



Mar 2010 Volume V

India Deals Snapshot



Mergers & Acquisitions Update

Acquirer	Target	Sector	Stake	Size
Fortis Healthcare	Parkway Holdings	Healthcare	23.90%	Rs 3,080 crore
ZF-Lemforder	Hero Chassis Systems	Auto	50.00%	Undisclosed
Siva Group	Isklar	Consumer Goods	50.00%	\$ 22 million
Elgi Equipments Ltd	Belair S.A.	Industrial Goods	100.00%	€ 700,000
Hindustan Dorr-Oliver Ltd	DavyMarkham	Industrial Goods	NA	£ 9.5 million
Essar Global	Trinity Coal Partners LLC	Industrial Goods	100.00%	\$ 600 million
Strides Arcolab	Aspen	Pharma	NA	\$ 75 million
Aditya Birla Minacs	Compass BPO	IT / ITES	NA	Undisclosed
National Stock Exchange of India Ltd	National Securities Depository Ltd	BFSI	9.42%	Undisclosed
Schneider Electric India Pvt Ltd	Zicom Electronic Security Systems Ltd	Consumer Goods	NA	Rs 224.75 crore
Godrej Consumer Products	Tura	Consumer Goods	NA	Undisclosed
Edserv Softsystems Ltd	SmartLearn WebTV	IT / ITES	NA	Undisclosed
Fehrer Automotive	Harita Fehrer	Auto	40.00%	Rs 69.38 crore
Concurrent India Infrastructure Ltd	Kazi Aviation & Travel Services	Infrastructure	NA	Undisclosed
Hindustan Construction Company Ltd	Karl Steiner AG	Real Estate	66.00%	\$ 33 million
Whitbread Plc	Premier Inn	Real Estate	50.10%	Undisclosed

Deal of the fortnight

Fortis Healthcare to buy 23.9% stake in Singapore's Parkway

Fortis Healthcare, a healthcare provider, is acquiring 23.9% stake in Singapore's Parkway Holdings from private equity firm TPG Capital. The deal was valued at \$ 685.3 million (Rs 3,080 crore). As per the agreement Fortis plans to have four seats on the board of Parkway. It will also nominate Malvinder Singh as the Chairman of the Singapore firm. Fortis plans to fund the acquisition with cash cash-on-hand and proceeds from overseas convertible bond issue of about \$ 275 million.

Parkway Holdings Ltd is one of the region's leading providers of healthcare services, with a network of 16 hospitals with more than 3,600 beds in Singapore, Malaysia, Brunei, India, China and the UAE. This deal will enable Fortis to be one of Asia's largest hospital network operators with 62 hospitals and over 10,000 beds.

The Chennai-based Apollo Hospitals currently runs 46 hospitals with over 8,000 beds. It also has an equal joint venture with Parkway in a 425-bed hospital in Kolkata, Apollo Gleneagles

Chairman Malvinder Singh said the deal will place Fortis strategically for leadership in Asia and is a big step towards realising its vision of becoming a global healthcare delivery network.

Mergers & Acquisitions Update

German auto firm acquires 50% stake in Hero Chassis

Germany-based ZF-Lemforder, an auto component firm has acquired 50% stake in Hero Chassis Systems for an undisclosed amount from Delhi-based Munjal family. Hero Chassis Systems, a subsidiary of Hero Motors, is a privately-held auto component arm of the Munjal family who are the co-promoters of Hero Honda.

Siva Group buys 50% in Norway's Isklar

Siva Group has acquired 50% stake in Isklar, a Norwegian Glacial natural mineral water company and a premium-bottled water brand in the UK and Norway. The deal was valued at \$ 22 million. Following this deal Isklar will become a 50:50 JV between Siva Group and the original promoters Sabco and Java Holdings.

EEL acquires Belair of France

The board of Elgi Equipments Ltd (EEL), manufacturer of industrial compressors has approved buy-out of France-based Belair S.A, a company engaged in assembly, sales and service of industrial compressors, piping, fittings and accessories. The deal was valued at € 700,000 which EEL will fund through internal accruals.

Hindustan Dorr-Oliver acquires DavyMarkham

Engineering solutions company, Hindustan Dorr-Oliver Ltd (HDO) has acquired UK-based heavy engineering company DavyMarkham for about £ 9.5 million. DavyMarkham is engaged in designing, manufacturing and assembling large equipment used in mining, quarrying, power generation, oil, gas and nuclear sectors. The acquisition provides Hindustan Dorr-Oliver Ltd (HDO) an entry into the heavy engineering space.

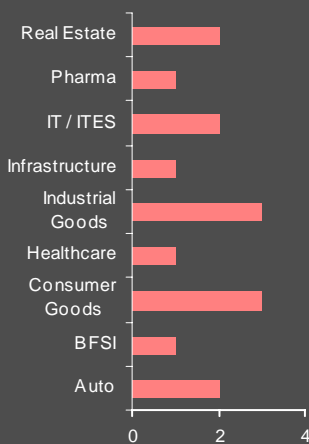
Essar acquires Trinity Coal Partners LLC

Essar group company, Essar Global, has acquired 100% stake in US-based Trinity Coal Partners LLC for \$ 600 million from Boston-based Denham Capital. The transaction is a part of Essar's strategy to continue to achieve backward integration and secure raw material needs for its global steel and power operations. The coal from Trinity will be used to fire Essar's Algoma steel plant in Canada besides planned steel operations in Minnesota.

Strides to acquire Aspen's Brazilian facility

Strides Arcolab, a pharmaceutical firm has entered into an agreement with South Africa-based Aspen to acquire the latter's facility in Brazil which manufactures penem and penicillin. The deal, valued at \$ 75 million (Rs 343 crore), is part of the company's plan to focus on injectable business, and establish a strong foothold in global markets.

No. of M & A deals by sector



Mergers & Acquisitions Update

Aditya Birla Minacs acquires UK's Compass BPO

Aditya Birla Minacs, a leading BPO services player in India and part of the Aditya Birla Group, has acquired the UK-based firm Compass BPO for an undisclosed sum. Compass BPO provides services in the area of finance and accounting (FAO) with presence in the UK, the US, UAE and India. The acquisition would enable Aditya Birla gain foothold in the FAO segment and would help them get into newer sectors like foods & beverages and US government business.

NSE ups stake to 25% in NSDL

The National Stock Exchange of India Ltd (NSE), a privately held stock exchange, has hiked its stake to 25% in the National Securities Depository Ltd (NSDL) by acquiring an additional 9.42% stake from the Specified Undertaking of The Unit Trust of India (SUUTI). Post this transaction, NSE has become the second largest shareholder in NSDL behind IDBI Bank which continues to be the largest shareholder with 30% stake in NSDL.

Schneider buys Zicom Electronic units

Schneider Electric India Pvt Ltd (SEI), a wholly owned subsidiary of French firm Schneider Electric Industries SAS, has acquired institutional and government business segments of Zicom Electronic Security Systems Ltd, a Mumbai-based electronic security solutions provider for about Rs 224.75 crore. The deal will enable Zicom to become debt-free with some cash in hand to pump into its new businesses.

GCP buys Nigeria's Tura

Godrej Consumer Products (GCP) has agreed to buy personal care company Tura from Nigeria's Tura Group for an undisclosed amount. The acquisition will enable GCP to build a pan-African presence for its core categories such as personal wash and hair care.

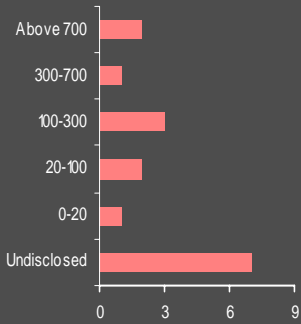
Edserv Softsystems acquires Chennai firm SmartLearn WebTV

Edserv Softsystems Ltd, a Chennai-based education and placement company, has acquired SmartLearn WebTV, another Chennai-based firm offering e-learning solutions for IIT JEE and AIEEE aspirants for an undisclosed sum. The deal will enable Edserv to gain entry into the market for providing IIT JEE and AIEEE training.



Mergers & Acquisitions Update

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



Fehrer Auto buys 40% in Harita JV

Fehrer Automotive, a Germany-based automotive interiors supplier has acquired 40% stake in Harita Fehrer (HFRL), a joint venture of Harita Seating Systems (HSL). The deal was valued at about Rs 69.38 crore and is expected to boost HSL's seats and poly urethane (PU) products businesses catering to different segments of the auto industry.

Concurrent India buys stake in maintenance firm Kazi Aviation

Concurrent India Infrastructure Ltd, a Mumbai-based firm engaged in construction, power and engineering, is acquiring a majority stake in Chennai-based Kazi Aviation & Travel Services engaged in ground handling, maintenance and repairing of aircraft, for an undisclosed sum.

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PE / VC Update

PE / VC	Target	Sector	Size
Sequoia Capital	in eClerx Services Ltd	IT / ITES	Rs 29.7 crore
Mayfield India Fund; SIDBI Venture Capital Ltd	Fourcee Infrastructure Equipment Pvt Ltd	Logistics	Rs 50 crore
Kohlberg Kravis Roberts; New Silk Route; Standard Chartered Private Equity	Coffee Day Resorts	Service	Rs 1,000 crore
Treeline Asia Master Fund	Janalakshmi Financial Services	BFSI	\$ 10 million
IDFC Project Equity	Karaikal Port Pvt Ltd	Infrastructure	Rs 150 crore
SIDBI SAS	SM Wireless Solutions Pvt Ltd	IT / ITES	Rs 1 crore
New Silk Route	Nectar Lifesciences	Pharma	Rs 250 crore
Intel Capital; Sequoia Capital; Footprint Ventures	July Systems	IT / ITES	\$ 7 million
Acumen Fund	Husk Power Systems	Power	Rs 1.71 crore
International Finance Corporation	Suvidhaa Infoserve Pvt Ltd	IT / ITES	\$ 5 million
Nine Rivers Capital Ltd	AgriSystem Pvt Ltd	Consumer Goods	\$ 7 million
Rabo Equity Advisors	The Global Green Company Ltd	Consumer Goods	\$ 10 million
Argonaut Private Equity	eYantra Industries Ltd	IT / ITES	\$ 7.8 million

PE / VC Update

Sequoia hikes stake to 9.7% in eClerx

Sequoia Capital has raised its stake by 2.9% to 9.7% in eClerx Services Ltd for Rs 29.7 crore through an open market transaction. With this deal, Sequoia now holds 9.7% in the firm, making it the largest institutional shareholder. eClerx is a provider of data analytics and data process management services to the retail, manufacturing and financial services industries.

Fourcee Infrastructure raises Rs 50 crore from Mayfield, SIDBI Venture

Fourcee Infrastructure Equipment Pvt Ltd, a Mumbai-based logistic provider, has raised Rs 50 crore from venture capital funds Mayfield India Fund and SIDBI Venture Capital Ltd. Fourcee, which offers logistic solutions for liquid cargo, plans to utilise the fund in adding containers and tank terminals, apart from strengthening the infrastructure of the company.

KKR-led consortium to invest Rs 1,000 crore in Coffee Day Resorts

Kohlberg Kravis Roberts (KKR) led consortium is in the final stages of investing around Rs 1,000 crore in Coffee Day Resorts which is engaged in operating resorts and IT parks apart from Café Coffee Day, a coffee chain. The PE firms KKR, New Silk Route and Standard Chartered Private Equity are expected to obtain 20% stake in Coffee Day Resorts.

Janalakshmi Financial gets \$ 10 million from Treeline Asia

Janalakshmi Financial Services, a Bangalore based microfinance institution (MFI), has raised \$ 10 million in its series B funding led by Treeline Asia Master Fund. Janalakshmi Financial Services now plans of a nationwide expansion over the next 12 months.

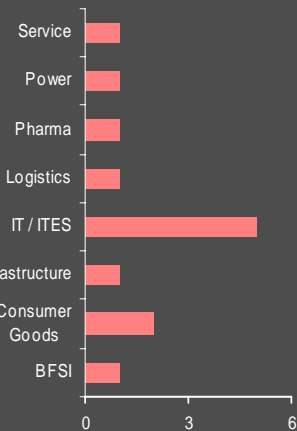
IDFC Project Equity to invest Rs 150 crore in Karaikal Port

IDFC Project Equity is investing about Rs 150 crore in Karaikal Port Pvt Ltd, a wholly-owned subsidiary of Chennai-based Marg Ltd, located on India's east coast in the Union Territory of Puducherry. Karaikal Port is being developed as a lagoon-type harbour connected to sea by an access channel protected by short breakwaters. The port recently completed its phase-I of development and has an existing capacity of six million tonnes.

SM Wireless raises Rs 1 crore from SIDBI Fund

SM Wireless Solutions Pvt Ltd, a semiconductor company, has raised about Rs 1 crore from SIDBI SAS, the risk capital fund of Small Industries Development Bank of India (SIDBI) for MSMEs (Micro, Small and Medium Enterprises). SM Wireless plans to utilise the fund for product development, R&D and exploring new markets.

No. of PE / VC deals by sector



New Silk Route invests in Nectar Lifesciences

New Silk Route has acquired up to 30% stake in Nectar Lifesciences through a mix of preferential issue and Global Depository Receipts (GDRs). This takes the total investment by the PE firm in Chandigarh-based pharmaceutical company to Rs 250 crore.

July Systems raises \$ 7 million in Intel Capital-led round

July Systems, a mobile media company which helps brands publish, distribute and monetise their mobile internet services, has raised \$ 7 million in Series C investment round led by Intel Capital. Existing investors in the firm, Sequoia Capital and Footprint Ventures also participated in the round. The company plans to utilise the fund in strengthening its sales and distribution platforms in North American and Asia Pacific region. It will also make substantial investment in R&D.

Acumen Fund invests in cleantech firm Husk Power Systems

Acumen Fund, a New York-based non-profit venture capital fund, has invested about \$ 375,000 (Rs 1.71 crore) in Husk Power Systems (HPS), a Patna-based company engaged in rural electrification and power generation. HPS plans to utilize the fund in setting up around 50 plants providing electricity to 125 villages by the end of 2010.

IFC to invest \$ 5 million in Suvidhaa Infoserve

International Finance Corporation (IFC), the private investment arm of the World Bank, is investing about \$ 5 million in Suvidhaa Infoserve Pvt Ltd, a retail services aggregator which offers railway and air ticketing, mobile recharge and bill payment services in urban, semi-urban and rural locations in India. The company plans to utilise the fund across product development, marketing and brand building.

Nine Rivers Capital invests \$ 7 million in Global AgriSystem

SME-focussed private equity firm, Nine Rivers Capital Ltd (NRC) has invested \$ 7 million in New Delhi-based Global AgriSystem Pvt Ltd (GAPL), provider of procurement, storage, processing and distribution services for fresh fruits & vegetables.

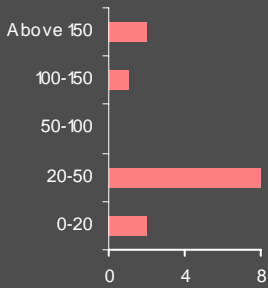
Rabo Equity invests \$ 10 million in The Global Green

Rabo Equity Advisors, an Indian food and agribusiness-focused private equity firm, through its India Agri Business Fund has invested \$ 10 million in The Global Green Company Ltd, a group company of diversified Avantha Group. The Global Green is engaged in cultivation, processing and marketing of food products including gherkins, pearl onions, cherries and sweet corn. It plans to utilise the funds for expanding its business.

PE / VC Update

eYantra raises \$ 7.8 million in series B funding from Argonaut
eYantra Industries Ltd, a Hyderabad-based brand merchandising and corporate gifting solutions company, has raised \$ 7.8 million in series B funding round led by Argonaut Private Equity, a US-based private equity fund. The company plans to utilise a substantial part of the fund in acquiring firms to expand its presence in corporate merchandising sector.

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



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Real Estate Update

HCC to buy 66% stake in Swiss firm

Hindustan Construction Company Ltd (HCC), a Mumbai-based construction firm, is acquiring 66% controlling stake in Karl Steiner AG (KSAG), a realty firm in Switzerland for about CHF 35 million (\$ 33 million). KSAG plans to utilise the fund to strengthen its Swiss operation, and also look for growth opportunities in residential and commercial construction market in India.

Emaar MGF to invest Rs 500 crore on Gurgaon housing project

Emaar MGF will invest Rs 500 crore to build a mid-income housing project at Gurgaon in Haryana. The company would develop 1,250 units in the 29 acre-project located at Sector-77 in Gurgaon.

Premier Inn buys out JV stake of Emaar MGF

Whitbread Plc, UK's budget lodging chain, has bought out its Indian joint venture partner Emaar MGF, after nearly three years went by without any progress in building its popular Premier Inn hotels. The company has trimmed down its investment plans for India as it now hopes to build fewer hotels in far lesser towns than it planned in 2007.

ICICI sells property in central Mumbai

ICICI has sold a 13-storey residential building at Prabhadevi in Central Mumbai occupied by the bank's top brass for an undisclosed amount. This deal is part of ICICI Bank's strategy to liquidate real estate assets to cut costs and unlock value.

Valuation Advisory

- Business Valuation
- Valuation of Financial Securities, Instruments & Derivatives
- Valuation of Intangible Assets & Intellectual Property
- 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

Capital Advisors

(Investment Banking & Corporate Finance)

- Transaction Advisory & Due Diligence
- Fairness Opinions
- Corporate Finance & Advisory
 - Private Equity and Venture Capital
 - Debt Solutions, Syndications
- Restructuring

Brand & Intangible Advisory

- Financial Reporting & Valuation
 - Purchase Price Allocations
 - Impairment Reviews
- Tax planning
- Transactions and dispute resolution
- Transaction Support
 - Brand Due Diligence for acquisitions, disposals and bid defense
 - Pre-Disposal Brand Evaluation
 - Selling a Brand
 - Royalty rate determination
- Banking & Finance
 - Due Diligence
 - Securitization of Intangible Assets
 - Leveraging the brand for raising funds

Infrastructure Advisory

- Identification and analysis of potential opportunities
- Partner Identification – Joint Venture, Public Private Partnerships
- Financial Modeling
- Commercial and Financial Due Diligence
- Bid Advisory and Bid Process Management
- Preparation of Information Memorandums
- Preparation of Detailed Project Reports
- Financial Closure and Project Financing
- Project Appraisal and Monitoring
- Independent Review & Assurance – Lender's & Investor's Engineer

Technical Advisory & Assurance

- Technical Due Diligence Reviews for Mergers & Acquisitions
- Lender's and Investor's Engineer Services
- Impairment Services
- Project Cost Investigations & Forensic Advisory
- Feasibility Studies
- Technical Analysis, Opinions & Audits
- Chartered Engineers Opinions and Certifications
- Environment, Safety & Quality

Real Estate Advisory

- Valuation & Advisory Services
 - Opportunity Investigation
 - Financial Modeling
 - Highest & Best Use Studies
 - Business Plan Formulation
 - Feasibility Studies
 - Investment Related Due-Diligence
 - Location / Entry Strategies
- Institutional Broking – Sale, Purchase & Leasing
- Transaction Management



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