

About us



Convergent's core philosophy of creating trusted partnerships and win-win solutions results in an ability to identify highly unique non-intermediated investment opportunities. The team has vast experience taking a creative approach to deal-making creating 'first of its kind' deal structures, followed by a relentless focus on performance improvement. Through our platform companies, our goal is to facilitate industry consolidation via bolt-on acquisitions.

Investment criteria

Convergent will consider deals that fit the following investment criteria:

- **Deal sizes:** flexible approach to deal size based on needs of the company or selling shareholders
- **Capital structure agnostic:** capital structure based on the company's needs
- **Buyout and significant minority:** friendly transactions with active management support
- **Platform / Bolt-on opportunities:** platform companies enable consolidation in related market segments
- **Financial discipline:** cash flow generative businesses proven across business cycles
- **Excellent management teams:** Matching our guiding principles and ethical standards

Convergent will not consider deals of the following nature:




- **Early stage companies:** especially with technology or market risk
- **Loss making businesses:** in need of major operational restructuring
- **Non ESG compliant sectors:** including tobacco and arms
- **Extractive industries:** and/ or sectors prone to high levels of commoditization

ESG Approach

Convergent is a pioneer in 'active ESG management' within the Indian ecosystem. Our team has extensive investment and portfolio management experience, combined with the belief that adherence to ESG principles is a win-win for the portfolio company, its stakeholders, and the community at large. To ensure the highest standards of ESG compliance, we have developed a comprehensive ESG due diligence process with more than 25 evaluation criteria and are empowered to bring about ESG-related improvements in our portfolio companies.

Team

Convergent is led by Harsha Raghavan, an industry veteran with 26 years of investment experience, who previously founded and led Fairfax's investment activities in India.

Leadership team	Background	Experience
 Harsha Raghavan Managing Partner	26 years investing > \$3.0 billion	Founding MD & CEO of Fairbridge, Director of Fairfax India Financial Holdings, Co-Head of Goldman Sachs Principal Investment Area – India, VP of Indocean Chase Capital Partners
 Sarvjit Bedi Partner	20 years: investing, banking, and consulting	Fairfax, Vedanta, Credit Suisse (USA), Accenture and KPMG
 Amruta Adukia Partner	21 years: advisory and operational improvement	Fairfax, KPMG (India/South-East Asia) and Deloitte (India/USA)

Including the leadership team, Convergent's workforce consists of 14 professionals with over 200 years of combined experience across taxation, audit, consulting, and financial services.

Guiding Principles

Objectives

- **Purpose:** win-win outcomes for clients, employees, stakeholders and community
- **Risk/ Reward:** take calculated risks to generate alpha

Core Values

- **Integrity:** ethics will never be compromised
- **Communication:** transparency, honesty and promptness in communication
- **Entrepreneurial culture:** work nimbly and entrepreneurially
- **Teamwork:** collaborative approach without egos, agendas or hierarchy
- **Excellence:** quest for continuous excellence by "sharpening the saw"
- **Social Impact:** leave a meaningful impact on society through our efforts

Portfolio Companies

Portfolio company	Description
Current portfolio companies	
	India's largest consumer-goods contract manufacturer with manufacturing facilities across 8 locations.
	Supply chain management company catering to quick services restaurants, cinemas, and supermarkets across India
	Manufacturer of specialty chemicals primarily used in food preservatives. Two principal product lines include antioxidants and vanillin (vanilla flavouring)
	Manufacturer and exporter of ready-to-eat ethnic food to more than 55 countries via a network of 180+ distributors.
	India's sole manufacturer of solar glass used in solar panels
	An engineering R&D, digital transformation and IT services company primarily catering to the automobile industry
	India's largest manufacturer of home textiles (including bed linens and towels)
Past portfolio companies	
Sequent Scientific	India's largest pharmaceutical company for animals with two lines of business: API and formulations
Thomas Cook	Leading integrated travel and travel-related financial services company
Quess	Technology enabled staffing and outsourcing services company
Sterling Holiday Resorts	Vacation ownership and leisure hospitality company based in India
Nations Trust Bank	Sri Lanka based commercial bank offering personal, business and corporate banking services
IIFL	Parent company of the IIFL Group that offers services including financing, wealth and asset management, investment banking etc
NCML	Storage, supply chain, collateral management, and financing solutions provider
Fairchem Specialty	Oleochemical and nutraceutical manufacturing company
Sanmar Group	One of India's largest suspension PVC manufacturers
Saurashtra Freight	Container freight services company at the largest port in India, providing end to end cargo and logistics services
Bangalore Airport	India's 3 rd largest airport and the largest in South India
CSB Bank	One of India's oldest private sector banks with operations primarily in West and South India