



**45** Years of  
Leadership

**INDIA DEALS  
SNAPSHOT  
DECEMBER 2018**

# INDIA DEALS SNAPSHOT

## PG 3-4

▼ Snapshot of Mergers  
& Acquisitions Update

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## PG 5-6

▼ Summary of Mergers  
& Acquisitions Update

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## PG 7-16

▼ Snapshot of  
PE/VC Update

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## PG 17-18

▼ Summary of  
PE/VC Update

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## PG 19

▼ RBSA Range  
of Services



A low-angle, upward-looking photograph of several modern skyscrapers with glass facades, creating a sense of height and architectural scale. The buildings are arranged in a circular pattern, converging towards the top of the frame. The lighting is dramatic, with some windows reflecting light and others appearing dark.

# MERGERS & ACQUISITIONS UPDATE

# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## Healthcare (NA)

ChrysCapital (*Acquirer*)

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GeBBS Healthcare Solution (*Target*)

## Insurance (₹ 1.71 Cr)

(*Acquirer*) Ideal Insurance Brokers Pvt. Ltd.

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(*Target*) Emkay Global

## Real Estate (₹ 65.6 Cr)

Quikr India Pvt. Ltd. (*Acquirer*)

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IndiaProperty.com (*Target*)

## Travels & Tourism (NA)

(*Acquirer*) Google

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(*Target*) Sigmoid Labs Pvt Ltd.

## Others (NA)

Blue Planet Environmental Solutions (*Acquirer*)

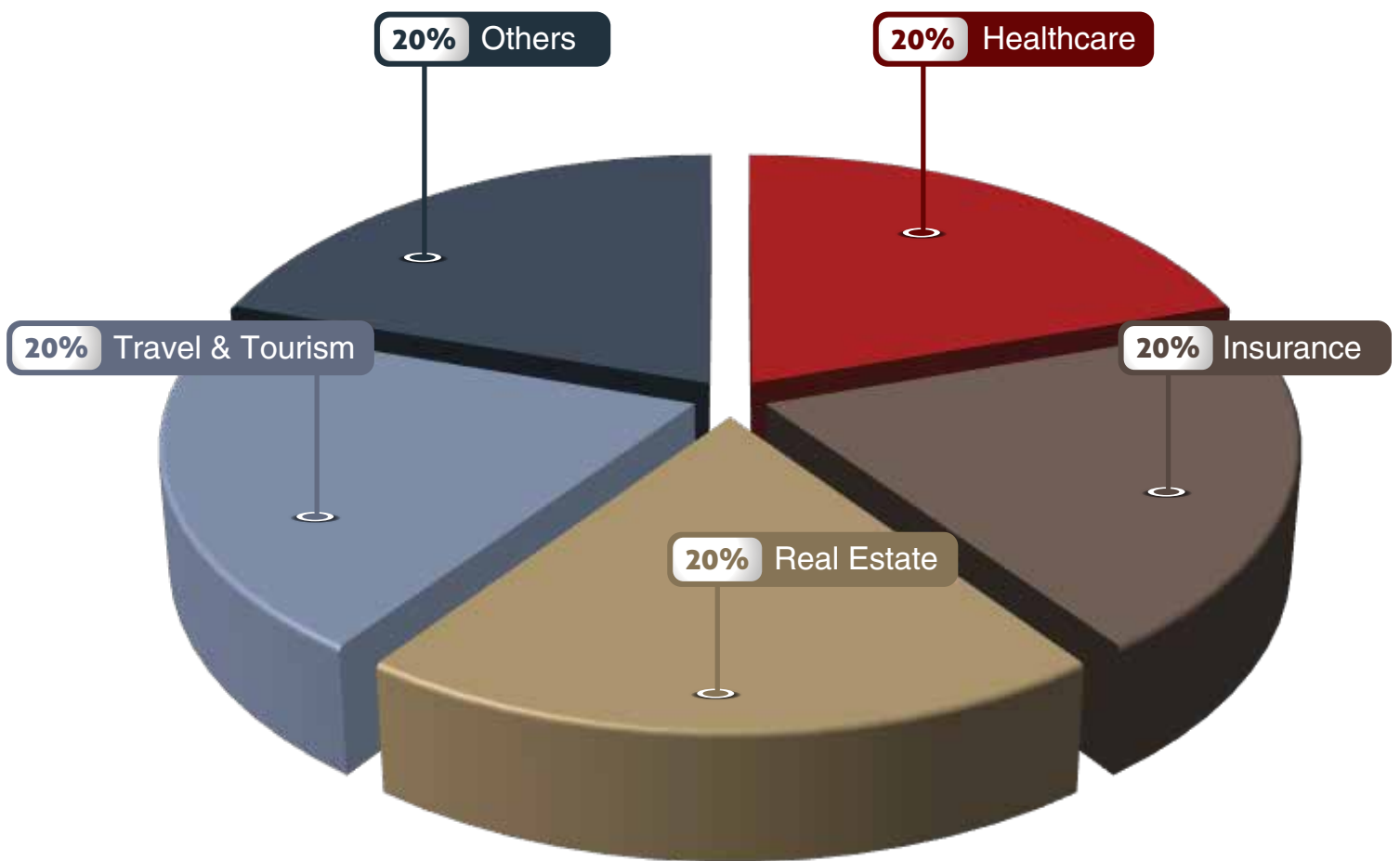
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Yasasu EMS Pvt. Ltd. (*Target*)



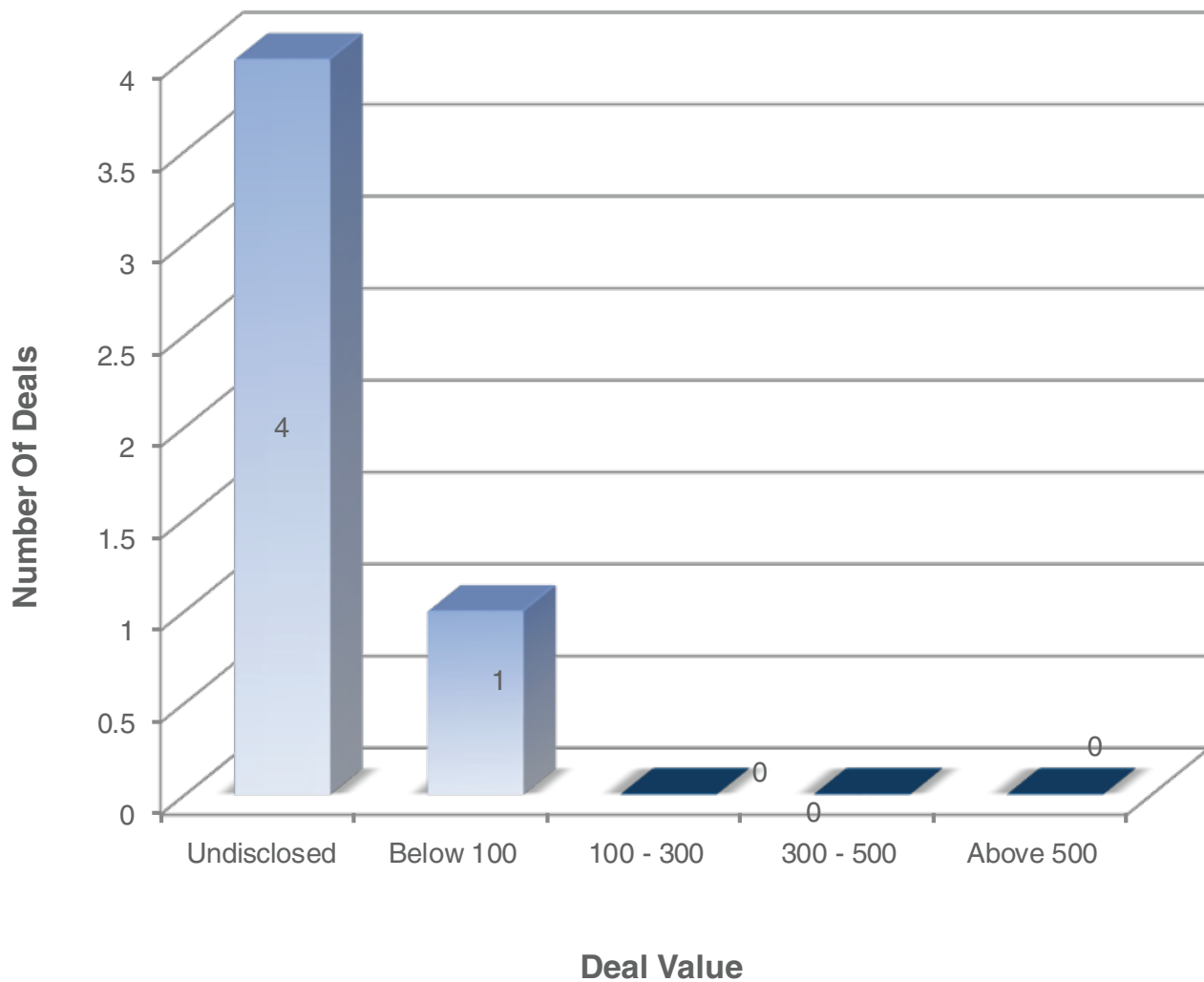
# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## M & A Deals by Sectors



# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## M & A Deals By Size (₹ In Crore)



A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are arranged in a circular pattern, creating a sense of height and architectural grandeur. The sky is a pale, overcast blue. The overall color palette is dominated by dark blues, greys, and the white of the text.

# PE/VC UPDATES

# SNAPSHOT OF PE/VC UPDATE

## Agriculture (₹ 250 Cr) ▲

Clutch of Investors (*Investor Fund*)

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63Ideas Infolabs Pvt. Ltd. (*Target*)

## Automobile (₹ 7.1 Cr) ▼

(*Investor Fund*) Angel Investors

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(*Target*) MYNEWCAR

## Automobile (₹ 160 Cr) ▲

Alpha Capital Advisors Pvt. Ltd. (*Investor Fund*)

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Hero Electric Vehicles Pvt. Ltd (*Target*)

## Automobile (₹ 5 Cr) ▼

(*Investor Fund*) Clutch of Investors

---

(*Target*) OTO Capital

## E-Commerce (₹ 14 Cr) ▲

Info Edge (*Investor Fund*)

---

Shop Kirana E Trading Pvt. Ltd. (*Target*)

## E-Commerce (₹ 55 Cr) ▼

(*Investor Fund*) InnoVen Capital

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(*Target*) Quikr India Pvt. Ltd.

## E-Commerce (₹ 164 Cr) ▲

Clutch of Investors (*Investor Fund*)

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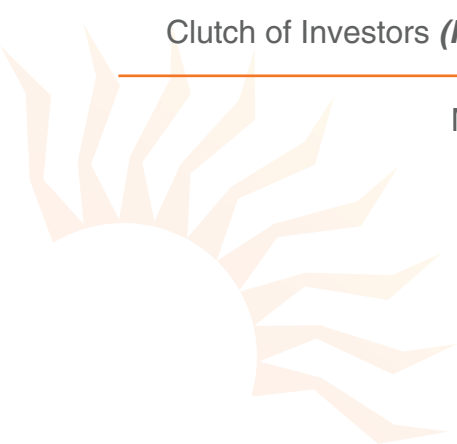
Moglix (*Target*)

## E-Commerce (₹ 8 Cr) ▼

(*Investor Fund*) Clutch of Investors

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(*Target*) Shop101





# SNAPSHOT OF PE/VC UPDATE

## E-Commerce (₹ 60 Cr) ▲

SAIF Partners (*Investor Fund*)

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High Street Essentials Pvt. Ltd. (*Target*)

## ▼ Education (₹ 2300 Cr)

(*Investor Fund*) Naspers Ventures

---

(*Target*) Think and Learn Pvt. Ltd.

## Education (₹ 2 Cr) ▲

Rainmatter (*Investor Fund*)

---

LearnApp (*Target*)

## ▼ Education (₹ 1.6 Cr)

(*Investor Fund*) FIITJEE Ltd.

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(*Target*) PlanetSpark

## Education (₹ 1 Cr) ▲

Gray Matter Capital (*Investor Fund*)

---

MadGuy Labs (*Target*)

## ▼ Education (₹ 3855 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Think and Learn Pvt. Ltd.

## Education (₹ 12 Cr) ▲

Angel Investors (*Investor Fund*)

---

DataTrained Education Pvt. Ltd. (*Target*)

## ▼ Education (₹ 245.19 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Toppr Technologies Pvt. Ltd.

# SNAPSHOT OF PE/VC UPDATE

## Education (₹ 0.88 Cr)

Gray Matters Capital (*Investor Fund*)

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GyanDhan (*Target*)

## Education (₹ 1.12 Cr)

(*Investor Fund*) Gray Matters Capital

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(*Target*) Ignis Careers

## Education (₹ 0.73 Cr)

Gray Matters Capital (*Investor Fund*)

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ThinkZone (*Target*)

## Finance (₹ 200 Cr)

(*Investor Fund*) Masala Bond Issue

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(*Target*) Aavas Financiers Ltd.

## Finance (₹ 700 Cr - 70%)

InvAscent and Motilal Oswal PE (*Investor Fund*)

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Actis' (*Target*)

## Finance (₹ 6 Cr)

(*Investor Fund*) Infibeam Avenues Ltd.

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(*Target*) Go Payments

## Finance (₹ 100 Cr)

Faering Capital (*Investor Fund*)

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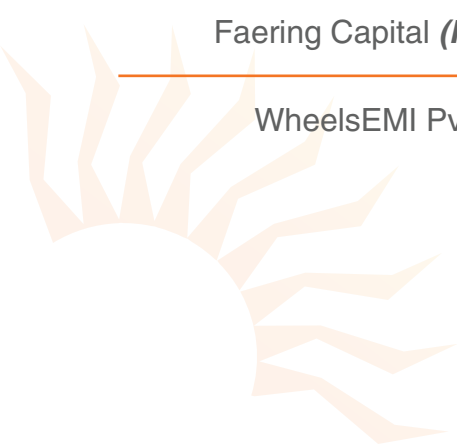
WheelsEMI Pvt. Ltd. (*Target*)

## Finance (₹ 6.6 Cr)

(*Investor Fund*) PI Ventures

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(*Target*) OweMe



# SNAPSHOT OF PE/VC UPDATE

## Finance (₹ 23 Cr - 20%)

TIAA (*Investor Fund*)

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Aavishkaar-Intellectap Group (*Target*)

## Finance (₹ 6.5 Cr)

(*Investor Fund*) Angel Investors

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(*Target*) PerkFinance

## Finance (NA)

FINO PayTech Ltd. (*Investor Fund*)

---

CityCash (*Target*)

## Finance (₹ 24 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) One MobiKwik Systems Pvt. Ltd.

## FMCG (₹ 1 Cr)

Omphalos Ventures India LLP (*Investor Fund*)

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Nagpur Wholesale (*Target*)

## FMCG (NA)

(*Investor Fund*) Unilever Ventures

---

(*Target*) Pureplay Skin Sciences (India) Pvt. Ltd.

## FMCG (₹ 49 Cr)

Mayfield Advisors (*Investor Fund*)

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Milkbasket (*Target*)

## Foods & Beverages (₹ 225 Cr)

(*Investor Fund*) Edelweiss & Goldman Sachs

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(*Target*) Sapphire Foods

# SNAPSHOT OF PE/VC UPDATE

## Foods & Beverages (NA)

Mumbai Angels Network (*Investor Fund*)

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Vivan Foods Pvt. Ltd. (*Target*)

## Foods & Beverages (₹ 185 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Delightful Gourmet Pvt Ltd.

## Foods & Beverages (NA)

Mumbai Angels Network (*Investor Fund*)

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Nutrisattva Foods Pvt. Ltd. (*Target*)

## Foods & Beverages (₹ 7000 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Swiggy

## Healthcare (NA)

Ramakant Deshpande (*Investor Fund*)

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Any Time Doctor (*Target*)

## Healthcare (NA)

(*Investor Fund*) Equanimity Ventures

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(*Target*) DrStore

## Healthcare (₹ 10 Cr)

Entrust Family Advisors (*Investor Fund*)

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Sreyas Holistic Remedies Pvt. Ltd. (*Target*)

## Healthcare (₹ 25 Cr)

(*Investor Fund*) Alteria Capital Advisors LLP

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(*Target*) Healthvista India Pvt. Ltd.

# SNAPSHOT OF PE/VC UPDATE

## Hotel & Hospitality (₹ 100 Cr)

Samena Capital (*Investor Fund*)

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Imperativ Hospitality Pvt. Ltd. (*Target*)

## Hotels & Hospitality (₹ 732 Cr)

(*Investor Fund*) Grab

---

(*Target*) OYO

## IT/ITES (₹ 400 Cr)

Adani Enterprises Ltd. (*Investor Fund*)

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Alpha Design Technologies Pvt. Ltd. (*Target*)

## IT/ITES (₹ 45 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Facilio

## IT/ITES (₹ 25 Cr)

Clutch of Investors (*Investor Fund*)

---

Archer Technologies Pvt. Ltd. (*Target*)

## IT/ITES (NA)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Zestl Software Pvt. Ltd.

## IT/ITES (NA)

Venture Catalysts (*Investor Fund*)

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Ambee (*Target*)

## IT/ITES (NA)

(*Investor Fund*) HPCL

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(*Target*) Tranzmeo IT Solutions Pvt. Ltd.

# SNAPSHOT OF PE/VC UPDATE

## Logistics (NA)

Kae Capital & Tekton Ventures (*Investor Fund*)

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BTJ Logistics Pvt. Ltd. (*Target*)

## Logistics (₹ 100 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) LetsTransport

## Media & Entr. (₹ 71 Cr)

Clutch of Investors (*Investor Fund*)

---

Roposo (*Target*)

## Media & Entr. (₹ 29 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Vying

## Media & Entr. (NA)

Clutch of Investors (*Investor Fund*)

---

Khidki (*Target*)

## Pharmaceuticals (₹ 21.5 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Generico

## Power (₹ 294 Cr)

Clutch of Investors (*Investor Fund*)

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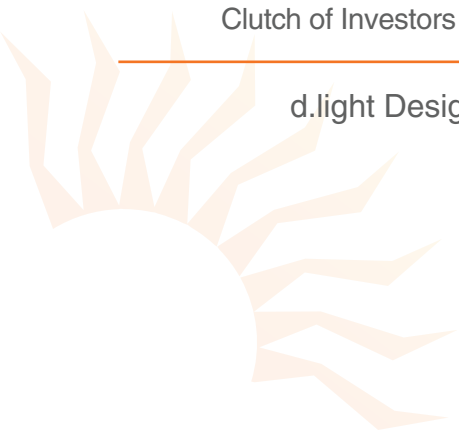
d.light Design Inc. (*Target*)

## Real Estate (₹ 200 Cr)

(*Investor Fund*) WestBridge Capital

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(*Target*) GS E-Commerce Pvt. Ltd.



# SNAPSHOT OF PE/VC UPDATE

## Sports (NA) ▲

Inflection Point Ventures (*Investor Fund*)

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Tabono Sports and Events Pvt. Ltd. (*Target*)

## ▼ Textile & Leather (₹ 250 Cr)

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

---

(*Target*) Aqualite Industries Pvt. Ltd.

## Trading (₹ 35 Cr - 5.56%) ▲

Reliance Industries Limited (*Investor Fund*)

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Vakt Holdings Ltd. (*Target*)

## ▼ Travels & Tourism (₹ 5.6 Cr)

(*Investor Fund*) Angel Investors

---

(*Target*) Guiddoo World Travels Pvt. Ltd.

## Others (₹ 63 Cr) ▲

Clutch of Investors (*Investor Fund*)

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MoEngage Inc. (*Target*)

## ▼ Others (₹ 65 Cr - 31.9%)

(*Investor Fund*) Sequoia Capital

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(*Target*) Wakefit Innovations Pvt. Ltd.

## Others (₹ 22.83 Cr) ▲

Clutch of Investors (*Investor Fund*)

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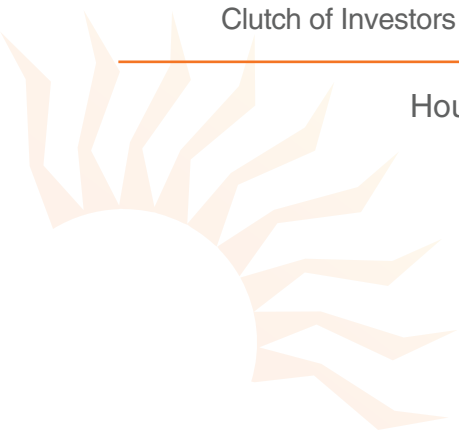
Housejoy (*Target*)

## ▼ Others (₹ 4.4 Cr)

(*Investor Fund*) Angel Investors

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(*Target*) FeedMyPockets



# SNAPSHOT OF PE/VC UPDATE

## Others (NA)

Venture Catalysts (*Investor Fund*)

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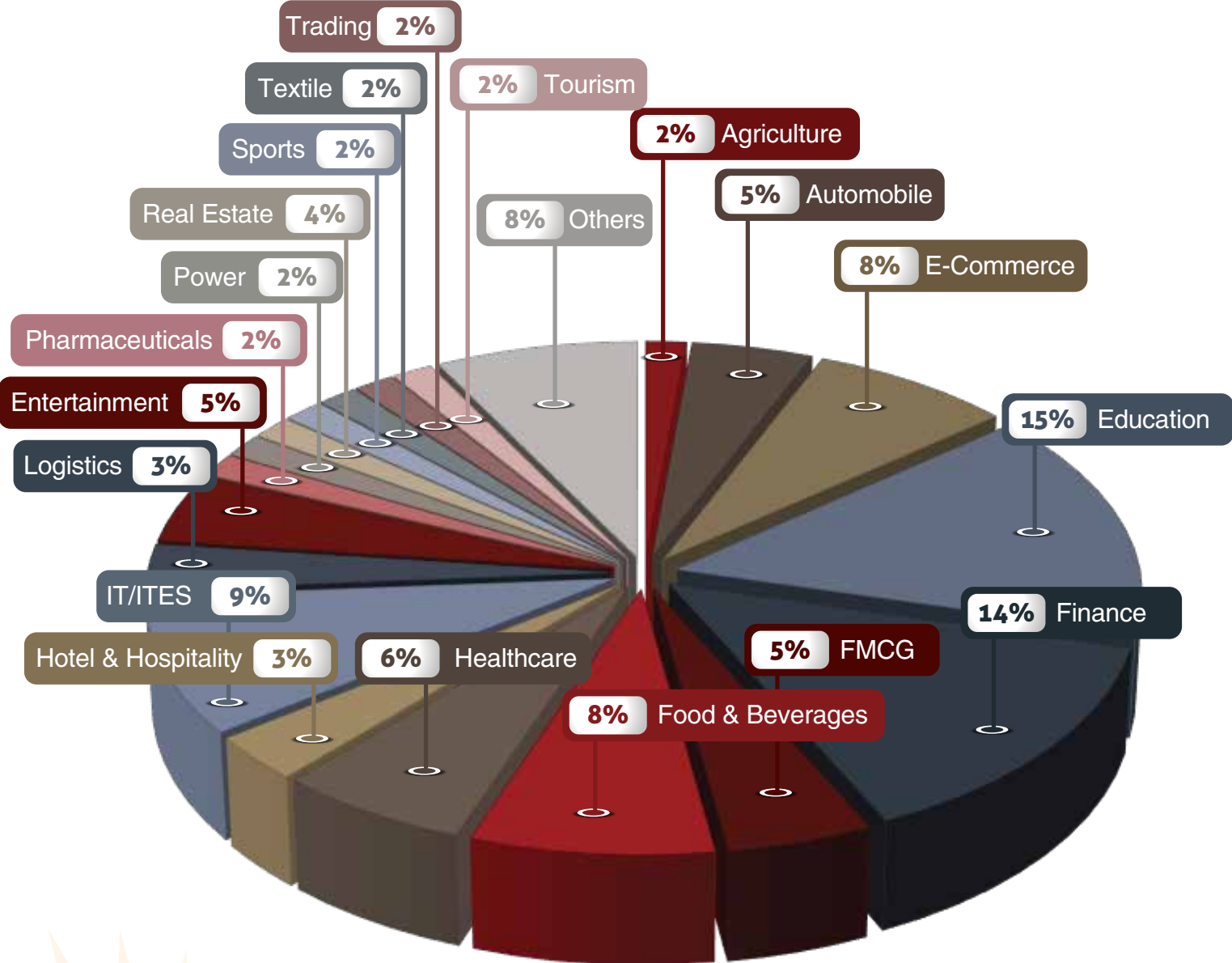
Superbottoms (*Target*)





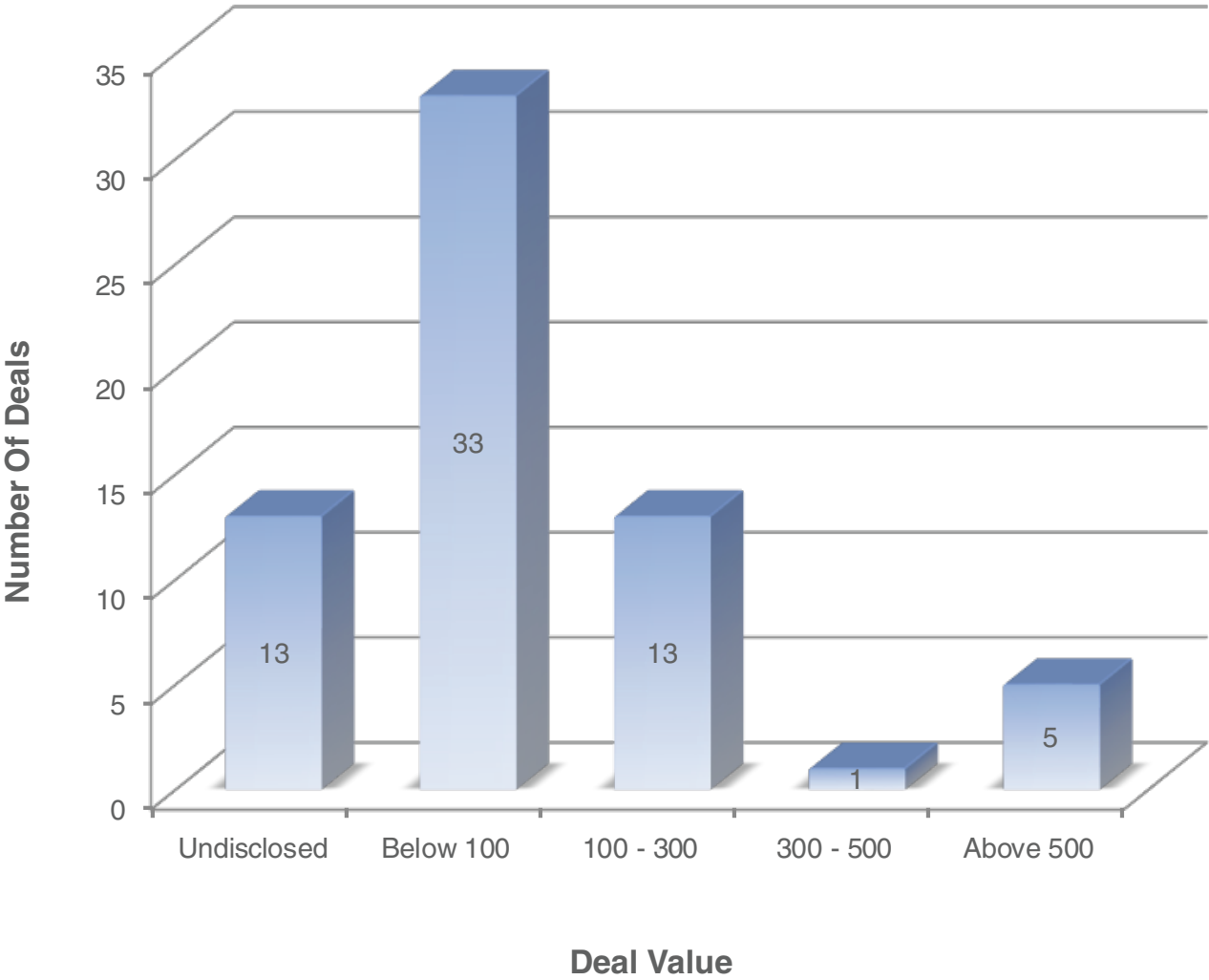
# SUMMARY OF PE/VC UPDATE

### PE/VC Deals by Sectors



# SNAPSHOT OF PE/VCUPDATE

PE/VCDeals by Size (₹ In Crore)



# RBSA

# RANGE OF SERVICES

## Valuation

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

## Investment Banking

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

## Restructuring

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

## Advisory Services

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

### Corporate Office Mumbai:

21-23, T.V. Industrial Estate, 248-A, S.K. Ahire Marg, Off. Dr. A. B. Road, Worli, Mumbai - 400 030, INDIA.  
M: +91 90040 50600  
Tel: +91 22 6130 6000  
Fax: +91 22 6130 6001

### Head Office Ahmedabad:

912, Venus Atlantis Corporate Park, Anand Nagar Road, Prahladnagar, Ahmedabad - 380 015, INDIA.  
M: +91 97243 44445  
Tel: +91 79 4050 6000  
Fax: +91 79 4050 6001

### Bangalore Office:

Unit No.: 104, 1<sup>st</sup> Floor, Sufiya Elite, #18, Cunningham Road, Near Sigma Mall, Bangalore - 560 052, INDIA.  
M: +91 97435 50600  
Tel: +91 80 4112 8593

### Delhi Office:

9 C, Hansalaya Building, 15, Barakhambha Road, Connaught Place, New Delhi - 110 001, INDIA.  
M: +91 99585 62211  
Tel: +91 11 2335 0635 / 0637 / 0638  
Tel: +91 11 6616 5300

### Kolkata Office:

9<sup>th</sup> Floor, KAHM Tower, 13, Nellie Sengupta Sarani, Kolkata - 700 087, INDIA.  
M: +91 97243 44446

### Dubai Office:

2001-01, Level 20, 48 Burj Gate Tower, Sheikh Zayed Road, Downtown - 36615, Dubai, UAE.  
M: +971 52 382 2367, +971 52 617 3699  
Tel: +971 4 518 2608  
Email: dubai@rbsa.in

### Singapore Office:

105 Cecil Street, # 18-00 The Octagon, Singapore - 069 534  
M: +65 8589 4891  
Email: singapore@rbsa.in