



India Deals Snapshot July - August 2013

Mergers & Acquisitions Update for July 2013

Acquirer	Target	Sector	Stake	Size
Bauer Media	Absolute Radio	Media & Entertainment	NA	NA
Gozoop	Red Digital	Media & Entertainment	NA	NA
K Ganesh and Meena Ganesh	Portea Medical	Healthcare	100%	NA
Kemwell Biopharma	Cirrus Pharmaceuticals	Pharmaceuticals	NA	NA
TO THE NEW	Techsailor	Media & Entertainment	NA	NA
CapitalVia Global	DreamGains Financials	BFSI	NA	NA
Streparava	Sansera Streparava Engineering	Manufacturing & Engineering	51%	NA
Waaree Group	Cesare Bonetti	Manufacturing & Engineering	100%	NA
Coromandel Agrico	Agro Formulation Div from Punjab Chemicals	Chemicals & Fertilizers	NA	NA
ONS Interactive Solutions	Revosys Corp	IT/ITES	NA	NA
Panoramic Universal	F M Patong Development	IT/ITES	95%	NA
McGraw-Hill Education	Tata McGraw -Hill Education Pvt. Ltd.	Education	NA	NA
Yusuffali MA	Federal Bank	BFSI	5%	₹ 400 Cr
Eka Software	Matrix Group	IT/ITES	NA	₹ 120 Cr
Sika AG	Texsa India	Manufacturing & Engineering	NA	NA
Fleur Hotels Pvt Ltd	Inovoa Hotels	Hotels & Hospitality	50.49%	NA
Mukesh Ambani	Epic TV	Media & Entertainment	25%	NA
Canara Bank	Brickwork Ratings	BFSI	10%	NA
HT Mobile Solutions	Webitude	IT/ITES	NA	NA
BLP Vayu	Gujarat Wind Power Project by DLF	Power	NA	₹ 325 Cr
Satluj Jal Vidyut Nigam Limited	Buxar Bijlee	Power	100%	NA
Deepak Fertilizers & Petrochemicals	Mangalore Chemicals and Fertilizers	Chemicals & Fertilizers	24.5%	₹ 179 Cr
Elder Pharmaceuticals	Max Healthcare	Pharmaceuticals	NA	NA
CameronTec Intressenter AB	E2E Infotech	IT/ITES	NA	NA

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Acquirer	Target	Sector	Stake	Size
Continental Equipment	Desmon SpA	Manufacturing & Engineering	50%	NA
Novartis	Panacea Biotec	Pharmaceuticals	NA	NA
ONGC Videsh Limited	Anadarko	Oil & Gas	10%	\$2.64 Bn
Spenta Multimedia	MW, Rolling Stone Magazines	Media & Entertainment	NA	NA
Tractebel Engineering	Cethar Consulting	Engineering	NA	NA
Biztradeshows.com	Playcez	IT/ITES	NA	NA
Thomson Reuters	Omnesys Technologies	IT/ITES	NA	NA
Bajaj Corp	Nomarks Brand	FMCG	NA	NA
Green Infra Limited	TVS Energy	Energy	NA	NA
Regeneris	Digicomp	IT/ITES	52.6%	NA
RGF India	NuGrid	Others	NA	₹ 150 Cr
Kewill Group	Four Soft - Software Biz	IT/ITES	NA	\$ 22.5 Mn
Cookie Man	Sathyam Cinema's Eatery - Idly and Dosa (ID)	Food & Beverages	NA	NA
VLCC	Gvig	FMCG	80%	NA
One97	Plustxt	IT/ITES	NA	\$ 2 Mn
Prisma Global Limited	Prisma Gmbh	IT/ITES	51%	NA
Beckman Coulter	ReaMetrix - Flow Cytometry Biz	Healthcare	NA	NA
BMC Software	Kinetic Glue	IT/ITES	NA	NA
Somany Ceramics	Amora Tiles Pvt. Ltd & Vicon Ceramic Pvt. Ltd	Ceramics	51% & 26%	NA
United Spirits Limited	Four Seasons	Food & Beverages	49%	NA
Vivimed Labs	Actavis plc	Pharmaceuticals	NA	₹ 122 Cr

Mergers & Acquisitions Update for July - August

TOI Group Sells Absolute Radio

Deal Participant – Acquirer

Bauer Media is a division of the Bauer Media Group; Europe's largest privately owned publishing Group. The Group is a worldwide media empire offering over 300 magazines in 15 countries, as well as online, TV and radio stations.

Deal Participant – Target

Absolute Radio is one of the UK's three Independent National Radio stations. The station is based in London and plays popular rock music. It currently broadcasts on mediumwave and DAB across the UK.

Deal Value

NA

Synergy Benefits

The deal would take the total audience of Bauer Media reach for its UK media assets, which include magazines such as Grazia and Heat, to more than 23m consumers a week. It marks further consolidation in the radio sector and a strengthening of Bauer's share of the UK radio market.

Social Media Agency - Gozoop Acquires Red Digital

Deal Participant – Acquirer

Founded in 2010 by Ahmed Naqvi, Dushyant Bhatia and Rohan Bhansali, Gozoop is a one stop destination for online marketing solutions. It offers Internet marketing services such as Social Media Marketing, Search engine optimization, online reputation management, Online advertising, Social commerce, Web design and Web development.

Deal Participant – Target

Red Digital currently manages digital and social media marketing for clients such as Mumbai Indians, Mirinda and Dell.

Deal Value

NA

Synergy Benefits

This acquisition is a part of Gozoop's strategy to expand its presence in India. Following the deal, Gozoop will increase its presence to Delhi, Bangalore, Chennai and Kolkata in addition to its current presence in Mumbai, Dubai and Singapore.

K Ganesh and Meena Ganesh Buys Healthcare Firm - Portea Medical

Deal Participant – Acquirer

K Ganesh and Meena Ganesh are Serial Entrepreneur, promoter, investor and incubator for start-ups, experienced in scaling and monetising companies.

Deal Participant – Target

Founded by Zachary Jones and Karan Aneja, Portea Healthcare has pioneered the US home healthcare model in India, providing home visits by physicians, etc. It currently works with five Tier-I corporate hospitals and has a network of over 200 referring physicians in Delhi and Bangalore.

Deal Value

NA

Synergy Benefits

It is a strategic investment. Portea is expanding its footprint to Mumbai and Hyderabad, and intends to operate in the top 10 cities in the next one year.

Kemwell Biopharma Buys Cirrus Pharmaceuticals

Deal Participant – Acquirer

Headquartered in Bangalore, Kemwell Biopharma is a contract development and manufacturing company. It develops and manufactures bio/pharmaceuticals for some of the world's top pharmaceutical companies, including Bayer, Boehringer Ingelheim, GlaxoSmithKline, Merck KGaA, Novartis and Pfizer.

Deal Participant – Target

Founded in 1997, Cirrus Pharmaceuticals is a contract research and product development company which can assist or manage projects as needed by providing a broad array of R&D services including physical and chemical characterization, formulation development, stability testing, container/closure selection, process development, scale-up and technical transfer for inhaled, nasal, oral, parenteral, topical and transdermal products.

Deal Value

NA

Synergy Benefits

The acquisition will strengthen Cirrus capabilities in inhalation R&D and increasing offerings in other areas such as oral solids dosage forms.

TO THE NEW Buys Techsailor

Deal Participant – Acquirer

TO THE NEW was founded in June 2010 and offers expertise in digital and social media marketing, content creation for web and mobile, development of apps and solutions for web and mobile. It has a clientele base of 100 serving across various sectors like BFSI, Automobiles, e-commerce, FMCG, Retail, Sports, Hospitality and Media & Entertainment.

Deal Participant – Target

Techsailor is a fast-growing dynamic team of online social media specialists. Comprising a team of 40 techsailor provides digital solution through its expertise in building social networks, web apps and other forms of social media.

Deal Value

NA

Synergy Benefits

The acquisition forms a part of the company's strategy to expand in south east to build an integrated digital service network in the region.

CapitalVia Global Buys DreamGains Financials

Deal Participant – Acquirer

CapitalVia Global Research Limited is an Investment Advisory Company which basically provides recommendations for Stocks- Cash and F&O traded in NSE & BSE, commodities including bullions, metals and agro-commodities traded in MCX, NCDEX.

Deal Participant – Target

Founded in 2004, DreamGains Financials India is a research firm specializing in providing advice to its customers in Indian Commodity and Stock markets based on Technical Analysis.

Deal Value

NA

Synergy Benefits

The deal will strengthen CapitalVia's presence in the south Indian market.

Streparava Acquires Sansera's Stake in Indian JV

Deal Participant – Acquirer

Founded in 1951, Streparava is an Italian manufacturer of auto components and makes rocker arms, chassis components, bearing cups, valve bridges and other powertrain components for the commercial vehicle industry. Apart from Italy, Streparava has its presence in Brazil, Spain and China.

Deal Participant – Target

Sansera Engineering's was started in 1987 and it supplies products to more than 20 customers in India and globally. It recorded revenue of about R5.5 Bn for the year ended March 31.

Deal Value

NA

Synergy Benefits

With this Streparava plans to strengthen its presence in India beyond the current range of products being produced in the Bangalore facility to other areas such as driveline and chassis components, in which Streparava is a market leader.

Waaree Group Acquires Italian Firm Cesare Bonetti

Deal Participant – Acquirer

Waaree is one of India's leading multi-technology companies, headquartered in Mumbai. Founded in 1989, Waaree successfully developed cutting edge technologies to become one of the most preferred brands in the field of instrumentation. The company major business lines are solar energy, industrial valves, petroleum equipment and process control instrumentation.

Deal Participant – Target

Bonetti is an established company in the manufacture of critical valves and legal gauge market. In the last 100 years, Bonetti has grown from strength to strength, slowly spreading its manufacturing footprint across the globe, augmenting its capability as it did so.

Deal Value

NA

Synergy Benefits

This acquisition would substantiate the strategic expansion plans of the Waaree group.

Mergers & Acquisitions Update for July - August

Coromandel Agrico Buys Agro Formulation Div from Punjab Chemicals

Deal Participant – Acquirer

Founded by Anand Pradeep Kumar Fredrick, Coromandel Agrico is a leading formulator of agrochemical products and plant nutrient products in India. It has over 95 products in its portfolio that is currently marketed both in the pesticides (insecticides, herbicides, fungicides etc.) as well as the nutrient growth segment.

Deal Participant – Target

Promoted by Shalil Shroff and Family, Punjab Chemicals is involved in the manufacturing of various agro chemicals, industrial chemicals and chemicals for the pharmaceutical industry. The company has 7 manufacturing plants at multiple locations in India and it markets its products in India and abroad.

Deal Value

NA

Synergy Benefits

The acquisition would help Coromandel increase its product portfolio; mainly the sulphur based formulations along with other agrochemical formulations, strengthens its distribution network and would also get manufacturing presence in western India.

ONS Interactive Acquires Revosys Corp

Deal Participant – Acquirer

Founded by Abhinav Girdhar, ONS Interactive Solutions is ONS Interactive Solutions Pvt Ltd, which runs Profit By Search, Profit By Outsourcing and Profit By RPO.

Deal Participant – Target

Revosys provides IT staffing solutions, application development and integration and outsourcing services.

Deal Value

NA

Synergy Benefits

The acquisition of Revosys Corp will help increase ONS Interactive's capabilities in the consulting space with access to clients in North America.

Panaromic Universal Buys Thailand's F M Patong Development

Deal Participant – Acquirer

Panaromic Universal, incorporated in 1997, is engaged in IT solutions providing business and Hospitality services. The company has core competencies in customized software application development, e-business applications, legacy, client/server systems, websites & portal development.

Deal Participant – Target

F M Patong Development is a Thailand based company.

Deal Value

NA

Synergy Benefits

The acquisition forms a part of Panaromic Universal's international expansion plans.

McGraw-Hill Buys Out Tata's Stake in JV

Deal Participant – Acquirer

McGraw-Hill Education is a content, software and services-based education company that offers solutions for pre-K through postgraduate education. The company also provides reference & trade publications for the medical, business and engineering profession.

Deal Participant – Target

Formed in 1970, Tata McGraw-Hill publishes and sells school texts and supplementary material, college textbooks and resources, and professional learning materials in India. It also provides e-books, online tutoring, customized course websites and subscription services.

Deal Value

NA

Synergy Benefits

This acquisition comes as McGraw-Hill Education increases its focus on providing educational solutions and services globally.

Yusuffali MA Acquires Stake in Federal Bank

Deal Participant – Acquirer

Yusuffali MA is a NRI Businessman and M.D of the Abu Dhabi-headquartered EMKE Group. He is one of the richest NRI's with extensive business operations in West Asia. EMKE Group runs the LuLu Hypermart chain that has branches in the Gulf and many Asian and African countries.

Deal Participant – Target

Federal Bank Limited is a major Indian commercial bank in the private sector headquartered at Aluva, Kerala having more than thousand branches and ATMs spread across different States in India.

Deal Value

₹ 400 Cr

Synergy Benefits

With this investment, Yusuffali will now be the largest individual shareholder in Federal Bank. At the time when India is facing current account deficit situation, this investment would prove very profitable.

Eka Software Acquires Stake in Matrix Group

Deal Participant – Acquirer

Founded in 2004 by Manav Garg, Eka Software Solutions is a software company that enables businesses to trade in commodities, is based in Bangalore. It is backed by Indian VC firm Nexus Venture Partners and Thailand based GP group.

Deal Participant – Target

MatrixGroup was founded in 1998, owned by Alan Hurdsman and Asterios Badios. It is an Australian software development and implementation company that produces BULKmetrix, a configurable commodity handling and management system.

Deal Value

₹ 120 Cr

Synergy Benefits

This acquisition is made to expand its expertise in supply chain management technology and also to widen its customer base.

Sika Buys Texsa India

Deal Participant – Acquirer

Sika supplies construction market with solutions of concrete and cement technology, waterproofing, roofing, flooring/coating, sealing and bonding concrete refurbishment and protection, etc. For manufacturing industry, Sika supplies bonding, sealing, damping and reinforcing solutions.

Deal Participant – Target

Texsa India is a part of Texsa Group founded in 1954 in Spain that manufactures and markets products for roofing / waterproofing, thermal and acoustic insulation and geotextiles, as well as the corresponding auxiliary materials for each of these fields, for building and civil works. In India, Texsa has factory in Jaipur.

Deal Value

NA

Synergy Benefits

The acquisitions strengthen Sika's growth strategy and accelerate the expansion in emerging markets.

Asian Hotels Sells Stake in Inovia Hotels to Fleur Hotels

Deal Participant – Acquirer

Fleur Hotels Pvt Ltd is a JV between Lemon Tree group and the Dutch pension fund ABG, where the former holds 53% stake.

Deal Participant – Target

Asian Hotels (West), promoted by Sushil Gupta owns the Hyatt Regency Hotel in Sahar, near the Mumbai international airport, which is a five-star hotel with over 400 rooms and suites in addition to a number of serviced apartments used by expats

Deal Value

NA

Synergy Benefits

The divestment of Inovia is in line with Asian Hotels strategy to enter into luxury hotel segment. The company plans to exit four star segments and to develop luxury hotel properties.

Mergers & Acquisitions Update for July - August

Mukesh Ambani Buys Stake in Epic TV

Deal Participant – Acquirer

Mukesh Dhirubhai Ambani is an Indian business magnate who is the chairman and Managing Director of Reliance Industries Limited (RIL), a Fortune Global 500 company and India's most valuable company by market value.

Deal Participant – Target

Epic TV is a niche high-definition channel, which will have content based on the nation's history, folklore, and mythology in a contemporary format. The Epic Television Network is being led by Mahesh Samat, former managing director of Walt Disney Company

Deal Value

NA

Synergy Benefits

The new channel aims to tap into the now digitised cable TV ecosystem and the DTH platform to take advantage of the growing opportunities.

Canara Bank Invests In Brickwork Ratings

Deal Participant – Acquirer

Canara Bank is a nationalized bank with a total business of over R6 lakh Cr. Canara Bank has five overseas branches at London, Leicester, Shanghai, Manama and Hong Kong and as a part of its global expansion plan, it intends to open branches at 9 nine overseas destinations.

Deal Participant – Target

Brickwork Ratings, a SEBI, RBI & NSIC registered credit rating agency offers Bank Loan, NCD, Commercial paper, MSME ratings and other grading services. Brickwork has presence over forty cities in India. Brickwork Ratings has already rated over Rs 200,000 crores of bank loans and bonds. The company has rated a large number of big listed entities, hundreds of bank loans and a very large number of MSME.

Deal Value

NA

Synergy Benefits

The strategic investment would help take up joint activities on risk management, training, research, financial inclusion, credit rating models, events, conferences, etc.

HT Mobile Buys Webitude

Deal Participant – Acquirer

HT Mobile Solutions which provides mobile marketing solutions is a part of HT Media. HT Media is an Indian mass media company based in Delhi, India. It publishes Hindustan Times, an english daily, and Mint, a business paper. It operates 19 printing facilities across India with an installed capacity of 1.5 Mn copies per hour.

Deal Participant – Target

Webitude is an offering of Bluelemon Technologies. It offers end to end digital marketing solution including Digital media planning and buying, social media marketing, social application development and deployment and Online reputation management.

Deal Value

NA

Synergy Benefits

It is a strategic investment.

DLF Sells Its Gujarat Wind Power Project to BLP Vayu

Deal Participant – Acquirer

DLF has wind turbine projects in Gujarat, Rajasthan, Karnataka and Tamil Nadu with a total capacity of 227 MW.

Deal Participant – Target

BLP builds, owns and operates renewable energy power plants to generate clean energy through renewable sources namely wind; solar; bio mass and hydro. BLP's focus in the wind sector is concentrated on: Green field assets, Acquisitions, Co-development with OEM's

Deal Value

₹ 325 Cr

Synergy Benefits

The transactions are in line with DLF's objective of divesting its non-core assets and focus on core property business.

SJVN Acquires Buxar Bijlee

Deal Participant – Acquirer

SJVN, a Maharatna Company, was incorporated in 1988 to plan, investigate, organize, execute, operate and maintain Hydro-electric power projects. The present authorized share capital of SJVN is R7000 Cr. The company has 10 upcoming projects including one in Nepal and two in Bhutan.

Deal Participant – Target

The Buxar Bijlee Company has been formed by Bihar Power Infrastructure Company Ltd, a company formed as a JV between the government-owned Bihar State Electricity Board and IL&FS to process private sector bids to build the power station.

Deal Value

NA

Synergy Benefits

This acquisition is in terms of MoU signed with the Bihar Government for setting up Green Field 1320 MW Supercritical Technology Thermal Power Project at Chausa village in Buxar district of Bihar.

Deepak Fertilizers Buys Stake in Mangalore Chemicals

Deal Participant – Acquirer

Deepak Fertilisers and Petrochemicals is one of the leading manufacturers of industrial chemicals and fertilizers in India. The company operates in three business segments – Chemicals, Fertilizers and Realty. It also ventured into the development of real estate by constructing a specialty mall for products and services related to home and office interiors and exteriors.

Deal Participant – Target

Mangalore Chemicals, a part of UB group, manufactures and sells chemical fertilizers, such as urea, di-ammonium phosphate (DAP), and other complex fertilizers.

Deal Value

₹ 179 Cr

Synergy Benefits

The acquisition is advantage for Deepak Fertilisers since Mangalore Chemicals is the largest manufacturer of chemical fertiliser in Karnataka and meets 70% of the fertiliser needs of the state.

Elder Pharma Acquires Max Healthcare

Deal Participant – Acquirer

Elder Pharmaceuticals is a Mumbai based pharmaceutical manufacturing & marketing organisation. Elder Pharmaceuticals principal activities include the manufacturing and marketing of prescription pharmaceutical brands, surgical and medical devices.

Deal Participant – Target

West Yorkshire based Max Healthcare is an OTC business which owns a range of marketing authorisations and provides own label and branded OTC medicines and products to a broad range of customers. It is predominantly an outsourced operation with most of its manufacturing taking place in India.

Deal Value

NA

Synergy Benefits

The acquisition is in line with the company's strategy to re-enter the OTC pharmaceutical category and extend and enhance its product range.

AurionPro Sells E2E Infotech to CameronTec

Deal Participant – Acquirer

CameronTec AB provides infrastructure and networking solutions for the financial industry. The company is based in Stockholm, Sweden. CameronTec AB is a former subsidiary of ORC Software AB.

Deal Participant – Target

E2E was founded in 2001 by the investment bank of UniCredit, UBM, Orc Software, and its Founding members. E2E infotech provides professional services and integration solutions and for electronic trading and capital markets globally.

Deal Value

NA

Synergy Benefits

The divestment of E2E Infotech will enable AurionPro to focus on its core business.

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Continental Equipment Buys Desmon's Stake in JV

Deal Participant – Acquirer

Continental Equipment, started in 1978, is a commercial food service equipment manufacturer and supplier. The company's products include counter top range, ovens, veggie washer; its imported product portfolio includes dish washer, coffee machine, food processing machine, etc.

Deal Participant – Target

Desmon SpA which was founded by the family De Santis in 1994 in Italy as a company for the marketing of catering equipment however later it began production of refrigerators under its own brand. It has two factories in Nusco (AV) and other manufacturing facilities in India and China with three distribution centers live in France, UK and Germany.

Deal Value

NA

Synergy Benefits

The JV Company would be now 100% subsidiary of Continental Equipment. JV company would now be renamed 'Continental Frostline Pvt. Ltd.', and their products would be branded 'Frostline'.

Novartis Acquires Chiron from JV Partner Panacea Biotech

Deal Participant – Acquirer

Headquartered in Basel, Switzerland, Novartis is a world leader in the research and development of products to protect and improve health and well-being. The Group is present in India through Novartis India Limited, listed on the Mumbai Stock Exchange and its wholly owned subsidiaries Novartis Healthcare Private Limited, Sandoz Private Limited and Chiron Behring Vaccines Private Limited.

Deal Participant – Target

Panacea is into research based pharmaceutical and health management involved in research, manufacturing and marketing of pharma formulations, vaccines and natural products.

Deal Value

NA

Synergy Benefits

It is a strategic decision as Novartis plans to go it alone in this business.

ONGC Videsh Acquires Anadarko's Stake in Mozambique Gas field

Deal Participant – Acquirer

ONGC Videsh Limited (OVL) is a wholly owned subsidiary of Oil and Natural Gas Corporation Limited (ONGC). OVL was incorporated as Hydrocarbons India Pvt. Ltd. on 5 March 1965 to carry out exploration and development of the Rostam and Raksh oil fields in Iran and undertaking a service contract in Iraq. The company was rechristened as ONGC Videsh Limited on June 15, 1989 with the prime objective of marketing the expertise of ONGC abroad.

Deal Participant – Target

Anadarko is among the world's largest independent oil and natural gas exploration and production companies, with 2.56 billion barrels of oil equivalent (BBOE) of proved reserves at year-end 2012.

Deal Value

\$2.64 Bn

Synergy Benefits

The acquisition is made as ONGC faces diminishing supplies from its aging oil and gas fields in India and has been buying interests in overseas assets.

Spenta Multimedia Buys Stake in MW, Rolling Stone Magazines

Deal Participant – Acquirer

Spenta Multimedia is a custom publishing house which has a portfolio of 35 custom magazines, six consumer magazines, three event properties, and around 80 clients. It also publishes coffee table books, and operates a digital agency called Spenta Online, which does web design, SEO, media buying etc.

Deal Participant – Target

MW, launched in 2000 by Anuradha Mahindra is a men's luxury lifestyle monthly. It publishes whatever men are looking for these days—clothes, cars, gizmos, electronics, books, movies, wines, music, fitness, adventure and travel.

Deal Value

NA

Synergy Benefits

This acquisition will strengthen Spenta's portfolio and for MW & Rolling Magazines, it was a strategic decision as fast-growing media company, they were looking for investments to maintain our pace of expansion.

Tractebel Buys Cethar Consulting

Deal Participant – Acquirer

Tractebel Engineering is a global engineering consultancy company with more than 100 years of expertise in energy and infrastructure projects. Tractebel Engineering's services cover the whole lifecycle of the projects, from feasibility studies to decommissioning. It is a business unit of GDF SUEZ Energy Services, the European leader in multi-technical energy related services and one of the key business lines of GDF SUEZ.

Deal Participant – Target

Chennai based Cethar Consulting Engineers provide comprehensive consultancy services for Power, Oil & Gas Sector in India and overseas. The company clientele includes - Ramky Enviro Engineers, Yuvaraj Power Projects, Lanco Infratech among others.

Deal Value

NA

Synergy Benefits

The acquisition will enable Tractebel to scale up its India operations and make a foray into the thermal power market.

IndiaMart's Biztradeshows Buys Saif Partners Backed PlayCez

Deal Participant – Acquirer

The Biztradeshows.com website is an internet based portal owned and operated by IndiaMART InterMESH Ltd. BizTradeShows.com is a service provider for business event organizers and enables organizers to effectively manage and market their events to an audience of over 20 million users across the world. It helps organizers to hunt for sponsors, sell booths, attract domestic & international visitors and makes the target audience aware of the trade event.

Deal Participant – Target

Playcez is a visual recommendation engine helping users discover the best places to eat, shop and hang out. Playcez mines social media data in real-time to provide location-specific suggestions based on who is saying what, where and whether they are looking to eat, play or shop. The company monitors social media and check-in services with proprietary algorithms.

Deal Value

NA

Synergy Benefits

The acquisition of PlayCez would help to improve its existing event offerings.

Thomson Reuters Acquires Majority Stake in Omnesys Technologies

Deal Participant – Acquirer

Thomson Reuters provides a basket of products under the head of Financial Trading Platform, which offers clients and brokers both front and back-end technology solutions.

Deal Participant – Target

Founded in 1997 by Shrikant Pandit - an ex-Infosys Director, Omnesys Technologies is a provider of multi-asset, multi venue trading systems. Omnesys software provides market data and connectivity solutions to both the buy-side and sell-side firms. The product suite is available as a firm or broker hosted model, and in a Software As a Service (SaaS) Model.

Deal Value

NA

Synergy Benefits

The acquisition will extend and complements Thomson Reuters' financial market data desktop and feeds offering to the financial industry in India.

Bajaj Corp Buys Ozone Ayurvedics' Nomarks Brand

Deal Participant – Acquirer

Bajaj Corp Ltd is one of India's leading FMCG Company with major brands in Hair care category. Bajaj Corp Ltd is part of Shishir Bajaj Group of companies.

Deal Participant – Target

One of the strong players in FMCG industry, NOMARKS has created the mark removal cream category in the country and has establish a prime niche for itself, and despite the entry of new players in the field, it continues to be a very strong player in this category.

Deal Value

NA

Synergy Benefits

With the acquisition, Bajaj Corp aims to strengthen its position in the personal care segment and gives the company entry into the skincare category.

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Green Infra Acquires Majority Stake in TVS Energy

Deal Participant – Acquirer

Established in April 2008 by IDFC Private Equity funds, Green Infra Limited operates in four geographies, the company plans to increase its capacity developing its own Green field projects, setting up projects through turnkey route and also acquiring good operating assets.

Deal Participant – Target

The TVS group had forayed into the wind energy segment in 2008 through TVS Energy which operates as a subsidiary of T V Sundram Iyengar and Sons Limited.

Deal Value

NA

Synergy Benefits

Green Infra's acquisition takes its current operating capacity to 377 Mw and is line with the company's target to achieve an operating capacity of 500Mw by 2014.

Regeneris Acquires Stake in Digicomp from Allied Digital

Deal Participant – Acquirer

The Regeneris group is a global leader engaged in the business of repairing consumer electronics such as mobile phones, laptops and tablets, set top boxes, televisions and other electronic equipment and offers repair refurbishment solutions and after market services.

Deal Participant – Target

Founded by Suresh KS, Ravikiran N, Kaleeregowda and Ranganath P, Digicomp Complete Solutions is engaged in the business of aftermarket services to global ODMs/OEMs for products in the information, communication and technology sectors. The company has pan India presence across 22 cities and over 100 ocatons through its network of customers walk in centres and depot repair centers.

Deal Value

NA

Synergy Benefits

Allied Digital has divested its stake to facilitate the growth of this business to the next level through the partnership with Regeneris which is a global leader in its business segment.

Japanese Firm Recruit Holding Acquires NuGrid Consulting

Deal Participant – Acquirer

RGF India is an Executive Search & Selection firm, wholly owned by the USD10 billion Japanese company, Recruit Holdings Company Ltd (Recruit). Recruit is the undisputed market leader in Asia in the businesses of executive search & selection. The firm operates the executive search & selection businesses under the RGF brand name in Japan and internationally.

Deal Participant – Target

NuGrid is an India-based integrated recruitment services provider serving the leadership and staffing requirements of corporate clients since 1998 through Stanton Chase India, NuGrid and Orane.

Deal Value

₹ 150 Cr

Synergy Benefits

This acquisition will combine NuGrid's assets with Recruit's extensive HR service expertise to contribute to the future growth of Recruit in India, which together with China is considered to be a key strategic area in the overall Asia HR services market.

Kewill Group Buys Four Soft's Software Biz

Deal Participant – Acquirer

Transport IT Solutions Private Limited is a subsidiary of Kewill Group which provides software solution for global trade and logistics. Established in 1972, Kewill has over 7,000 customers around the world including Bayer, Black & Decker, DHL, Hankyu Hanshin, Hitachi, Ingersoll Rand, Mothercare, UPS, Scott's & Co and TNT.

Deal Participant – Target

Four Soft is a public listed company which provides innovative software solutions, IT consultancy and BPO services exclusively for the logistics, transportation and supply-chain management market place. It has a global presence in 8 countries and counts Panasonic, Hitachi, Mitsubishi, Maersk and DHL among its 400 other customers.

Deal Value

\$ 22.5 Mn

Synergy Benefits

The acquisition of Four Soft is part of Kewill's strategic plan to significantly grow the business over the next 5 years. This acquisition would allow Kewill to enhance its product and technology offerings along with domain skills, which will significantly boost Kewills position.

Cookie Man Buys Sathyam Cinema's Eatery - Idly and Dosa (ID)

Deal Participant – Acquirer

Cookie Man, launched in India in January 2000 by Australian Foods (I) Pvt. Ltd, is a premium range of cookies made from unique recipes refined over 50 years at an exclusive R&D centre in Australia. Currently, Cookie Man operates 56 outlets in 19 cities in India.

Deal Participant – Target

ID is a modern yet contemporary quick service restaurant conceptualized for the traditional food lovers. This pure vegetarian restaurant serves a host of south Indian delicacies. At present, ID outlets can seat 100 and during Saturdays and Sundays it gets around 1000 customers. It entails an investment of over R1 Cr. ID expansion comes when Saravana Bhavan is expanding globally.

Deal Value

NA

Synergy Benefits

It is a strategic investment.

VLCC Acquires Majority Stake in Singaporean Wellness Firm – Gvig

Deal Participant – Acquirer

VLCC operates through 300 locations across 121 cities in 16 countries. Its cosmetics and wellness products sell at over 80,000 retail outlets. VLCC has a factory each in Haridwar and Dehradun. At present, VLCC has operations in the Middle East, Malaysia and neighbouring countries of Sri Lanka, Nepal and Bangladesh.

Deal Participant – Target

Incorporated in 2011, GVig is the holding company of the group that owns and operates through three subsidiaries across South Asia - BelleWave Cosmetics, Celblos Dermal Research Centre and Enavose Life Science Research. The group has revenues close to \$60 Mn.

Deal Value

NA

Synergy Benefits

This is a strategic buy-out which would give the company a basket of high-end cosmetics, specialized dermatology products and a significant upgrade to its research capabilities to leverage its business in India and South East Asia.

One97 Communications Buys Plustxt

Deal Participant – Acquirer

One97 is a one of the pioneer in mobile internet services for consumers in India. It has the widest and largest deployment of telecom application cloud platform. Thriving on innovation, One97 delivers mobile content, advertising and commerce services to millions of mobile consumers.

Deal Participant – Target

Founded in 2012 by Pratyush Prasanna, Plustxt provides an app which allows text messaging in any of the Indian language as well as language keyboards. Plustxt app has more than 50,000 downloads on Playstore and has a high retention rate, Nextbigwhat states. It is available in English, Hindi, Marathi, Malayalam, Gujarati, Punjabi, Kannada and Tamil for sending and receiving instant messages.

Deal Value

\$ 2 Mn

Synergy Benefits

It is a strategic investment.

Prisma Global Buys Prisma Gmbh

Deal Participant – Acquirer

Prisma Global Limited is a public limited IT company which specializes in Healthcare, Augmented Reality, Image recognition, Security and Business Intelligence. The company headquartered in Mumbai counts DNA, Bayer, P&G, Air India, Vivantes among its clients. It is also in the process of setting up subsidiaries/offices in US, South Africa, Middle East and Australia.

Deal Participant – Target

Prisma Gmbh was established in Germany by four IBM employees in 1981 as a customized IT solutions provider. Its core competencies today involve the provision of flexible solutions, business intelligence, document management and interface management. Prisma GmbH has been certified to conform to ISO 9001:2008 and ISO 13485:2007. The company also has expertise in Image Recognition (IR) and Augmented Reality (AR).

Deal Value

NA

Synergy Benefits

The acquisition provided Prisma Global with the IP and the innovative technology like Snap2life and MediBox including other product and services.

Mergers & Acquisitions Update for July - August

Beckman Coulter Buys ReaMetrix's Flow Cytometry Biz

Deal Participant – Acquirer

Beckman Coulter which was acquired by Danaher Corporation in 2011 develops, manufactures and markets products that simplify, automate and innovate complex biomedical testing. Its customers include pharmaceutical and biotechnology companies, universities, medical schools and research institutions. More than 275,000 Beckman Coulter systems operate in both diagnostics and life sciences laboratories on six continents.

Deal Participant – Target

ReaMetrix India Pvt. Ltd. is a part of ReaMetrix Inc which was founded in 2003 in US. It provides research and development, GMP-level assay development, validation, and testing services for the pharmaceutical, biotechnology, and diagnostic industries.

Flow cytometry is a technique for counting and examining microscopic particles, such as cells and chromosomes, by suspending them in a stream of fluid and passing them by an electronic detection apparatus.

Deal Value

NA

Synergy Benefits

This acquisition would help Beckman Coulter to widen its tool and technology offerings that would simplify the sample preparation process and provide highly standardized reagent combinations to Cytometry laboratories around the globe.

BMC Software Buys Social Collaboration Tool KineticGlue

Deal Participant – Acquirer

BMC Software was launched in 1980. BMC offers a unified Business Service Management platform that simplifies and automates IT processes, improves decision-making, and orchestrates workflow across cloud, virtual, distributed, and mainframe resources. The company has strategic alliance with Cisco, dell, Accenture, Redhat, etc.

Deal Participant – Target

Founded in 2008, Kinetic Glue is a networking platform where one can network with his/her colleagues; collaborate with the team at one place. Inside KineticGlue one can have open thread conversations with each discussion thread getting interlinked to topics which are relevant to the discussion. This means one can easily create discussions and encourage everyone to participate, despite the hierarchy or the structure of the company.

Deal Value

NA

Synergy Benefits

It was a strategic decision.

Somany Acquires Stake in Vicon, Amora

Deal Participant – Acquirer

Somany Ceramics, formerly Somany Pilkingtons, was established in 1969 by H. L. Somany. Somany Ceramics with the plants in Kadi (Gujarat) and Kassar (Haryana) has a production capacity of 20 Mn sq p.a. Further addition of 12.0 Mn sqm to the capacity is done by outsourcing tie-ups. The company produces ceramic glazed tiles, vitrified tiles, sanitary ware or porcelain floor tiles.

Deal Participant – Target

Amora Tiles Pvt. Ltd & Vicon Ceramic Pvt. Ltd

Deal Value

NA

Synergy Benefits

The move is line with its strategy to expand through the asset-light model.

USL Fully Acquires Four Seasons Wines

Deal Participant – Acquirer

United Spirits Limited (USL) is the largest alcoholic beverages company in the world by volume, selling 125 million cases for the fiscal ending March 31st, 2013. USL has a global footprint with exports to over 37 countries. It has a sizeable presence in India with distilleries and sales offices all across the country, and a committed team of over 7500 professionals dedicated to the fulfilment of the company's mission.

Deal Participant – Target

Four Seasons produces wines from grapes grown around Sahyadri valley in Maharashtra and at its own Four Seasons winery near Baramati, near Pune. Four Seasons Wines markets its wines under the two brand names Zinzi and Four Seasons. The company currently has a capacity of 8 million bottles per annum.

Deal Value

NA

Synergy Benefits

It is a strategic investment.

Vivimed Labs Acquires Actavis Pharma's Alathur SOD Facility

Deal Participant – Acquirer

Founded by V. Manohar Rao, Vivimed is an organization with a unique portfolio of products, focused on Pharma, Personal Care and Colour Chemistry. Vivimed has offices in India, China, Europe and USA, with manufacturing facilities focused around Hyderabad city in India. The company is now set to expand its operations into the fast-emerging and highly demanding sector of Printable Electronics and Organic Semiconductors.

Deal Participant – Target

Actavis plc is a global, integrated specialty pharmaceutical company focused on developing, manufacturing and distributing generic, brand and biosimilar products. The Company has global headquarters in Dublin, Ireland and Administrative Headquarters in Parsippany, New Jersey, USA.

Deal Value

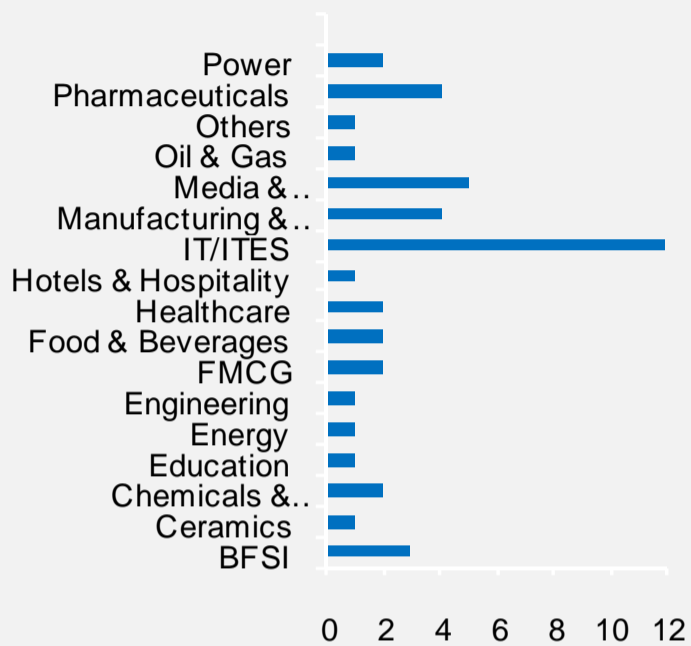
₹ 122 Cr

Synergy Benefits

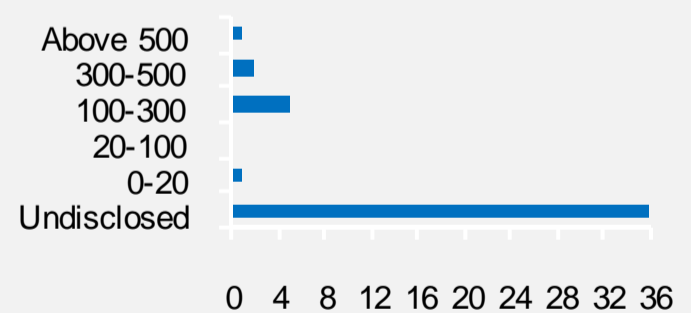
This acquisition is a part of the strategy to move up the healthcare value chain. This acquisition would provide a finished dosage formulation manufacturing platform with a US FDA approved facility and immediate access to the regulated markets.

Summary of Mergers & Acquisitions Update July - August

No. of M&A deals by sector



No. of M&A deals by size (Rs crore)



PE/VC Update



PE/VC Update for July 2013

Investor Fund	Target	Sector	Stake	Size
Indian Angel Network	IndiaCollegeSearch	Education	NA	NA
GE Energy Financial Services	Gati's Hydro-Electric Project	Power	NA	₹ 257 Cr
Tandem Capital	Shoptimize	IT/ITES	NA	NA
Angel Investors	CrudeArea	IT/ITES	NA	NA
Ecosystem Ventures, Everest Management Fund and Angel Investors from India & Singapore	Simplibuy Technologies	IT/ITES	NA	NA
Angel Investors	Cubito	Others	NA	₹ 1 Cr
CLSA Capital Partners	Luminous Water Technologies	Manufacturing & Engineering	NA	₹ 55 Cr
Shead Holdings	XCode Life Sciences	Healthcare	NA	₹ 1 Cr
Angel Investors	Tookitaki	IT/ITES	NA	₹ 1.2 Cr
Deesan Group	Blue Bus Tees	Retail	NA	NA
Arisaig Partners	Westlife Development	Retail	3.47%	₹ 1.8 Cr
Angel Investors	Gray Routes Innovation	Others	NA	₹ 60 Lacs
Bennett, Coleman & Co. Ltd (BCCL)	LocalBanya	Others	NA	NA
Angel Investors	The ShoppingPro.com	IT/ITES	NA	₹ 22 Lacs
5ideas Startup, 500 Startups	BigFoot	Retail	NA	NA
The India Internet Group	SnapLion	IT/ITES	NA	NA
Everstone Capital	Hinduja Leyland	NBFC	NA	₹ 200 Cr
Quadria India	Capricorn Food	Agro & Food	NA	₹ 60 Cr
Angel Investors	ShoppingWish	Retail	NA	NA
Raju Vanapala	FindYogi.com	Others	NA	₹ 60 Lacs
Kreditanstalt fur Wiederaufbau (KFW)	Invest India Micro Pension Services Pvt. Ltd.	BFSI	30%	NA
Forum Synergies and Axon Capital	Ampere Vehicles	Automobile	NA	₹ 20 Cr
Tata Capital	Vaultize	IT/ITES	NA	NA
Tiger Global, Naspers and Accel Partners	Flipkart	Retail	NA	\$ 200 Mn
Unidentified	KKR & CO. L.P	Private Equity	NA	\$ 6 Bn
Azim Premji	Tata Capital	BFSI	NA	₹ 75 Cr
Kshatriya Ventures	Giftxoxo	Retail	NA	NA
Vijay Group	IndiaOrders.com	Others	NA	NA
Indian Angel Network	Gram Vaani	Others	NA	₹ 3 Cr
VentureNursery	Klip.in	IT/ITES	NA	NA
Jungle Ventures	Milaap Social Ventures	Others	NA	\$1.1 Mn
Catamaran Ventures, Premji Invest (Exit Fund)	Manipal Global	Education	NA	NA
Kalaari Capital	RoboSoft Technologies	IT/ITES	NA	₹ 22 Cr

PE/VC Update for August 2013

Investor Fund	Target	Sector	Stake	Size
Blume Ventures	Kuliza	IT/ITES	NA	NA
Steadview Capital	Hathway Cable	Media & Entertainment	NA	₹ 100 Cr
Blackstone	Agile Electric	Manufacturing & Engineering	NA	₹ 400 Cr
India Agribusiness Fund Ltd. & PROPARCO	Prabhat Dairy	Food & Beverages	NA	₹ 140 Cr
GSF Superangels	Little Eye Labs, Tushky & Zapr	Others	NA	NA
TPG Capital	Shriram City Union	BFSI	22.6%	NA
Morpheus Fund	TVC Skyshop	Retail	8%	₹ 42 Cr
Samridhi Fund	Gramco Infratech	Food & Beverages	NA	₹ 15 Cr
Kae Capital	Airwoot	IT/ITES	NA	NA
Mumbai Angels, The Chennai Angels & Blume Ventures	Purple	Others	NA	NA
Blume Ventures	Infollion, NowFloats, Paletly & Voxapp	Others	NA	NA
Angel Investors	SocioSquare	IT/ITES	NA	₹ 1.95 Cr
Times Internet	Skift.com	IT/ITES	NA	NA
Sequoia Capital	Vini Cosmetics	Healthcare	9%	₹ 100 Cr
Sachin Tendulkar	Smaaash Entertainment	Others	18%	NA
Morgan Stanley Private Equity Asia	Janalakshmi MFI	NBFC	NA	₹ 325 Cr
Softbank	Snapdeal	Retail	NA	\$ 75 Mn
Zodius Capital	Antuit	Others	NA	\$ 3 Mn
Unitus Seed Fund	Caravan Craft	Retail	NA	NA
Intelcap Impact & Unilazer	Head Held High	Others	NA	₹ 2.5 Cr
CDC and Abraaj group	Rainbow Hospitals	Healthcare	NA	₹ 100 Cr
Intel Capital	NxtGen Datacenter	IT/ITES	NA	₹ 54 Cr
Abundantia	Hong Kong based PE firm	Media & Entertainment	NA	₹ 150 Cr
Rajasthan Angel Investor Network	OrganicShop	Food & Beverages	NA	₹ 30 Lacs
Angel Investors	InterpretOmics India Pvt Ltd	IT/ITES	NA	₹ 10 Cr
ASK Pravi	OMNI Hospitals	Healthcare	NA	₹ 60 Cr
500Startups, Angel Investors	Squarekey	Retail	NA	NA
SAIF Partners	UrbanLadder	Retail	NA	NA
Snow Leopard	LivQuik	Others	NA	NA

PE/VC Update for July - August

IAN Invests In IndiaCollegeSearch

Deal Participant – Investor Fund

Started in April 2006, the Indian Angel Network is a unique concept which brings together highly successful entrepreneurs and CEOs from India and around the world who are interested in investing in startup / early stage ventures which have the potential of creating disproportionate value.

Deal Participant – Target

Founded in 2010 by Parul Bansal and Anirudh Motwani, IndiaCollegeSearch is owned by Am Edumedia Private Limited. It enables students to browse, filter and explore colleges across various locations and based on several different parameters. It has over 7000 colleges and 1 lakh admission seekers on its platform.

Deal Value

NA

GE Energy Invests In Gati's Hydro-Electric Project

Deal Participant – Investor Fund

GE Energy Financial Services is a unit of GE Capital. GE Capital is an extension of GE's rich heritage of building and supporting growth. Businesses that finance with GE Capital benefit from the global know-how and expertise of GE.

Deal Participant – Target

Gati Infrastructure is a subsidiary of Amrit Jal Ventures (AJVL) promoted by Mr. Mahendra Agarwal, Founder and CEO of Gati. GIL had entered into an agreement with the state government of Sikkim to implement three hydro power projects. The first project viz. 110 megawatts (MW) Chuzachen Hydro Project has been commissioned and started producing and selling power.

Deal Value

₹ 257 Cr

Tandem Capital Invests In Shoptimize through Its Newly Launched Fund III

Deal Participant – Investor Fund

Silicon Valley-based Tandem Capital is an accelerator program that puts its unique approach "muscle capital" into mobile startups. The firm invests \$200,000 in participating companies and provides mentoring, advice, and work space for six months. Adding to its base in Silicon Valley, it recently opened an office in Bangalore, India.

Deal Participant – Target

Shoptimize is an Indian startup that helps Indian merchants set up mobile-first e-commerce platforms. Shoptimize put its product catalogs online, processes payments, and assist with SEO, marketing, and social media.

Deal Value

NA

CrudeArea Gets Angel Investment

Deal Participant – Investor Fund

A group of investors which includes the founders of Webchutney - Sidharth Rao and Sudesh Samaria, and two US based angel investors.

Deal Participant – Target

CrudeArea, a web site owned and operated by CrudeArea Web Pvt. Ltd. was started in November last year. Founded by Shweta Bhandari and Nidhi Dewan, the startup provides a platform for Indian as well as international artists to showcase their piece of art to varied group of audiences.

Deal Value

NA

Simplibuy Raises Funds from Existing Investors

Deal Participant – Investor Fund

Existing Investors: Ecosystem Ventures, Everest Management Fund, a Singapore-based angel investor group and other angels in India

Deal Participant – Target

Founded by Arun Purohit a former Air officer, Simplibuy Technologies was incorporated in 2010 at Pune. It is a privately held technology company involved in creation of a hyperlocal shopping discovery information system. Apart from Pune, it also has offices in Silicon Valley.

Deal Value

NA

Kalaari Capital Invests In RoboSoft Technologies

Deal Participant – Investor Fund

Kalaari is a \$160 million venture capital fund with a strong advisory team in Bangalore investing in early-stage, technology-oriented companies in India.

Deal Participant – Target

Founded in 1996 by Rohith Bhat, RoboSoft Technologies is a leading provider of product development services for the new generation smart-phone platforms like iOS, Android, Blackberry OS, Symbian and Windows Phone 7. The company was founded to build applications for Apple's Mac platform. It also creates its own apps through 99Games and Global Delight.

Deal Value

₹ 22 Cr

Cubito Raises Seed Funding From India Based Angel Investors

Deal Participant – Investor Fund

Angel Investor from India

Deal Participant – Target

Co- founded by Akhil Singh and Pranay Agarwal, Cubito provides the cab service at the cost similar to that of public transportation that is R 6 per km. It uses technology to pool or group people travelling on the same route, so basically it is an organized cab pooling service.

Deal Value

₹ 1 Cr

CLSA Capital Partners Invests In Luminous Water Technologies

Deal Participant – Investor Fund

CLSA Capital Partners is an alternate asset management arm of CLSA Asia Pacific Markets. CLSA Capital Partners has approximately USD 2.6 Bn under management and offices across Hong Kong, Singapore and Tokyo.

Deal Participant – Target

Gurgaon based – Luminous Water Technologies is a part of SAR group founded by Rakesh Malhotra. It is engaged in the design, manufacturing, distribution and servicing of water purifier and water filter systems for home, residential and commercial use.

Deal Value

₹ 55 Cr

Shed Holdings Provides Funds to XCode Life Sciences

Deal Participant – Investor Fund

Shed Holdings is a United States-based micro-venture capital fund.

Deal Participant – Target

Incorporated in 2010, Xcode innovates in the field of preventive healthcare through research in life sciences and cutting edge technology. The portfolio of the company spans across bioinformatics, genomics and statistics.

Deal Value

₹ 1 Cr

Tookitaki Secures Angel Investment

Deal Participant – Investor Fund

A group of investors which includes CIIE Ahmedabad, Blume Ventures, India Internet Group and Harvard Angels.

Deal Participant – Target

Tookitaki is a Kolkata based startup operated by Social Audience Pvt Ltd. The startup was founded by Abhishek Chatterjee and Jeeta Bandhopadhyay and was incubated under iAccelerator at IIM-A under CIIE. It graduated from the incubation in January this year and had raised funds twice prior to this funding.

Deal Value

\$ 2, 00,000

Deesan Group Invests In Blue Bus Tees

Deal Participant – Investor Fund

The Deesan Group is a vertical textile company located at Shirpur in North Maharashtra. The R800 Cr plus company, has contributed significantly to a socio-economic revolution in an obscure tribal belt in Shirpur.

Deal Participant – Target

Founded in 2009 by Pranav Kapur and Abhir Khanna, Bluebustees is a venture promoted by Yu-th AD Retail Ventures Pvt Ltd and focuses on designer clothes with witty slogans.

Deal Value

NA

Arisaig Partners Picks Up Stake in Westlife Development

Deal Participant – Investor Fund

Arisaig Partners is an independent, employee-owned, Singapore based investment management company established in October 1996. The company focuses on dominant consumer sector businesses in emerging markets and has \$5 Bn in assets across emerging markets.

Deal Participant – Target

Westlife Development Limited, Headquartered in Mumbai, was set up by the eminent Mumbai-based B.L. Jatia family and is listed on the Bombay Stock Exchange. It has interests in trading, hospitality and quick service restaurant industry.

Deal Value

₹ 1.8 Cr

PE/VC Update for July - August

Mobile Solution Startup - Gray Routes Receives Angel Investment

Deal Participant – Investor Fund

A group of angel investors based in Bangalore and Silicon valley.

Deal Participant – Target

Founded by Soubhagya Shao and Sapna Patel, Gray Routes Innovation provides distribution technology consulting and mobile application products to some of the largest FMCG, telecom, food services, e-Commerce and logistics companies transforming their sales and distribution management systems. Currently, the company employs 12 people across Mumbai and Delhi office.

Deal Value

\$ 1,00,000

BCCL Invests In LocalBanya

Deal Participant – Investor Fund

Bennett, Coleman & Co. Ltd (BCCL)'s Springboard fund focuses on asset lite businesses that are advertising dependant in nature, through significant equity participation by the Times Group

Deal Participant – Target

Founded in 2012 by Karan Mehrotra, Amit Naik and Rashi Choudhary, LocalBanya is an online grocery store/supermarket that sells over 8000 household products ranging from daily provisions, grains, packaged foods, cosmetics etc. Currently, the company focuses on Mumbai city, and delivers end-to-end within municipal limits.

Deal Value

NA

TheShoppingPro Gets Angel Investment

Deal Participant – Investor Fund

Gaurav Bhatnagar, Ankush Nijhawan and Manish Dhingra are the investors.

Deal Participant – Target

TheShoppingpro.com is owned by the Gurgaon based startup, Intelligent Shoppro Pvt Ltd. It was founded by Ashish Gupta and Lavesh Bhandari this year aimed towards generating revenues from referral commission. It has a browser plugin that helps users to find deals and other promotional offers available on several retailers at single place.

Deal Value

₹ 22 Lacs

BigFoot Gets Seed Investment from 5ideas Startup, 500 Startups

Deal Participant – Investor Fund

Founded by Fashionandyou.com co-founder Pearl Uppal and dealsandyou.com co-founder Gaurav Kachru, 5ideas start-up superfuel fund is the first seed fund cum accelerator program in India for early stage digital businesses.

5ideas partners with the entrepreneurs through their early stage, help accelerate their traction with customers and future institutional and corporate investors. It will also provide access to experienced mentors and valuable industry connection.

Deal Participant – Target

Founded by Saahil Goel, Gautam Kapoor and Vishesh Khurana, KartRocket is a DIY platform which can be used by sellers to start an online store. It also includes a shipping platform ShipRocket integrated with Indian and international logistics providers with a single shipping dashboard. It can also help sellers in shipping and managing orders across online marketplaces too and offers mobile ready solution.

Deal Value

NA

SnapLion Raises Funding From IIG

Deal Participant – Investor Fund

The India Internet Group invests in India-focused early stage internet and mobile technology start-ups. IIG invests in high growth mobile startups identified through its extensive network of long established relationships in the sector.

Deal Participant – Target

SnapLion is a powerful yet simple to use online platform to create sleek, interactive mobile apps for anyone wanting to engage their fan-base in real-time.

Deal Value

NA

Catamaran Ventures, Premji Invest Exits Manipal Global

Deal Participant – Exit Fund

Catamaran Ventures is a private investment office based in Bangalore, India and London, UK. It invests in inspirational early stage and growing companies in India and overseas.

PremjiInvest is a family office specializing in private equity investments. It is based in India.

Deal Participant – Target

Manipal Global Education Services conducts operations through Manipal University, Sikkim Manipal University and the American University of Antigua, and over 30 other institutions, besides university campuses in Dubai, Malaysia and Nepal.

Deal Value

NA

Hinduja Leyland Finance Raises Funds from Everstone Capital

Deal Participant – Investor Fund

Everstone Capital, founded by Sameer Sain and Atul Kapur, is a Singapore based investor with approximately \$2 billion under management. The PE focuses its investment on India and South East Asia and has over 100 people working across offices in India, Singapore and Mauritius.

Deal Participant – Target

Established in March 2010, Hinduja Leyland has a pan India presence with 600 locations spread across 19 states in India. The company is a part of the conglomerate, HINDUJA GROUP. Hinduja Leyland is a NBFC jointly owned by Ashok Leyland and other entities of the Hinduja group.

Deal Value

₹ 200 Cr

Quadria India Invests In Capricorn Food

Deal Participant – Investor Fund

Quadria Capital Investment Management is an Asian healthcare PE fund with offices in New Delhi and Singapore. Quadria Capital is a healthcare focused private equity fund that invests in the high growth healthcare sector of some of the world's fastest growing economies in South and Southeast Asia.

Deal Participant – Target

Founded in 1998 by Rahoul Jain and Shuchi Jain, Capricorn Food is an export oriented, integrated fruit and vegetable processing company based in Chennai. It produces fruit and vegetable pulps/purees concentrates, bulk frozen, IQF fruits and vegetables with their quality and freshness intact.

Deal Value

₹ 60 Cr

ShoppingWish Gets Angel Investment

Deal Participant – Investor Fund

Angel Investors: Sandeep Johri and four other angel investors from New York and Silicon Valley.

Deal Participant – Target

Founded in 2012 by Sushil Choudhari and Madhur Khandelwal, ShoppingWish helps users in discovering products sold across all online retailers and getting the best deal for them. It has more than 3.5 Mn listed products, including mobiles, cameras, books, computers, appliances and personal care categories.

Deal Value

NA

FindYogi Receives Seed Investment

Deal Participant – Investor Fund

Raju Vanapala, the founder-CEO of Way2SMS has invested in the firm.

Deal Participant – Target

Founded in 2012 by Naman Sarawagi and Anil Bhat, FindYogi collects first hand data about standard products and through its proprietary algorithm scores the products based on features. The application also suggests if a given product is rightly priced, as compared to alternatives available in the market.

Deal Value

\$100000

Invest India Raises Funds from KfW

Deal Participant – Investor Fund

One of the world's leading promotional banks, KfW is dedicated to the sustainable improvement of economic, social and ecological living conditions. KfW development bank is an integral part of KfW bankengruppe. Its main client is the Federal Ministry for Economic Cooperation and Development.

Deal Participant – Target

Founded in 2006 by Jayshreeben Vyas, Renanaben Jhabvala and Prithvi Haldea, IIMPS is a social enterprise focused exclusively on encouraging and enabling low income informal sector workers to accumulate micro-savings for their old age.

Deal Value

NA

PE/VC Update for July - August

Ampere Raises Funds from Forum Synergies and Axon Capital

Deal Participant – Investor Fund

Forum Synergies (India) PE Fund Managers Private Limited is a private equity and venture capital firm specializing in growth and expansion stages. It prefers to invest in healthcare; information and communication technology; engineering including related manufacturing and services; and clean technology.

Axon Capital invests in Indian companies with a proven track record and revenues between 5 to 50 Million USD, as active investors to help them grow or reach an IPO. It invests between \$2 to 10 Mn.

Deal Participant – Target

Founded in 2008 by Hemalatha Annamalai, Ampere Vehicles sells electric two-wheelers under brand names such as Angel, Bobo, Prince and V60 in Tamil Nadu, Karnataka and Andhra Pradesh. The company develops and produces its own chargers, motors and controllers and uses high-tech chip integrated batteries that manages current flow, temperature and battery safety. It offers after-sales service, including a 24-hour helpline, and is currently targeting customers in rural and semi-urban areas, with plans to expand into other states.

Deal Value

₹ 20 Cr

Vaultize Secures Investment from Tata Capital

Deal Participant – Investor Fund

Tata Capital Innovations Fund focuses predominantly on technology led innovations which represent breakthrough, fundamental or incremental change in technology or process. It is a sector agnostic fund and can invest across all stages viz. start-up, early and growth.

Deal Participant – Target

Founded by Anand Kekre and Ankur Panchbudhe, Pune headquartered – Vaultize provides a secure enterprise-grade platform for file sharing, endpoint protection through backup and encryption, Google Apps backup and enterprise mobility.

Deal Value

NA

Flipkart Gets Funding From Existing Investors

Deal Participant – Investor Fund

Tiger Global is a fundamentally-oriented, global investment firm. The Firm deploys capital in two businesses - private equity partnerships and public equity funds.

Naspers is a leading multinational media group, incorporated in 1915 as a public limited liability company. The group's most significant operations are located in emerging markets. This includes South Africa and the rest of Sub-Saharan Africa, China, Latin America, Central and Eastern Europe, Russia and India.

Accel Partners is a global venture capital firm with offices located in Silicon Valley, New York, London, China, and India. They typically make multi-stage investments in internet technology companies.

Deal Participant – Target

Flipkart is an Indian online retail company in 2007 headquartered in Bangalore and it is one of the leading e-commerce players in the country with over 11.5 million book titles listed, 11 different categories more than 2 million registered users and sale of 30000 items per day.

Deal Value

\$200 Mn

KKR Raises Funds for Its Asian II Fund

Deal Participant – Investor Fund

Unidentified

Deal Participant – Target

Founded by cousins Henry Kravis and George Roberts, KKR & CO. L.P is a leading global investment firm with deep roots in private equity, diversified capabilities, and an impressive track record. The PE firm focuses on local industries such as consumer, retail, healthcare, education and certain industrials. It has invested in businesses across China, Singapore and South Korea since it started its first Asia office in Hong Kong in 2007.

Deal Value

\$6 Bn

Azim Premji Invests In Tata Capital

Deal Participant – Investor Fund

PremjiInvest is a one Bn investment fund and have been making investments into the Tata group. Azim Premji Trust is an irrevocable trust which finances various activities of the Azim Premji Foundation. Azim Premji Foundation is a not-for-profit organization and has worked largely in rural India with state governments to help improve quality and equity in school education.

Deal Participant – Target

Tata Capital Limited, a subsidiary of Tata Sons Limited, is registered with the Reserve Bank of India as a Systemically Important Non Deposit Accepting Core Investment Company and offers through itself and its subsidiaries fund and fee-based financial services to its customers.

Deal Value

₹ 75 Cr

Giftxoxo Receives Angel Investment from Kshatriya Ventures

Deal Participant – Investor Fund

Founded by Naveen Kshatriya and Gautam Kshatriya, Kshatriya Venture is an early stage venture investment firm. It invests between R10 lacs to R5 Cr. Its portfolio includes First Energy (a low cost energy alternative to conventional LPG gas for commercial kitchens); Nivalink (Mumbai based Travel Company) and Topwheelz

Deal Participant – Target

Started in 2012 by Sumit Khandelwal, Monoj Agarwal and Abhishek Kumar, Giftxoxo is Bangalore based gifting platform which enables Personal and Corporate Gifting. The company has offices in Delhi, Mumbai, Raipur, Kolkata and Jamshedpur and caters to both corporate (B2B) and personal (B2C) gift requirements.

Deal Value

NA

Vijay Group Invests In IndiaOrders.com

Deal Participant – Investor Fund

Established in 1985, Vijay Group is a Mumbai based residential developer. The group has built more than 3 Mn sq.ft (more than 4,000 houses delivered so far) in Thane, itself. At present the group is having 6 projects with aggregate saleable area 1.02 Mn sq. ft.

Deal Participant – Target

Indiaorders provides an online portal for offline stores to put up their product for the online audience without setting up a dedicated space/website to do so. Their primary source of revenue is commissions from the retailers who sell through their website.

Deal Value

NA

Social Tech Firm - Gram Vaani Raises Funds

Deal Participant – Investor Fund

Indian Angel Network has funded 50 start-ups across multiple sectors like IT, mobile, Internet, healthcare, e-commerce, gaming and education. Its portfolio includes - Aurus Network, Alma Mater, Vienova, Druvaa Softwares, Kwench, Gamiana among others.

Deal Participant – Target

Founded in 2009 by Aaditeshwar Seth and Mayank Shivam, Gram Vaani is a social development organization building open-source technologies for community media in rural areas. Its flagship product is a radio automation system called GRINS - Gramin Radio Inter-Networking System. The GRINS box is a plug-n-play server to run a community radio station.

Deal Value

\$500,000

VentureNursery Invests In Klip.in

Deal Participant – Investor Fund

Established in 2012, VentureNursery was founded by Shravan Shroff and Ravi Kumar. It is angel-backed start-up accelerator. The angel ecosystem focuses primarily on maximising the success potential of start-ups. In addition to the Angels-in-Residence and Charter Angels, VentureNursery works with Advisors-in-Residence and Executives-in-Residence to provide complete support to the start-ups.

Deal Participant – Target

Klip is a product aggregating company that helps online shoppers discover lifestyle products that they find interesting. It is a social discovery and curation tool for e-commerce. KLIP's larger agenda is to connect people with products they like, regardless of where those products are. Klip.in's tool is platform independent as it is looking to tap the mobile segment.

Deal Value

NA

Jungle Ventures Invests In Milaap Social Ventures

Deal Participant – Investor Fund

Jungle Ventures is Singapore native, global venture capital firm. It makes early stage investments in startups from Singapore, India and other Asian hotbeds of innovation. Its portfolio includes companies like DocDoc, ekstop.com, travelmob, Mobikon Technologies, Sconce Solutions, Ebus.tv and One Animation.

Deal Participant – Target

Founded in 2010 by Sourabh Sharma, Mayukh Choudary and Anoj Vishwanathan – Milaap Social Ventures is an online microlending platform which enables anyone around the world to lend money to the working poor in India through the website www.milaap.org.

Deal Value

\$1.1 Mn

PE/VC Update for July - August

Kuliza Receives Strategic Investment from Blume Ventures

Deal Participant – Investor Fund

Blume Ventures is an angel and seed venture fund that backs startups with both funding as well as active mentoring and support. It provides seed funding in the range of \$50K - \$250K to early-stage tech-focused/tech-enabled ventures.

Deal Participant – Target

Founded in 2006 by Anand Ram Bahadur, Kuliza offers social technologies for business (online communities, social commerce, social CRM etc) and also provides mobile apps and cloud related services to enterprise customers. It is a social technology firm focused on helping companies leverage technology support in the areas of social software, community platforms, mobile apps, and cloud computing for improving business performance, communication and customer engagement.

Deal Value

NA

Steadview Capital Invests In Hathway Cable

Deal Participant – Investor Fund

Steadview is a leading alternative asset manager based in Hong Kong. The firm makes concentrated long-term investments across multiple industries.

Deal Participant – Target

Promoted by Raheja group, Hathway Cable & Datacom Ltd offers services such as cable TV, digital cable TV, broadband Internet, channels and allied services. The company offers cable TV services across 125 cities and towns and high-speed cable broadband Internet across 18 cities. The company is distributing cable TV signals through fibre-optic networks belonging to Tata Power and Bharti.

Deal Value

₹ 100 Cr

Blackstone Acquires Majority Stake in Agile Electric

Deal Participant – Investor Fund

Blackstone is a leading asset management and advisory firm. Today, it is a firm of nearly 2,000 employees in 24 offices worldwide. Its portfolio companies employ nearly 700,000 people across the globe, making a major factor in economies around the world.

Deal Participant – Target

Agile Electric is involved in production of DC motor sub assemblies and has also ventured into production of AC motor and its subassemblies in 2012. The company had an annual capacity of 39.6 million components and production facilities across Chennai. Agile Electric exports majority of its products to manufacturers like Delphi Automotive, Inteva Products and Bosch.

Deal Value

₹ 400 Cr

Prabhat Dairy Gets Funding From India Agribusiness Fund, Proparco

Deal Participant – Investor Fund

India Agribusiness Fund Ltd. is the first private equity fund focused on the Indian food and agribusiness sector. Conceptualized and sponsored by Rabobank, the Fund has a committed capital of USD 120million.

PROPARCO is the Investment and Promotions company for Economic Cooperation. Created in 1977, PROPARCO is a Development Financial Institution partly held by Agence Française de Développement (AFD) and private shareholders from the North and South.

Deal Participant – Target

Promoted by Nirmal family, Prabhat Dairy is engaged in procuring, processing and distributing milk and milk products majorly in Western Maharashtra. The company offers its products through a network of retail outlets in India. It also exports its products to customers in Gulf Countries, African Markets, the United States, and the United Kingdom. The group has milk processing capacity of 6 lac lpd.

Deal Value

₹ 140 Cr

GSF Invests In Eyelabs, Tushky, Others

Deal Participant – Investor Fund

GSF Superangels which runs the GSF accelerator programme was started by longtime Reliance Entertainment executive Rajesh Sawhney last year, seeking a way to jumpstart a startup culture in India.

Deal Participant – Target

Little Eye Labs is a Bangalore based startup that builds mobile app analysis tools for app developers and testers which provide detailed insights about the behavior of the app, enabling easy benchmarking and optimization of resources.

Tushky is a Mumbai based online marketplace to book activities to be done in leisure time, wherein anyone can sell (monetize) his/her freetime by offering activities & experiences to residents and travelers at tushky's online marketplace.

Zapr is an app launched by Red Brick Lane Marketing Solutions Pvt Ltd, which allows users to get reward points for watching TV commercials. It rewards users with vouchers from e-com firms and multiplex chains.

Deal Value

NA

TPG Capital Invests In Shriram City Union

Deal Participant – Investor Fund

TPG is a leading global private investment firm with \$55.3 billion of capital under management. Founded in 1992, TPG specializes in recognizing value.

Deal Participant – Target

Shriram City Union is a deposit-accepting company that offers financial services, including retail and vehicle loans. With over 100 business outlets across the country, Shriram city union has a high credit rating as well as listing on BSE, NSE & Madras stock exchange.

Deal Value

NA

Morpheus Fund Invests In TVC Skyshop

Deal Participant – Investor Fund

Headed by former IMG India Chief - Babul Nayar, Morpheus invests in companies operating in food and beverages, apparel & retail, beauty & wellness, travel & tourism and education sectors. Earlier, the fund had invested in Ahmedabad-based Shelter Pharma and IPSA Labs.

Deal Participant – Target

Founded in 2000, TVC Shopping is a telemarketing companies engaged in sales and distribution of wide range of products in different categories, including electronics, beauty and wellness, sports and fitness, home appliances, and jewellery and accessories.

Deal Value

₹ 42 Cr

Samridhi Fund Invests In Gramco Infratech

Deal Participant – Investor Fund

The Samridhi Fund was launched as a private sector development programme by Department for International Development (DFID) in partnership with Small Industries Development Bank of India (SIDBI).

Deal Participant – Target

Incorporated in 2010 and based out of Indore, Gramco Infratech is in the business of creating / leasing full service agri-infrastructure. It offers complete bouquet of services in the vicinity of villages and producing areas - spanning across inputs, warehousing, collateral finance, contract farming/seed production, fully automated handling / cleaning / grading and procurement of agri-commodities by creating strong market linkages for farmers.

Deal Value

₹ 15 Cr

Airwoot Gets Funded By Kae Capital Led Investor Group

Deal Participant – Investor Fund

Kae Capital invests in early stage companies which bring about innovative solutions for the existing gaps in the markets, all backed by a great team capable to execute and build a large business.

Deal Participant – Target

Airwoot, a startup that helps brands provide customer support on social media. Airwoot has built a next generation real-time customer support using the sophisticated filtering and priority engine that separates social chatter from relevant support queries.

Deal Value

NA

Purple Receives First Round of Investment

Deal Participant – Investor Fund

Mumbai Angels is India's leading group of angel investors, started in November 2006. It has 100 members now, and has done over 20 early stage deals. The typical deal range is 50 lakhs to 200 lakhs INR.

The Chennai Angels (TCA), formerly known as Chennai Entrepreneurship Trust Fund, was established in November 2007 with the objective of fostering Entrepreneurship with prime focus on nurturing and mentoring new generation entrepreneurs.

Blume Ventures is an angel and seed venture fund that backs startups with both funding as well as active mentoring and support. It provides seed funding in the range of \$50K - \$250K to early-stage tech-focused/tech-enabled ventures.

Deal Participant – Target

Founded in 2012 by Manish Taneja and Rahul Dash, Purple offers personal care products ranging from make-up to electronics from over 400 global brands. Purple offers product in various categories including fragrances, skincare, and all sort of beauty products including electronics for both men and women. Currently it gets 500 orders per day.

Deal Value

NA

PE/VC Update for July - August

Blume Ventures Invests In Infollin, NowFloats, Paletly, Voxapp

Deal Participant – Investor Fund

Blume Ventures is an angel and seed venture fund that backs startups with both funding as well as active mentoring and support. It provides seed funding in the range of \$50K - \$250K to early-stage tech-focused/tech-enabled ventures.

Deal Participant – Target

Delhi-based Infollin is the company which brings together the stakeholders of research industry i.e. the buyers and sellers of research services or products on the same platform.

NowFloats helps SME online presence by simply using SMS. The website can also be updated by sending regular SMS and this message can be delivered to the loyal customers of that business. It is located in Hyderabad.

Mumbai-based Paletly is a web store focused for females which allows them to discover, share and buy apparel and other accessories created around color palettes.

Voxapp provides marketers & research companies with a platform to get consumer insights from mobile users across smartphones and feature phones.

Deal Value

NA

SocioSquare Gets Angel Investment

Deal Participant – Investor Fund

Angel Investment from a group of investors based in US, UK and Turkey led by David Bell, a professor at the Wharton School. David Bell is an expert in consumer shopping behaviour and his current research focuses on theories and explanations for geographic variation in the performance of Internet retail startups.

Deal Participant – Target

SocioSquare, head quartered in Philadelphia, is a part of AKG Technologies product which has developed on top of Facebook's Ads Api, which is currently submitted to Facebook for the Preferred Marketing Developer Badge (PMD). It offers services like social media advertising & fan engagement; social media optimization; analytics; SEO; and development of applications for facebook / mobile.

Deal Value

₹ 1.95 Cr

Times Internet Invests In Skift.com

Deal Participant – Investor Fund

Times Internet, a unit of Bennett, Coleman and Co. Ltd. established in 1999 and operates a portfolio of web and mobile properties that engage millions of users globally.

Deal Participant – Target

Skift is a travel intelligence company established in 2012 that offers news, information, data and services to professionals in the travel industry and professional travelers about travels. It has a user base of half a million and has licensing and distribution partnerships with CNNTravel.com, NBCNews.com, LinkedIn, Advertising Age, Flipboard and Quartz.

Deal Value

NA

Sequoia Acquires Minority Stake in Vini Cosmetics

Deal Participant – Investor Fund

Sequoia Capital is a private equity and venture capital firm specializing in incubation, seed, start-up, early, and growth, emerging growth, mature, mid-venture, late-venture, and PIPE investments in private and public companies.

Deal Participant – Target

Vini, which began its operations in 2010, is an Ahmedabad-based personal care company. It markets deodorants such as Fogg and talcs such as White Tone and Jinjola.

Deal Value

₹ 100 Cr

Sachin Tendulkar Buys into Shripal Morakhia Led Smaaash Entertainment

Deal Participant – Investor Fund

Sachin Ramesh Tendulkar is an Indian cricketer widely acknowledged as the greatest batsman in cricket today. Tendulkar was a part of the 2011 Cricket World Cup winning Indian team in the later part of his career, his first such win in six World Cup appearances for India.

Deal Participant – Target

Smaaash Entertainment, founded in 2009, by serial entrepreneur Shripal Morakhia focuses on providing sports simulation technology based cricket, football, racing, and other recreational activities, as well as a host of leisure activities, including a lounge, a spa, arcade gaming, music, and dining for men, women, and children.

Deal Value

NA

Janalakshmi MFI Raises Funds from PE Investors

Deal Participant – Investor Fund

Morgan Stanley Private Equity Asia (MSPEA) led the transaction, with Tata Capital Growth Fund and QRG Enterprises, the promoter holding company of Havells India, also participated in this fourth round of fund raising. Existing investors, Citi Venture Capital, India Financial Inclusion Fund and Vallabh Bhanshali also participated.

Deal Participant – Target

Janalakshmi Financial Services is a for-profit NBFC serving the urban underserved, with the promoter stake held in the not-for-profit entity Janalakshmi Social Services.

Deal Value

₹ 325 Cr

VC Backed Snapdeal Raises Funds from Softbank

Deal Participant – Investor Fund

Softbank is a Japanese based telecommunications, Internet and media conglomerate. It includes large portfolio, some of them are associated content, Betaworks, Zynga, Bluefin labs, Grind networks etc.

Deal Participant – Target

Snapdeal, founded in 2010 by Kunal Bahl and Rohit Bansal, started as a group buying site featuring heavily discounted deals on local services. Snapdeal has 18 Mn registered users, transacts 25,000 units a day and employs more than 1500 employees

Deal Value

\$ 75 Mn

Zodius Capital Invests In Singaporean Antuit

Deal Participant – Investor Fund

Zodius Capital was founded by Neeraj Bhargava, former co-founder and CEO of NYSE-listed company WNS and Partner at McKinsey & Company, in 2011. It functions as investor cum operator in three segments namely Big Data and Analytic, Digital Media & Commerce and Education. It develops one company every six months and works intensively with its portfolio company teams to achieve growth and profitability.

Deal Participant – Target

Antuit that started its business in early 2013 provides analytical solutions to support sales and marketing and supply chain programs at retail, consumer products, transportation, financial services and technology companies.

Deal Value

\$ 3 Mn

Caravan Craft Receives Investment from Unitus Seed Fund

Deal Participant – Investor Fund

Unitus Seed Fund, part of the Unitus group, is a new investment fund based in Bangalore and Seattle that provides opportunities for economic self-reliance, education, and obtaining basic necessities to people living at the base of the economic pyramid. It funds early-stage BoP startup that serves low-income populations.

Deal Participant – Target

Caravan Craft is a Bangalore based retail store. The social venture sells women apparel and home decor items, which sources materials from traditional artisans across the country. The business intends to improve the livelihood opportunities for multiple rural Indian artisan communities by building a commercially sustainable environment through the development of contemporary customer-focused merchandise.

Deal Value

NA

Intelcap Impact and Unilazer Invest In Head Held High

Deal Participant – Investor Fund

The Intelcap Impact Investment Network (I3N) facilitates investments up to \$ 1 Mn into early stage for-profit enterprises in the sectors of Agriculture, Clean Energy, Education, Financial Services, Healthcare, and Water & Sanitation.

Unilazer Ventures is a uniquely positioned Investor with deep experience in the fast growing Indian Consumer, Services and High Impact Sectors.

Deal Participant – Target

Founded by Madan Padaki, Rajesh Bhatt and Sunil Savara, Head Held High is transforming the contours of rural youth in India by putting them through an intensive five month residential training program that converts them into English-speaking, computer-literate, knowledge professionals.

Deal Value

₹ 2.5 Cr

PE/VC Update for July - August

Rainbow Hospitals Raises Funds from CDC, Abraaj group

Deal Participant – Investor Fund

Founded in 1948, CDC is the UK's Development Finance Institution (DFI) wholly owned by the UK Government's Department for International Development (DFID). Founded in 2002, The Abraaj Group is an investor operating in the growth markets of Asia, Africa, Latin America and the Middle East. It manages \$7.5 Bn in assets across 25 sector and country-specific funds, encompassing private equity and real estate investments.

Deal Participant – Target

Rainbow Hospitals is a specialized pediatric and maternity care company which was started in 1999 by Ramesh Kancharla as a 60 bed hospital. Today it has six hospitals, four in Hyderabad and one each in Vijayawada and Bangalore. Ramesh Kancharla had worked with King's College Hospital and Great Ormond Street Children's Hospital in London before returning to Hyderabad to establish Rainbow hospitals.

Deal Value

₹ 100 Cr

NxtGen Datacenter Raises Funds from Intel Capital

Deal Participant – Investor Fund

Intel Capital, Intel's global investment organization, makes equity investments in innovative technology start-ups and companies worldwide. Intel Capital invests in a broad range of companies offering hardware, software, and services targeting enterprise, home, mobility, health, consumer Internet, semiconductor manufacturing and cleantech.

Deal Participant – Target

Founded in 2012 by AS Rajgopal, Bangalore based NxtGen DataCenter delivers central IT platform as a service, including data center. It provides datacenter & cloud services from its own High Density Data Center (HDDC) facilities or deploy centrally managed On Premise Data Center (OPDC).

Deal Value

₹ 54 Cr

Former Viacom 18 COO Vikram Malhotra Led Abundantia Gets Funding

Deal Participant – Investor Fund

A Hong Kong based PE firm, which is planning to foray into the Indian media and entertainment space and a HNI individual, alien to the film industry.

Deal Participant – Target

Vikram Malhotra previously headed Viacom 18, a JV between the Viacom and Network 18, founded in November 2007. Malhotra worked with the company for over two years, during which he also headed the strategic distribution alliance with Paramount Pictures International. He gave up the office in July this year to pursue is entrepreneurial aspirations.

Deal Value

₹ 150 Cr

Rajasthan Angel Investor Network Invests Into OrganicShop

Deal Participant – Investor Fund

Rajasthan Angel Investor Network (RAIN) is a group of Angel investors in Jaipur investing in early stage businesses, in any domain driven by technology or services with potential of high scalability. The 23-people network looks to invest and mentor startups.

Deal Participant – Target

OrganicShop was established in June 2011 and offers branded and own label product lines across organic clothing, food, cosmetics and wellness products. The product range includes yoga mats, towels, comforters, organic spices, green tea, grocery, organic cosmetics, herbal and health products. It currently features about 26 brands and 1300 products.

Deal Value

₹ 30 Lacs

InterpretOmics Receives Angel Investment

Deal Participant – Investor Fund

A group of investors including Singapore's information technology and shipping company, Amarante and two Indian investors including MP Somaprasad

Deal Participant – Target

Founded in 2009 by Prahalad H. Achutharao and Asoke Talukder, InterpretOmics India Pvt Ltd is a bioinformatics contract research organization with a specialization in genome-scale data analysis and interpretation services for advancing healthcare, agriculture and energy.

Deal Value

₹ 10 Cr

ASK Pravi Acquires Minority Stake in OMNI Hospitals

Deal Participant – Investor Fund

ASK Pravi is the investment manager of ASK Pravi Private Equity Opportunities Fund, which focuses on fast-growing unlisted businesses which benefit from domestic consumption demand. It focuses on PE transactions involving significant minority or controlling stakes in growth capital situations. Pravi Capital has made 26 investments involving capital funding of \$300 Mn and 14 exits.

Deal Participant – Target

OMNI Hospitals is a tertiary care hospital chain promoted by Incor Group founded by Anand Reddy Gummadi and Surya Reddy Pulagam, it operates 2 hospitals in Hyderabad and Visakhapatnam.

Deal Value

₹ 60 Cr

Squarekey Raises Funds from 500Startups, Angel Investors

Deal Participant – Investor Fund

500 Startups is an early-stage seed fund and incubator program located in Mountain View, CA. They invest primarily in consumer & SMB internet startups, and related web infrastructure services. Their initial investment size is typically \$25K-\$250K.

Deal Participant – Target

Squarekey is an editorially driven lifestyle ecommerce play which provides access to range of international brands and services to the Indian customers. As price has always been the challenge while purchasing international brands, Squarekey claims to offer its products in India at the same price as available in the west. It is based in New York as well as Mumbai.

Deal Value

NA

UrbanLadder Gets Funding From Saif Partners

Deal Participant – Investor Fund

SAIF Partners is a leading private equity firm that provides both early stage and growth capital to companies in India. SAIF Partners makes privately negotiated equity or equity-linked investments in early and growth stage companies across sectors such as consumer products & services, technology, media, telecom, financial services, healthcare, travel and tourism, and manufacturing.

Deal Participant – Target

UrbanLadder is an e-retailer of contemporary furniture for the Indian consumer founded by Ashish Goel and Rajiv Srivatsa. The bangalore based startup is operated by Descasa Home Decor Online Private Limited. Started in July 2012, the online furniture store provides offerings in categories including beds, sofas, dining tables, tables, shelves, seating, and accessories.

Deal Value

NA

Snow Leopard Invests In LivQuik

Deal Participant – Investor Fund

Snow Leopard Technologies venture is a Pune based venture Fund. It focuses on being the partner to exceptional management teams. Snow Leopard provides early stage capital to build market leading internet and technology companies in India.

Deal Participant – Target

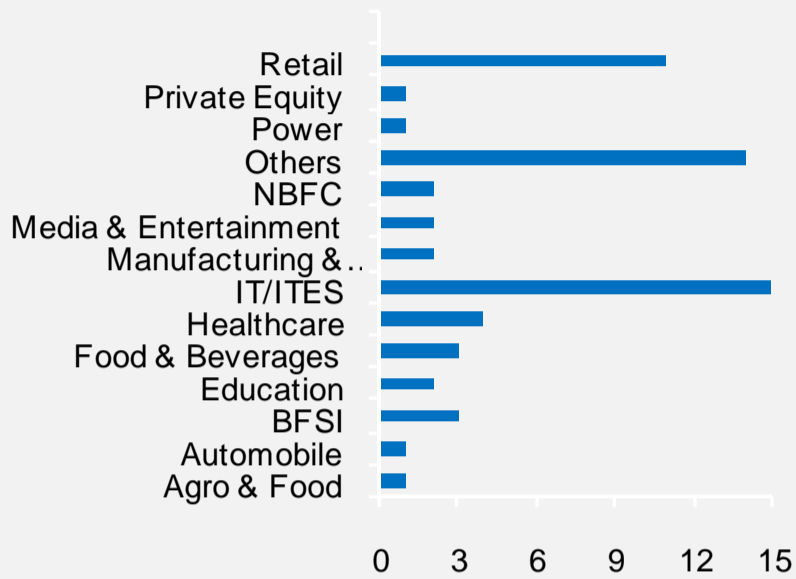
Founded in April 2012 by Mohit Lalvani, Yudhajit Nag Sen, Vinay Pinto and Suma Bhattacharya, LivQuik provides mobile payment solutions to its customer. LivQuik Technology (India) Pvt. Ltd. Was incorporated with the vision of bringing cutting-edge technology to India for consumers, merchants and marketers.

Deal Value

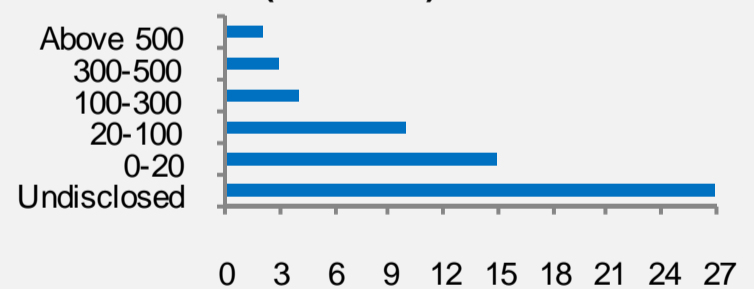
NA

Summary of PE / VC Update for July - August

No. of PE/VC deals by sector



No. of PE/VC deals by size (Rs crore)



Real Estate Update



Real Estate Update for July - August 2013

RMZ Corp Receives Investment from QIA Fund

Deal Participant – Investor Fund

The Qatar Investment Authority (QIA) is Qatar's sovereign wealth fund, specializing in domestic and foreign investment. It was founded in 2005 to manage the oil and natural gas surpluses by the Government of Qatar.

Deal Participant – Target

India's leading corporate real estate developer since 2002, RMZ Corp. has given the industry a fresh perspective. In the past 6 years, RMZ has acquired and developed over 13 million square feet and today manages a property portfolio in excess of US\$ 2.5 billion in real estate value across India making it a leading supplier of corporate space in the country.

Deal Value

\$ 300 Mn

ASK Property Invests In ATS Group's Gurgaon Project

Deal Participant – Investor Fund

The ASK Group is a well diversified and renowned Financial Services Group. Today, it is positioned at the summit in the areas of portfolio management, real estate investment and advisory and wealth advisory services managing the wealth of some of the richest families in India.

Deal Participant – Target

Founded in the year 1998, the ATS Group is promoted by Getambar Anand. ATS Group is currently developing over 12 mn sft of group housing projects in Noida, Indirapuram and a large township of approx 300 acres in Derabassi, near Chandigarh. The company also has land parcels in Dehradun and Goa.

Deal Value

₹ 147 Cr

HDFC's Offshore Fund Receives Investment from GIC, Temasek and Oman Fund

Deal Participant – Investor Fund

GIC Private Limited, formerly known as Government of Singapore Investment Corporation, is a sovereign wealth fund established by the Government of Singapore in 1981 to manage Singapore's foreign reserves.

Incorporated in 1974, Temasek is an investment company based in Singapore. Supported by 10 affiliates and offices in Asia and Latin America, Temasek owns an S\$215 billion portfolio as at 31 March 2013, mainly in Singapore and Asia.

State General Reserve Fund is a sovereign wealth fund in Oman. It is one of few entities where the Sultanate of Oman channels its excess oil revenues. It was founded in 1980 by a royal decree. Its objectives are purely financial.

Deal Participant – Target

HDFC Limited entered the private equity business with HDFC Property Fund in the year 2005. HDFC Venture Capital Limited ('HVCL') is the Fund Manager to HDFC Property Fund managing two schemes of the Fund ie, HDFC India Real Estate Fund (Corpus-Rs 1,000 crore) and IT Corridor Fund (Corpus-Rs 464 crore).

Deal Value

\$200Mn

Alchemist Realty Buys Century 21 Properties

Deal Participant – Investor Fund

Alchemist Realty part of the R100 Bn Alchemist group which spans its interest across infrastructure, agriculture, food processing, retail, healthcare, real estate development and hospitality. The company focuses on developments in the Luxury and Mid-market categories with a primary focus on residential and mixed-use developments.

Deal Participant – Target

Century 21 Real Estate LLC (century21.com) is the franchisor of the world's largest residential real estate sales organization, providing comprehensive training, management, administrative and marketing support for the CENTURY 21 System. The System is comprised of approximately 7,100 independently owned and operated franchised broker offices in 74 countries and territories worldwide with more than 100,000 sales professionals.

Deal Value

NA

Indiabulls Acquires FIM's Stake in JVs

Deal Participant – Acquirer

Indiabulls Real Estate, a notable name in the Indian realty market has 31 ongoing projects totaling 72.86 Mn sq.ft, 2588 acres of SEZ development and additional land bank of 1001.43 acres. It has a net worth of R6,830 Cr and is developing 73 Mn sq. ft across Mumbai, the national capital region and Chennai.

Deal Participant – Target

FIM Services Limited is a specialist investment provider and manager in two investment areas, sustainable forestry and renewable energy. Funds under management are in excess of \$ 40 Mn.

Deal Value

₹ 1172.16 Cr

Phoenix Mills Buys Kshitij Venture's Stake in Classic Malls and Classic Housing

Deal Participant – Investor Fund

Phoenix Mills is engaged in property development in India. Its activities include planning, execution, and marketing of projects, property rental and management, and maintenance and sale of the completed properties.

Deal Participant – Target

Classic Mall Development (Classic Mall) and Classic Housing Projects

Deal Value

NA

Indiabulls Housing Acquires Amaprop's Stake in Indiabulls Finance

Deal Participant – Investor Fund

Indiabulls Housing Finance Ltd. (IBHFL), wholly owned subsidiary of Indiabulls Financial Services Ltd. (IBFSL), is a registered HFC by National Housing Bank (NHB). Incorporated in May 2005, IBHFL is a young and an enterprising new generation Housing Finance Company which has in these short span of years already spread its presence through 78 branches in 57 cities across the country.

Deal Participant – Target

Indiabulls Finance Company provides online brokerage services for the consumer retail industries.

Deal Value

₹ 260 Cr

Valuation Advisors

Business Valuation
Valuation of Brands, Intangible Assets & Intellectual Property
Valuation of Financial Securities, Instruments & 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
Technical Assurance and Lender's Engineer

Investment Banking

(SEBI Registered – Category I Merchant Bank)

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

Advisory Services

Strategic Advisory Services
 Business Plan Formulation & Feasibility Studies
 Forecast Assessment, Economic Viability & Financial Appraisal
 Transaction Structuring
Real Estate Advisory Services
 Financial Modeling, Highest & Best Use Studies
 Investment Related Due-Diligence Exercises
 Location / Entry Strategies
Infrastructure Advisory
 Partner Identification - Joint Venture, Public Private Partnership
 Bid Advisory and Bid Process Management
 Preparation of Information Memorandums
 Preparation of Detailed Project Reports
Technical Assurance Services
 Technical Due Diligence Reviews for Mergers & Acquisitions
 Independent Engineer's Services
 Lender's & Investor's Engineer Services
 Feasibility Studies, Technical Opinion and Audits
 Chartered Engineers Opinion & Certification
 Project Cost Investigation and Forensic Advisory
 Project Appraisal and Monitoring
 Project Management Consultants

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