

NEOSTRAT ADVISORS

Navigating Uncertainty with Trusted Expertise



Abizer S. Diwanji
 Founder

The restructuring and insolvency environment in India has been developing quickly in the last decade due to credit cycles, increased regulatory tightening, and the results of aggressive lending. Much of the business world is still grappling with the slow identification of stress, technological upheaval, and geopolitical realignment.

NeoStrat Advisors is founded on the concept of 'Creative Destruction' introduced by Austrian economist Joseph Schumpeter. It's a process where resources reinvent themselves from time to time and hence, converting Ideas to Value is a continuous process. Given technological, geopolitical and labour related transformations, businesses will continuously evolve. To enable Creative Destruction, NeoStrat has

positioned itself as a 'Corporate Counsel' to work with Ideas (not just Companies) around Strategic Advisory, Restructuring & Turnaround, Mergers and Acquisitions and Governance. In addition, NeoStrat proposes to tie up with Policy advocacy and Learning institutions to build the consensus around it.

NeoStrat Advisors endeavors to position itself as strategic advisor in this time of change, helping organisations move through change in a precise, credible, and collaborative manner. The firm was founded by Abizer S. Diwanji and is dedicated to proactive problem-solving, bringing clarity to resource allocation through resurrection, consolidation, financing or strategic direction. With a blend of strategic understanding and practical implementation, the firm makes an effort to assist clients in their creative destruction journey.

Delivering Strategic, Restructuring, and Value-Focused Advisory Services

Given the 30+ years of operating and advisory experience of the Founder with a focus on Financial services (the bedrock of economic development), M&A, Financing and Restructuring, NeoStrat leverages the past to build the future through lateral thinking. It operates under the philosophy of "leveraging ideas for value," which places it as a commercial counsel that collaborates with domain professionals, legal professionals, and large consulting firms to provide integrated solutions without having to create a heavy internal framework. NeoStrat will leverage its trust and experience and collaborate with the best to deliver value.

One of the pillars of the firm's offering is its ability to clearly think through issues. The firm steps in when the signs of creative destruction are visible to put operations back on track, enhance governance, find other sources of finance, enable consolidation or consider formal resolution options under the IBC, if so required. The team has worked in both proactive restructuring and buy-side opportunity advice in the context of IBC related processes. This allows clients to

derive value out of potentially or existing vulnerable circumstances and protect business continuity.

To exemplify the work done, NeoStrat worked along with EY to conceptualise and execute Emirates NBDs INR 27,000 crores majority stake in RBL Bank Limited. The transaction is the largest investment in a bank in India. The transaction is an unprecedented control deal by a foreign bank through FDI into India. The objective was consolidation and growth of mid-tier banks to larger banks, an example of creative destruction. The core philosophy being the reinvention of a mid-tier bank and an entry strategy for a large Middle Eastern bank. With geopolitical changes, middle east and Japan are the key strategic investment sources from the traditional US and European markets.

In addition to the conventional consultancy, the firm commits its own capital and experience to the new-generation business, advising young entrepreneurs in scaling, strategic decision-making, and value generation. It comes in its broader perception of creative destruction, where innovation, consolidation, and reorganisation are the key elements to long-term economic transformation.



We are witnessing that slowly but steadily, people from Tier 2 and Tier 3 cities are getting more aware of the benefits of investing in mutual funds

As founder Abizer S. Diwanji puts it: "Our role is to recognise problems before they become crises. Our strength is bringing the right people together to solve them. Our commitment is to create value that lasts beyond the transaction."

Building Value through Trusted Relationships

Established by Abizer S. Diwanji, NeoStrat Advisors

has quickly established a niche in the Creative Destruction space in India by establishing itself as a high-credibility, lean, and partnership-focused company. The firm came into the market with a specific purpose- to provide commercial advice supported by extensive experience, established trust, and the capacity to bring together the finest professionalism to each assignment. Since its foundation, NeoStrat has specialized in complicated, high-impact tasks in which strategic clarity and trust are critical among the stakeholders. This strategy is evident in the firm's track record: three deals have been completed, four have been made as equity investments, two advisory mandates are in operation, and another four deals are on the pipeline over the last 18 months since July 2024.



Going forward, the roadmap of NeoStrat has been thought through. The firm does not embrace high top-line hopes because it views them as vanity measures. Instead, it focuses on meaningful work, selective client interaction, and a variable cost model that makes the organisation agile. Its future development will also be characterized by reputation-based deal flow, credible relationships, and the growing presence of the Founder in board seats, in line with transparency and stakeholder-value addition. In the dynamic world of restructuring, strategic advisory, and business transformation, NeoStrat Advisors is determined to make itself available as a first call to organisations seeking purpose, credibility, and value-based advice, one mandate at a time in the future. **FOI**