



BOMBAY GYMKHANA MANAGING COMMITTEE NOMINATES MS. URVI S. DESAI TO THE BALLOTING COMMITTEE

Dear Members,

At the Managing Committee Meeting held on Thursday, 8th October 2026, the Committee has nominated Ms. Urvi S. Desai to fill the vacancy in the Balloting Committee until the next AGM in September 2027, in accordance with Article 12(a) read in conjunction with Article 12(e).

Please find enclosed her Bio-Data.


Cmdr. K N Bhagat, VSM (Retd.)
Chief Executive Officer
13th October 2026

Urvi S. Desai

91-9820923395

urvi18@gmail.com

SEASONED PROFESSIONAL WITH ~17 YEARS OF EXPERIENCE

ORIGINATION, STRUCTURING & CLOSING
OFFSHORE & DOMESTIC, BUY & SELL SIDE

EQUITY, CREDIT & FUNDS
ADVISORY & BALANCE SHEET

CLOSURES ACROSS SECTORS IN M&A, PRIVATE EQUITY & CREDIT

AXIS BANK, MUMBAI

2020–PRESENT

VICE PRESIDENT, FINANCIAL INSTITUTIONS GROUP

- ◆ **Leadership and development of Offshore focused advisory vertical:** Raising capital from offshore investors for NBFIs and corporates
- ◆ **Developed structured Finance vertical with DFI & MDBs:** Originated and executed partnerships enabling Bank to onboard clients in sunrise sectors like Electric vehicles

SELECT DEAL EXPERIENCE

- ◆ Partial guarantee for Electric Vehicle Corporates and NBFIs with Guarantco for upto USD 300 Mio
- ◆ ADB Supply Chain Finance Partial Credit Guarantee for upto USD 150 Mio
- ◆ Partial Guarantee for Loan to Northern Arc Capital for upto USD 25 Mio
- ◆ Mobilising USD 15 Mio from BII for Sewa Grih Rin, an HFC for informal women workers
- ◆ Mobilising USD 12.5 Mio from IFU, Denmark for Ecofy Finance, a 100% green NBFC

VIVRITI CAPITAL, MUMBAI

2019–2020

VICE PRESIDENT

- ◆ **Driving Business unit for expansion of investor network:** Formulating and leading organizational strategy and execution for widening capital and liquidity access
- ◆ **Business Development for Asset Management Business:** Obtained soft commitments from family offices and aggregating commitments from offshore LPs for the 1st Samarth Bond Fund
- ◆ **Building Strategic and Co-Investment Partnerships:** Driving collaborations with foreign investment partners looking to build scale in India through co-investing and partnerships

SELECT DEAL EXPERIENCE

- ◆ USD 50 Mio credit from Kotak Bank to mid-tier NBFCs with DFC guarantee
- ◆ Diversified Bond Fund focused on Financial Services space catering to low-income segments
- ◆ Large regional Microfinance companies
- ◆ Regional 2 Wheeler financing and fintech companies

AAVISHKAAR – INTELLECAP GROUP, MUMBAI

2014–2018

ASSOCIATE VICE PRESIDENT

- ◆ **Business Development:** Maintaining a robust pipeline of new client relationships, building extensive networks in CXO and investor communities, leading pitch planning and execution
- ◆ **Deal Execution:** Positioning and pitching to investors, client/ stakeholder relationship management, leading negotiations for documentation, deal structuring & driving the transaction process
- ◆ **Practice Building:** Ensuring practice depth by staying abreast of emerging trends, regulations and deal activity, conducting and supervising in-depth space mapping through research
- ◆ **Team Building:** Guiding junior team in collateral preparation (Teaser, IM, Model) and due diligence

SELECT DEAL EXPERIENCE

- ◆ Affordable housing finance provider catering to urban poor
- ◆ Largest Agri-based Non-Banking Finance Company

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- ◆ Emerging cash management agency
- ◆ Specialist oncology care hospital chain

ADFACTORS PR PRIVATE LIMITED, MUMBAI
SENIOR ACCOUNT MANAGER, INVESTOR RELATIONS

2012 –2014

- ◆ **Relationship management:** Leading investors relations management for > 10 listed corporates across metals, realty, leather processing, power, EPC, education and financial services industries
- ◆ **Perception building:** Driving regular interface with investors/media with targeted investor presentations and creation of ongoing content
- ◆ **Team Mentoring:** Training & mentoring 3 member team for all communications with investors

SBI CAPITAL MARKETS LIMITED, MUMBAI
MANAGER, MERGERS AND ACQUISITIONS & CORPORATE ADVISORY

2006 –2011

- ◆ **Cross functional experience:** Across fund raising -equity & debt, domestic M&A, cross border M&A, leveraged buy-outs, valuations
- ◆ **Handpicked for >90% of Cross Border Transactions** including closures in **Germany, Denmark & France**
- ◆ **Key representative for M&A International Inc (currently Oaklins)** with extensive deal origination/ execution responsibilities in an **exclusive network of 41 member firms in 40 countries**
- ◆ **Selected for presenting “Deal of the Year”** at the London Conference of M&A International out of four member senior delegation including top management of SBICAP

SELECT DEAL EXPERIENCE

- ◆ Kiri Dyes and Chemicals acquisition of Dystar (Germany and USA), the world's largest dye manufacturer. *(Received Client and Organisational recognition for the assignment)*
- ◆ Thermax Limited's acquisition of Danstoker, a Danish boiler manufacturer
- ◆ Debt financing for Kiri Dyes and Chemicals which acquired Dystar (Germany and USA), the world's largest dye manufacturer. *(Received both Client and Organisational recognition)*
- ◆ Debt financing for Elecon Engineering's acquisition of the Benzlers-Radicon Group, UK
- ◆ An Indian Footwear Company's acquisition of a French safety footwear manufacturer.
- ◆ SBI's acquisition of Global Trade Finance Limited

SCHOLASTIC AND EXTRA CURRICULAR ACHIEVEMENTS

- ◆ **Post Graduate Diploma in Business Management** from S P Jain Institute of Management and Research, Mumbai, 2004-06 .
- ◆ **Bachelors in Management Studies** from H R College of Commerce and Economics, University of Mumbai, 2001-04
- ◆ **Internships** with HSBC Asset Management Company and ICICI Bank
- ◆ **Awarded National level Scholarship**, “Project Saraswati” from Fair & Lovely Foundation

OTHER SKILLS & INTERESTS

- ◆ **Multi-lingual:** Fluent in English, Hindi, Gujarati, Marathi & limited working Proficiency in French
- ◆ **Swimming, Tennis & Reading** general fiction, macroeconomic/financial non-fiction