



45  
Years of  
Leadership

INDIA DEALS  
SNAPSHOT  
SEPTEMBER 2018

# INDIA DEALS SNAPSHOT

## PG 3-5

▶ Snapshot of Mergers  
& Acquisitions Update

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## PG 6-7

▶ Summary of Mergers  
& Acquisitions Update

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## PG 8-14

▶ Snapshot of  
PE/VC Update

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## PG 15-16

▶ Summary of  
PE/VC Update

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## PG 17

▶ RBSA Range  
of Services



# MERGERS & ACQUISITIONS UPDATE



# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## E-Commerce (NA)

Zomato (*Acquirer*)

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TongueStun (*Target*)

## E-Commerce (NA)

(*Acquirer*) Flipkart

---

(*Target*) Upstream Commerce

## Finance (NA)

Obopay (*Acquirer*)

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Mubble (*Target*)

## Healthcare (NA)

(*Acquirer*) NetMeds

---

(*Target*) JustDoc

## IT/ITES (NA)

Affle Holdings Pte. Ltd. (*Acquirer*)

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Vizury Interactive Solutions Pvt. Ltd. (*Target*)

## IT/ITES (₹ 37 Cr)

(*Acquirer*) Persistent Systems Ltd

---

(*Target*) Herald Technologies Inc

## IT/ITES (NA)

91Digital Web Pvt. Ltd (*Acquirer*)

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Pricebaba.com (*Target*)

## Legal Services (NA)

(*Acquirer*) HSA Advocates

---

(*Target*) Atman Law Partners

# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## Transportation (NA)

Careem (*Acquirer*)

---

Commut (*Target*)

## Others (NA)

(*Acquirer*) CLR Facility Services Pvt. Ltd.

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(*Target*) Hindustan Facilities Pvt. Ltd.

## Others (NA)

Ambit Finvest Pvt. Ltd (*Acquirer*)

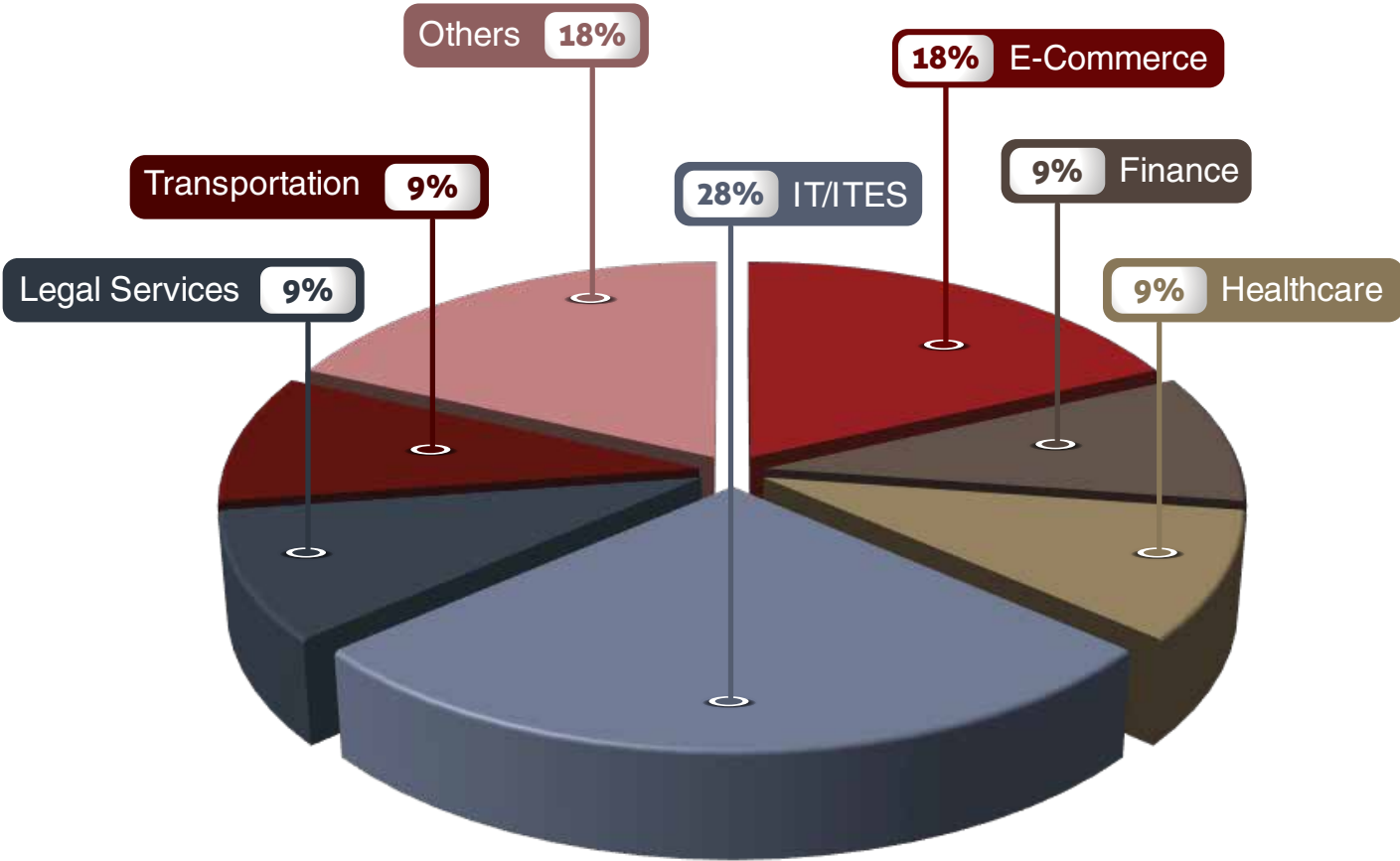
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Finmax Credit & Finance Pvt. Ltd. (*Target*)



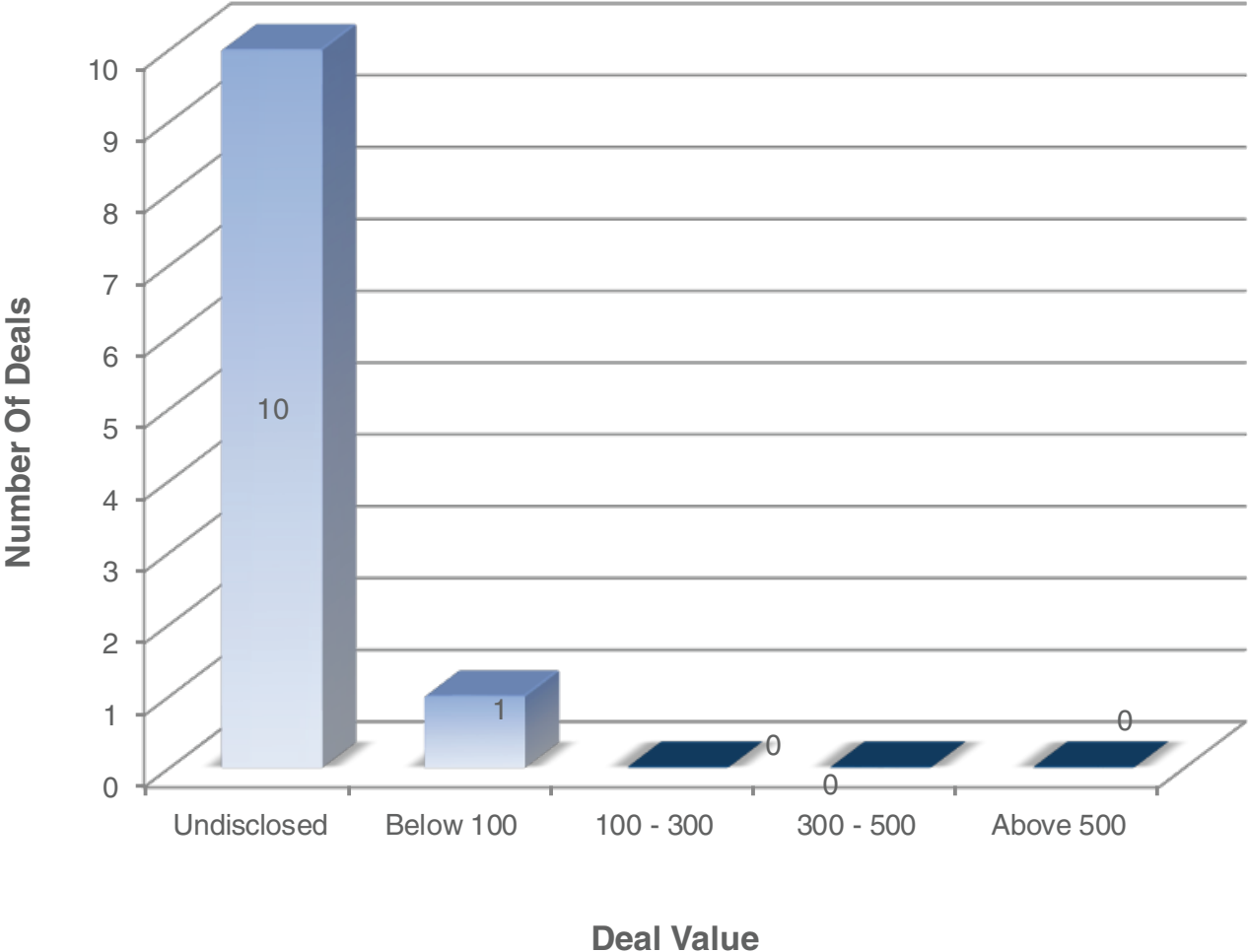
# SUMMERY OF MERGERS & ACQUISITIONS UPDATE

## M & A Deals by Sectors



# SUMMARY OF MERGERS & ACQUISITIONS UPDATE

M & A Deals By Size (₹ In Crore)



# PE/VC UPDATES





# SNAPSHOT OF PE/VC UPDATE

## Automobile (₹ 1.08 Cr)

Dhianu Das (*Investor Fund*)

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CleanseCar (*Target*)

## E-Commerce (₹ 113 Cr)

(*Investor Fund*) Lighthouse Advisors Pvt. Ltd.

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(*Target*) Nykaa

## Education (NA)

Clutch of Investors (*Investor Fund*)

---

SRJNA (*Target*)

## Finance (₹ 7.8 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Bonfleet Solutions Pvt. Ltd.

## Finance (₹ 36.43 Cr)

Clutch of Investors (*Investor Fund*)

---

Upwards Fintech Services Pvt. Ltd (*Target*)

## Finance (NA)

(*Investor Fund*) Essel Group

---

(*Target*) Qbera

## Finance (₹ 60 Cr)

LGT Impact (*Investor Fund*)

---

Ummeed Housing Finance Pvt. Ltd. (*Target*)

## Foods & Beverages (₹ 81 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Chaayos

# SNAPSHOT OF PE/VC UPDATE

## Foods & Beverages (₹ 1.25 Cr)

Artha Venture Fund (*Investor Fund*)

---

Chotta Haazri Foods Pvt. Ltd. (*Target*)

## Foods & Beverages (NA)

(*Investor Fund*) Angel Investors

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(*Target*) Moonshine Meadery

## Foods & Beverages (NA)

Matrix Partners (*Investor Fund*)

---

DailyNinja (*Target*)

## Foods & Beverages (₹ 181 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Delightful Gourmet Pvt Ltd.

## Foods & Beverages (NA)

Ncubate Capital Partners (*Investor Fund*)

---

Mukunda Foods Pvt. Ltd. (*Target*)

## Healthcare (₹ 7.2 Cr)

(*Investor Fund*) Unitus Ventures & CP Bothra

---

(*Target*) Cyclops Medtech Pvt. Ltd.

## Healthcare (NA)

Mumbai Angels Network (*Investor Fund*)

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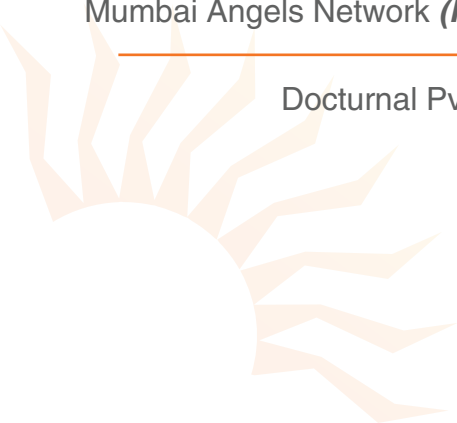
Docturnal Pvt. Ltd. (*Target*)

## IT/ITES (NA)

(*Investor Fund*) Clutch of Investors

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(*Target*) SlicePay



# SNAPSHOT OF PE/VC UPDATE

## IT/ITES (₹ 64 Cr) ▲

Clutch of Investors (*Investor Fund*)

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CloudCherry Analytics Pvt. Ltd. (*Target*)

## ▼ IT/ITES (NA)

(*Investor Fund*) KDDI

---

(*Target*) Mad Street Den Systems Pvt. Ltd.

## IT/ITES (NA) ▲

Clutch of Investors (*Investor Fund*)

---

Dream11 Fantasy Pvt. Ltd. (*Target*)

## ▼ IT/ITES (₹ 1000 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) GreyOrange

## IT/ITES (₹ 231.44 Cr) ▲

Clutch of Investors (*Investor Fund*)

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AutoGrid (*Target*)

## ▼ IT/ITES (NA)

(*Investor Fund*) Angel Investors

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(*Target*) LeagueSX Entertainment Pvt. Ltd.

## IT/ITES (₹ 4 Cr) ▲

Clutch of Investors (*Investor Fund*)

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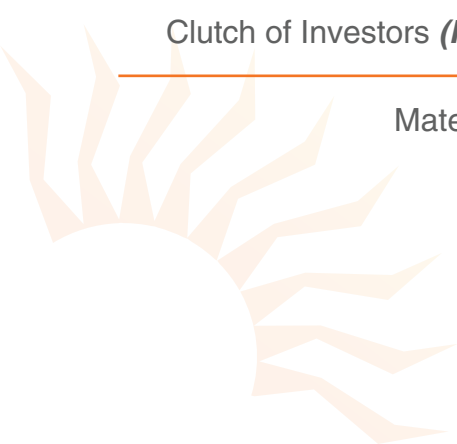
Mate Labs (*Target*)

## ▼ IT/ITES (₹ 720.29 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Mohalla Tech Pvt. Ltd.



# SNAPSHOT OF PE/VC UPDATE

## IT/ITES (NA)

Ramesh Damani (*Investor Fund*)

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Kredent Infoedge Pvt. Ltd. (*Target*)

## IT/ITES (NA)

(*Investor Fund*) Spiral Ventures & Mynavi Corp.

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(*Target*) T9L Technologies

## IT/ITES (₹ 13.6 Cr)

Clutch of Investors (*Investor Fund*)

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Sensehawk Technologies Pvt. Ltd. (*Target*)

## IT/ITES (NA)

(*Investor Fund*) Mumbai Angels Network

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(*Target*) Eminence Tech & Services Pvt. Ltd.

## IT/ITES (NA)

Clutch of Investors (*Investor Fund*)

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OnEMI Technology Solutions Pvt. Ltd. (*Target*)

## IT/ITES (NA)

(*Investor Fund*) Kalaari Capital

---

(*Target*) Bombinate Technologies Pvt. Ltd.

## Media & Entertainment (₹ 42 Cr)

Falcon Edge (*Investor Fund*)

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Dailyhunt (*Target*)

## Media & Entertainment (₹ 7.25 Cr)

(*Investor Fund*) MM Inno GmbH

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(*Target*) NewsBytes

# SNAPSHOT OF PE/VC UPDATE

## Media & Entertainment (NA)

Bharti Airtel Ltd. (*Investor Fund*)

---

Editorji Technologies Pvt. Ltd. (*Target*)

## Pharmaceuticals (₹ 247 Cr)

(*Investor Fund*) Daun Penh Cambodia Group

---

(*Target*) NetMeds Marketplace Pvt. Ltd.

## Pharmaceuticals (₹ 40 Cr)

InnoVen Capital (*Investor Fund*)

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PharmEasy (*Target*)

## Pharmaceuticals (₹ 363 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) 91 Streets Media Pvt. Ltd.

## Real Estate (₹ 575 Cr)

Clutch of Investors (*Investor Fund*)

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Motilal Oswal Real Estate (*Target*)

## Sports (NA)

(*Investor Fund*) CIIE

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(*Target*) Heelium Sports Pvt. Ltd.

## Transportation (₹ 360 Cr)

Sailing Capital & China-Eurasian (*Investor Fund*)

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Ola (*Target*)

## Transportation (₹ 1.2 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Parkwheels

# SNAPSHOT OF PE/VC UPDATE

## Transportation (₹ 21.79 Cr)

InnoVen Capital (*Investor Fund*)

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Wickedride Adventure Services Pvt. Ltd. (*Target*)

## Transportation (NA)

(*Investor Fund*) Indian Angel Network

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(*Target*) Strom Motors

## Others (NA)

SOSV-MOX (*Investor Fund*)

---

ClearDekho (*Target*)

## Others (NA)

(*Investor Fund*) Clutch of Investors

---

(*Target*) BabyChakra

## Others (₹ 28 Cr)

Clutch of Investors (*Investor Fund*)

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Honasa Consumer Pvt. Ltd. (*Target*)

## Others (NA)

(*Investor Fund*) Clutch of Investors

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(*Target*) Xplorabox

## Others (₹ 500 Cr)

Clutch of Investors (*Investor Fund*)

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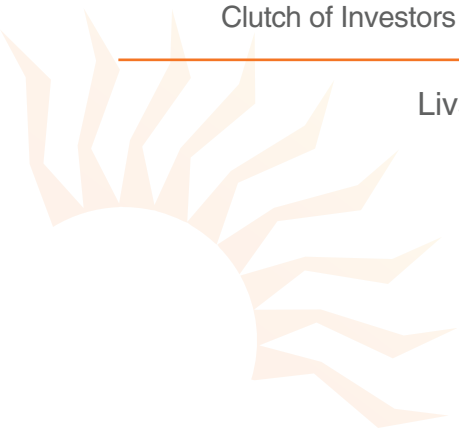
Livspace (*Target*)

## Others (NA)

(*Investor Fund*) Clutch of Investors

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(*Target*) Sheroes



# SNAPSHOT OF PE/VC UPDATE

## Others (₹ 73 Cr) ▲

Clutch of Investors (*Investor Fund*)

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Stanza Living (*Target*)

## ▼ Others (NA)

(*Investor Fund*) TPG Capital

---

(*Target*) RR Kabel Ltd

## Others (₹ 170 Cr) ▲

Clutch of Investors (*Investor Fund*)

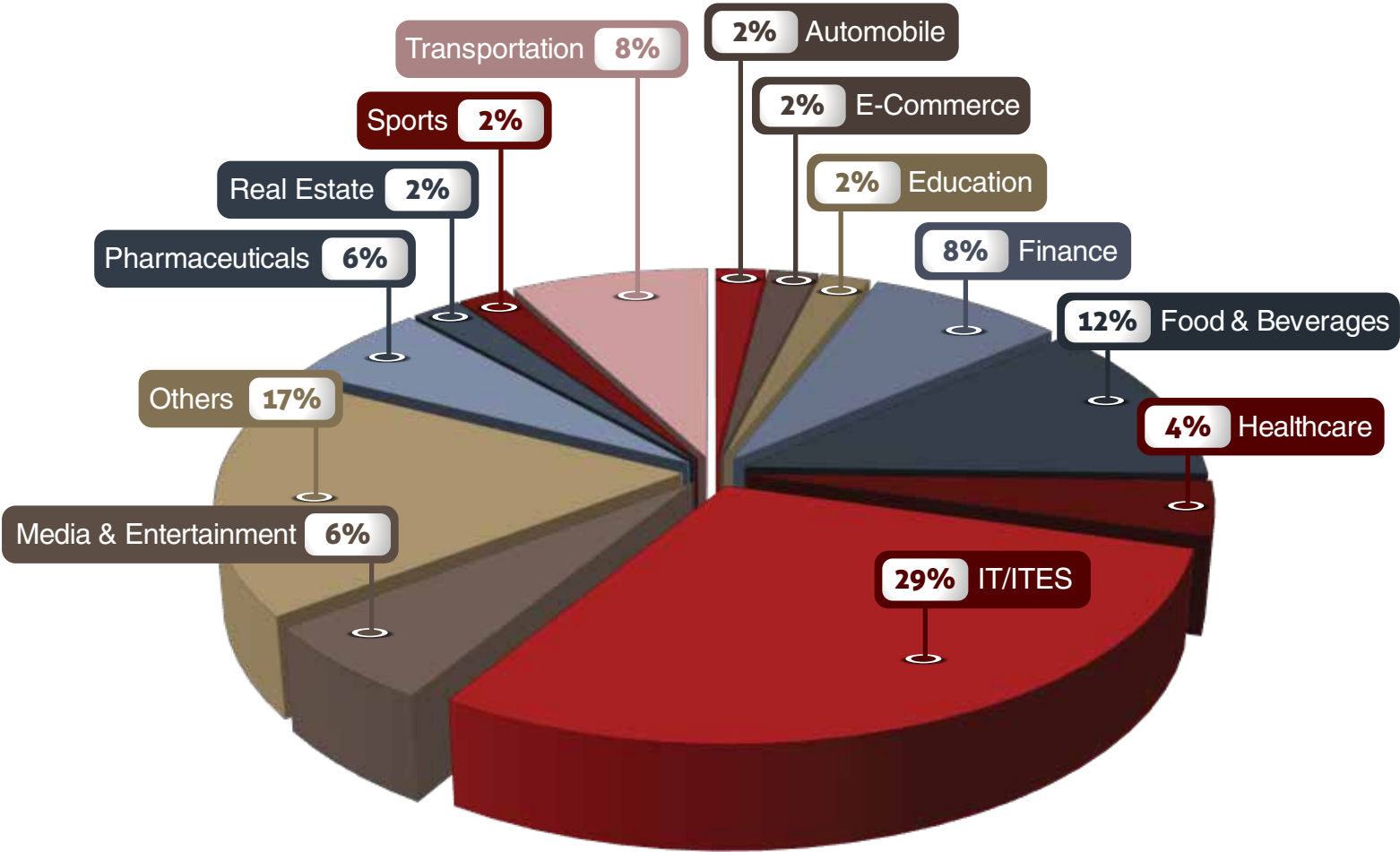
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Stanley Lifestyles Ltd. (*Target*)



# SUMMARY OF PE/VC UPDATE

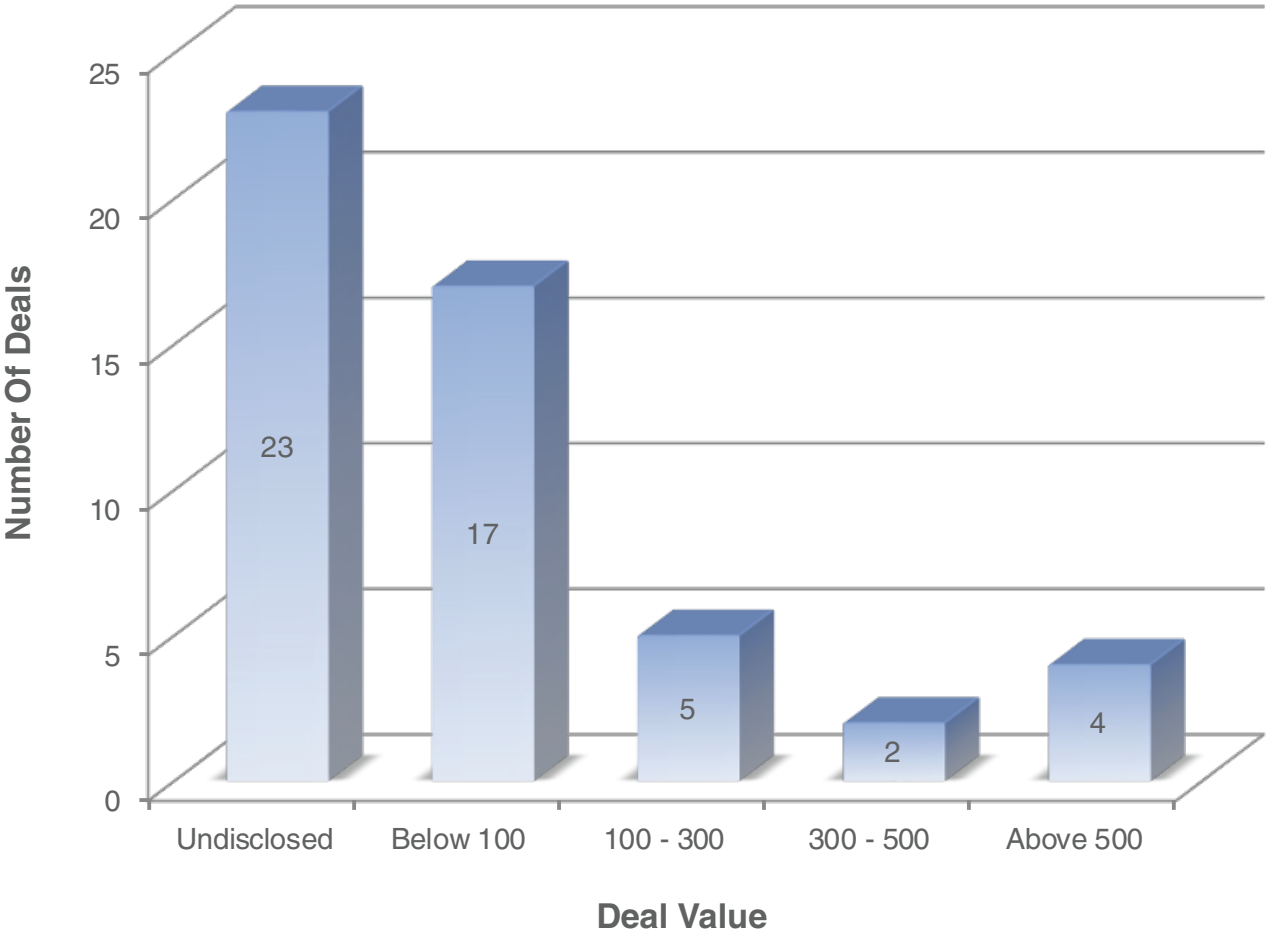
### PE/VC Deals by Sectors





# SNAPSHOT OF PE/VC UPDATE

PE/VC Deals by Size (₹ In Crore)



# RBSA

# RANGE OF SERVICES

## Valuation

- Business Valuation
- Valuation of Brands, Intangible Assets & Intellectual Property
- Valuation of Financial Securities, Instruments and Derivatives
- Valuation of Industrial Assets, Plant & Machinery
- Valuation of Real Estate
- Valuation of Infrastructure Assets & Specialized Assets
- Purchase Price Allocations for Mergers & Acquisitions
- Impairment Studies for Tangible Assets
- Impairment Studies for Intangible Assets & Goodwill
- Mines, Mineral Advisory and Valuation
- Valuation of ESOPs and Sweat Equity
- Valuation for Tax, Transfer Pricing and Company Law Matters
- Fairness Opinions

## Investment Banking

- Mergers & Acquisitions
- Transaction Structuring & Advisory
- Due Diligence – Financial, Tax & Business
- Fairness Opinions
- Corporate Finance & Advisory
  - Private Equity and Venture Capital
  - Debt Solutions, Syndications
- Partner Search and Joint Ventures
- Corporate Restructuring, Business Reorganization

## Restructuring

- Insolvency Professional Services
- Resolution Plan Preparation
- CRO Services – Chief Restructuring Officer
- Priority and Interim Funding
- Turnaround Advisory & Business Transformation
- Techno Economic Viability Studies / Feasibility Studies
- Fairness Opinions on Distress M & A
- Independent Evaluation of Restructuring Proposals
- Interim Management Services
- Transaction Structuring
- Special Situation Advisory
- Operations & Management of Stressed Companies

## Advisory Services

- Strategic & Risk Advisory Services
- Technical Assurance Services
- Chartered Engineers Opinion & Certification
- Lender's & Investor's Engineer Services
- Project Cost Investigation and Forensic Advisory
- Project Appraisal and Monitoring
- Financial Advisory for Dispute & Litigation
- Cost Segregation
- Transfer Pricing Studies
- Reserve Fund Analysis

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