funds from Domestic Large Family Offices, Corporates & UHNI's | Offshore NRI's, UHNI's & their affiliated Family Offices | Institutions like Insurance, Banks etc
- Ex- Indus Balaji Private Equity, JRG Securities (investee company of Baring Private Equity Partners), ICICI Securities, Wipro Limited & Saint Gobain

### AWARDS & RECOGNITION

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- Awarded Best Achiever of the year in BFSI segment, India by ABP News (2013-14).
- Felicitated in Singapore as Leading Individual (Among Top 3 in Asia) for Private Client Mgt (2013-14)
- Awarded Customer Champion Trophy of the Year by Alternatives (2013-14)
- Most Talented Marketing Professional (Financial Services Sector) – 2015
- Most Influencing Marketing Professional (BFSI Sector) – 2016
- Awarded Customer Titan (Edelweiss Group Level Awards) – 2016

### MEMBERSHIP & ASSOCIATION

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- Prominent Speaker for various Business Forums & Conferences on AIFs & Fundraising
- Host & Moderator in Webinar on InvITs by Alternatives along with Crisil (2020)
- As a Governing Council member of Indian Association of Alternative Investment Funds (2015-2017)
- Panelist/speaker in CMO round table conferences (2015)
- Invited in closed group meeting by Ministry of Finance, the Macro/Finance group at NIPFP to help them to understand & restructure the Tax treatment of AIFs, ARCs and Securitization Instruments (2014)
- Speaker in Private Banking Forum modelled on the UK BBC TV show "Dragons Den" by Hubbis (2014)
- Panelist/Speaker at Banking Frontiers' Finnoviti (2013)