

## ***Utsav Baijal (PGP 1998-2000)***

After successful stint with BAIN CAPITAL, LLC (Boston, USA as Associate, 2005-2007) and MCKINSEY & CO. (New Delhi, India/Hong Kong, China as Engagement Manager, 2000-2005), Utsav Baijal is currently associated with,

### **APOLLO MANAGEMENT/AION CAPITAL New York, USA/Mumbai, India**

#### **Partner, 2008-Present**

- Part of Apollo's New York office; member of team which executed the +\$6 billion acquisition of bank and bridge loans from banks. Responsible for performing due diligence and valuation analysis for credit and PE investments.
- Original founding member of the India office for Apollo. Helped establish Apollo's operations in India; working across Private Equity and Credit businesses. Additional responsibility of developing our business in South East Asia.
- Worked extensively in conceptualizing the joint venture with ICICI Bank for the creation of a special situations fund for India (AION Capital). AION is the single largest private equity fund raised in India, totaling \$825 million and is the largest dedicated India fund raised by any of the large bulge bracket private equity funds.
- Led and executed 6 investments for Apollo and AION in India across the media, metals and power sector; total investment of over \$750 million. Led all three transactions from an execution, negotiation and diligence perspective. Executed the successful exit of over \$450 million of capital till date.
- Board Member at several companies (Welspun Corp, Welspun Enterprises, DishTV and PlanetCast Media Services)

#### **ADDITIONAL INFORMATION**

- **Literary interests:** Wrote a weekly column for the Indian Express. Over 130 articles published.
- **Education:** Member of VVEF, IIMA alumni body assisting IIMA in fundraising (2013-2016). Worked for 9 months for the Indian School of Business (secondment); helping them establish processes and systems; help in fund-raising.
- **Fellowships:** Aspen Institute Leadership Fellow (2017), one of twenty people selected from India; Princeton University Business Conference Award, St. Gallen University Essay Award