



INDIA DEALS SNAPSHOT

**JANUARY &
FEBRUARY 2019**

48
Years of
Leadership

INDIA DEALS SNAPSHOT

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Snapshot of Mergers
& Acquisitions Update

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Summary of Mergers
& Acquisitions Update

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Snapshot of
PE/VC Update

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Summary of
PE/VC Update

PG 27

RBSA Range
of Services



MERGERS & ACQUISITIONS UPDATE

SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

Automobile (₹ 65 Cr)

Endurance Technologies Ltd. (*Acquirer*)

Fonpresmetal Gap Spa (*Target*)

Automobile (NA)

(*Acquirer*) JBM Group

(*Target*) Linde-Wiemann GmbH KG

Education (₹ 840 Cr)

Byju's (*Acquirer*)

Osmo (*Target*)

Education (NA)

(*Acquirer*) Talentedge buys

(*Target*) GreyCampus Education Pvt Ltd

Education (₹ 1400 Cr)

Nord Anglia Education Inc (*Acquirer*)

Oakridge International brand (*Target*)

Finance (NA)

(*Acquirer*) Orowealth

(*Target*) WealthTrust

FMCG (₹ 97 Cr)

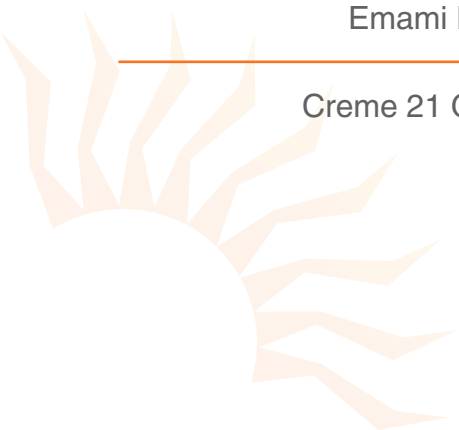
Emami Ltd. (*Acquirer*)

Creme 21 GmbH (*Target*)

Food & Beverages (₹ 31.86 Cr)

(*Acquirer*) Grover Zampa Vineyards Ltd.

(*Target*) Four Seasons Wines Ltd.



SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

Food & Beverages (NA)

Lite Bite Foods Pvt. Ltd. *(Acquirer)*

Shizusan *(Target)*

Food & Beverages (NA)

(Acquirer) Lite Bite Foods Pvt. Ltd.

(Target) 212 All Good

Food & Beverages (NA)

Lite Bite Foods Pvt. Ltd. *(Acquirer)*

212 All Day *(Target)*

Food & Beverages (NA)

(Acquirer) Lite Bite Foods Pvt. Ltd.

(Target) Bar Bar

Healthcare (₹ 4666 Cr)

Fortis Healthcare Ltd. *(Acquirer)*

Indian Clinics and Hospitals *(Target)*

Healthcare (NA)

(Acquirer) Sheroes

(Target) Maya

Healthcare (NA)

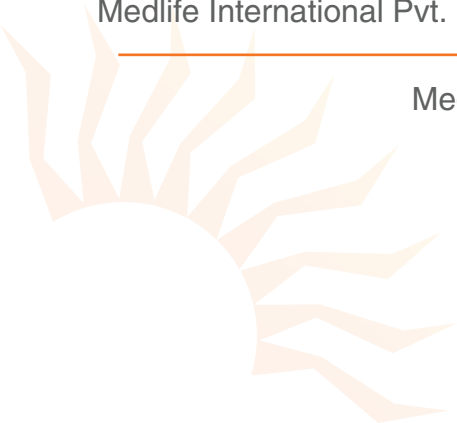
Medlife International Pvt. Ltd. *(Acquirer)*

MedLabz *(Target)*

Hotel & Hospitality (NA)

(Acquirer) Paytm

(Target) Nightstay



SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

Iron & Steel (₹ 122 Cr)

Dalmia-OCL (*Acquirer*)

GSB Group GmbH (*Target*)

IT/ITES (₹ 52.5 Cr)

(*Acquirer*) Larsen & Toubro Infotech Ltd (LTI)

(*Target*) Ruletronics Systems

IT/ITES (NA)

Bain Capital (*Acquirer*)

Brillio (*Target*)

IT/ITES (NA)

(*Acquirer*) Swiggy

(*Target*) Kint.io

IT/ITES (NA)

Intel Corporation (*Acquirer*)

Ineda Systems (*Target*)

IT/ITES (NA)

(*Acquirer*) Zebi

(*Target*) Element42

IT/ITES (NA)

Walmart Labs (*Acquirer*)

Daturks (*Target*)

IT/ITES (NA)

(*Acquirer*) R Systems International Ltd

(*Target*) Innovizant LLC



SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

Real Estate (₹ 350 Cr)

Morgan Stanley Real Estate Investing (*Acquirer*)

KSH Infra (*Target*)

Tour & Travels (NA - 80%)

(*Acquirer*) Ebix Inc

(*Target*) Zillious Solutions Pvt. Ltd

Tours & Travels (NA)

Yatra Online, Inc (*Acquirer*)

PL Worldways Ltd. (*Target*)

Others (NA)

(*Acquirer*) Komparify

(*Target*) iReff

Others (NA)

Linxens Group (*Acquirer*)

Siepmann's Card Systems Pvt. Ltd. (*Target*)

Others (NA)

(*Acquirer*) OLX

(*Target*) Aasaanjobs Pvt. Ltd.

Others (NA)

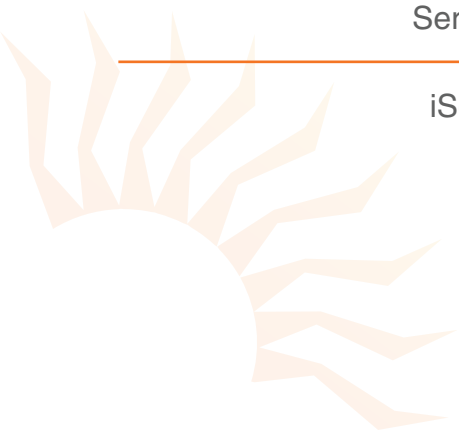
Servify (*Acquirer*)

iService (*Target*)

Others (NA)

(*Acquirer*) AION Capital Partners

(*Target*) InterGlobe Enterprises Pvt. Ltd.



SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

Others (NA)

Lohia Group (*Acquirer*)

Light & Strong Ltd. (*Target*)

Others (NA)

(*Acquirer*) ShopX

(*Target*) GabbarDeals

Others (NA)

Dentsu Aegis Network SEA (*Acquirer*)

Happy Marketer Group (*Target*)

Others (₹ 3630 Cr - 60%)

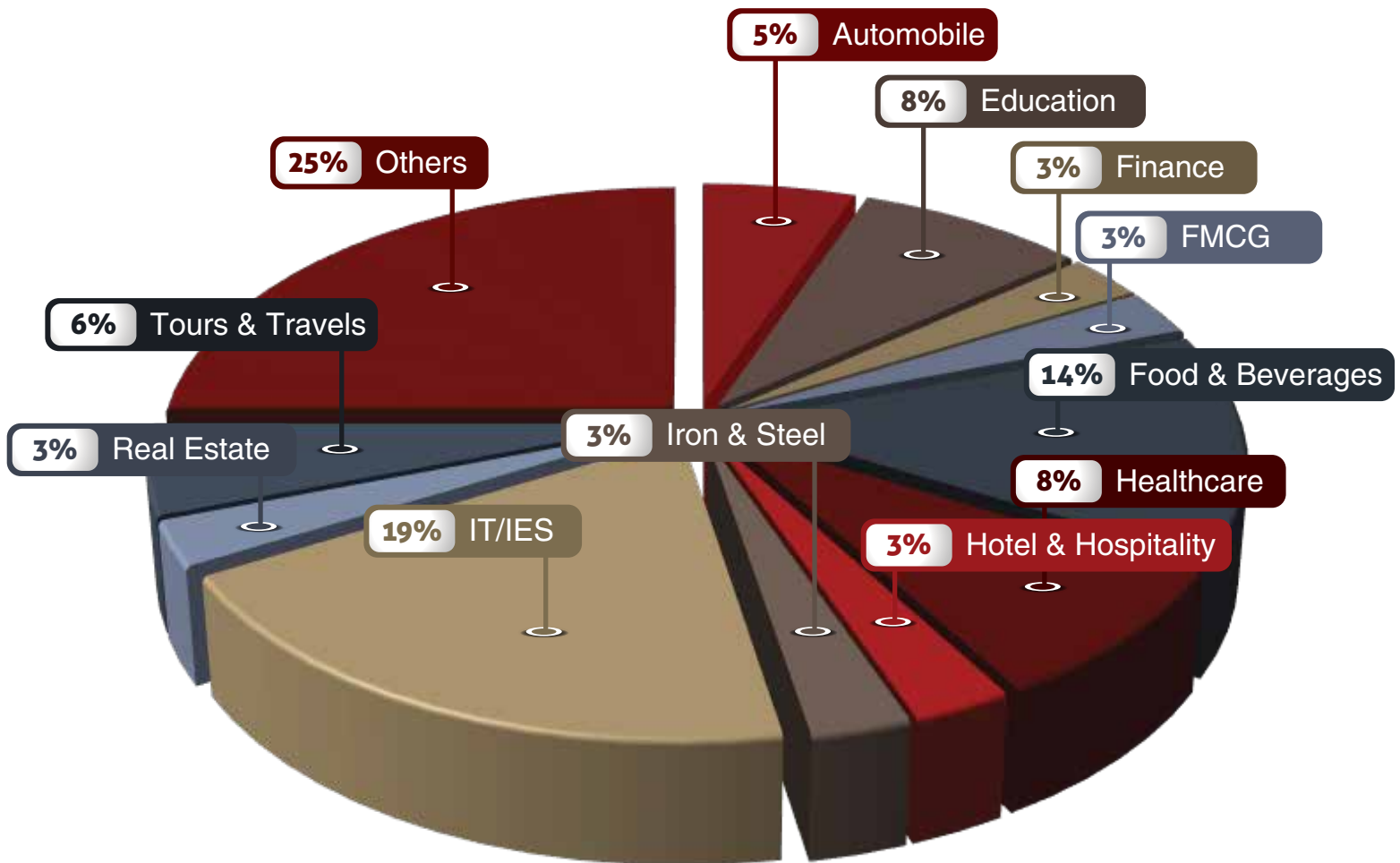
(*Acquirer*) KKR

(*Target*) Ramky Enviro Engineers



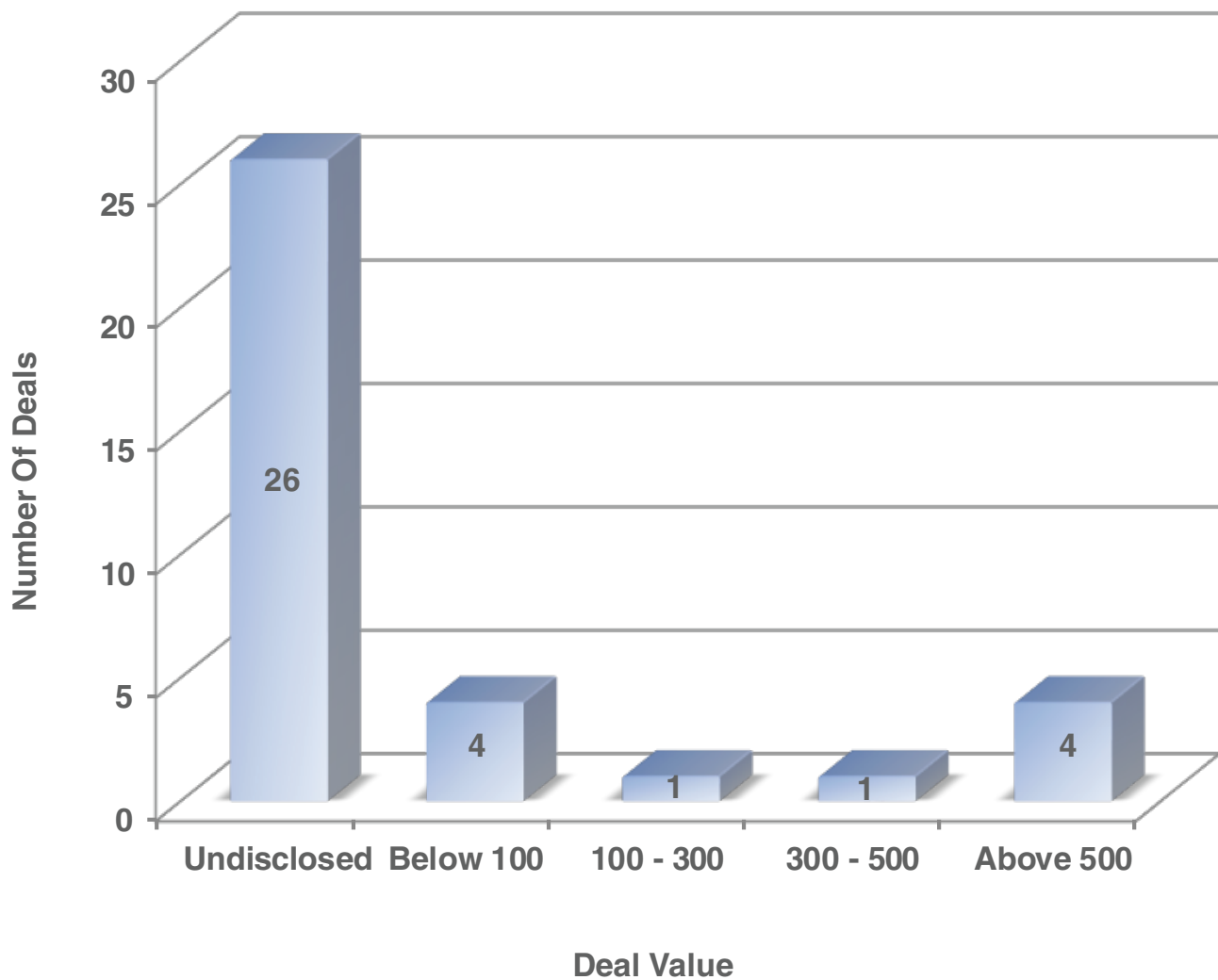
SNAPSHOT OF Mergers & Acquisitions Update

M & A Deals by Sectors



SNAPSHOT OF Mergers & Acquisitions Update

M & A Deals By Size (₹ In Crore)



PE/VC UPDATES



SNAPSHOT OF PE/VC UPDATE

Automobile (₹ 7 Cr)

Angel Investors (*Investor Fund*)

Royal Brothers (*Target*)

Automobile (₹ 63 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Vogo Automotive Pvt. Ltd.

Automobile (₹ 100 Cr)

Clutch of Investors (*Investor Fund*)

Truebil (*Target*)

Education (₹ 3.5 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Bulbul Inc.

Education (₹ 55 Cr)

Zephyr Peacock (*Investor Fund*)

Shiksha Financial Services India Pvt. Ltd. (*Target*)

Education (₹ 282 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Eruditus Learning Solutions Pte Ltd.

Education (₹ 7 Cr)

Clutch of Investors (*Investor Fund*)

Leverage Edu (*Target*)

Education (NA)

(*Investor Fund*) Jerry Rao

(*Target*) Kutuki

SNAPSHOT OF PE/VC UPDATE

Finance (₹ 33 Cr) ▲

Symbiotics (*Investor Fund*)

Samunnati Financial Intermediation
& Services Pvt. Ltd. (*Target*)

▼ Finance (₹ 32.40 Cr)

(*Investor Fund*) Beenext and 3one4 Capital

(*Target*) Open Financial Technologies Pvt. Ltd.

Finance (₹ 34 Cr) ▲

Clutch of Investors (*Investor Fund*)

Svasti Microfinance Pvt. Ltd. (*Target*)

▼ Finance (₹ 56 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Smallcase Technologies

Finance (₹ 90 Cr) ▲

Clutch of Investors (*Investor Fund*)

ZipLoan (*Target*)

▼ Finance (₹ 602.6 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Indialdeas.com Ltd.

Finance (NA) ▲

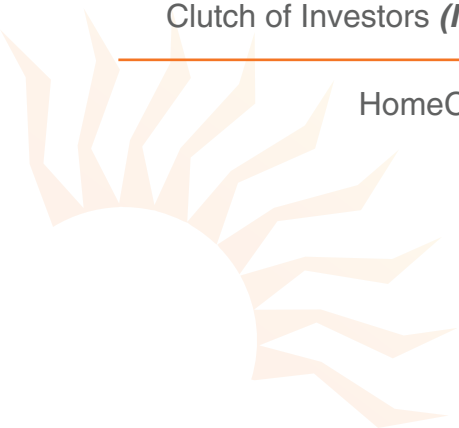
Clutch of Investors (*Investor Fund*)

HomeCapital (*Target*)

▼ Finance (₹ 1420 Cr)

(*Investor Fund*) Allianz Investment Management

(*Target*) Edelweiss



SNAPSHOT OF PE/VC UPDATE

Finance (₹ 137 Cr) ▲

Asian Development Bank (*Investor Fund*)

Annapurna Finance Pvt. Ltd. (*Target*)

▼ Finance (₹ 35 Cr)

(*Investor Fund*) FMO

(*Target*) Samunnati Financial Intermediation & Services Pvt. Ltd.

Finance (₹ 151.26 Cr) ▲

Clutch of Investors (*Investor Fund*)

Scripbox Advisors Pvt. Ltd. (*Target*)

▼ Finance (₹ 1.6 Cr)

(*Investor Fund*) Angel Investor

(*Target*) BigWin Infotech Pvt. Ltd.

Finance (₹ 50 Cr) ▲

Clutch of Investors (*Investor Fund*)

Instamojo Technologies Pvt. Ltd. (*Target*)

▼ Finance (₹ 178 Cr)

(*Investor Fund*) Sequoia Capital-India

(*Target*) Turtlemint

Finance (₹ 44 Cr) ▲

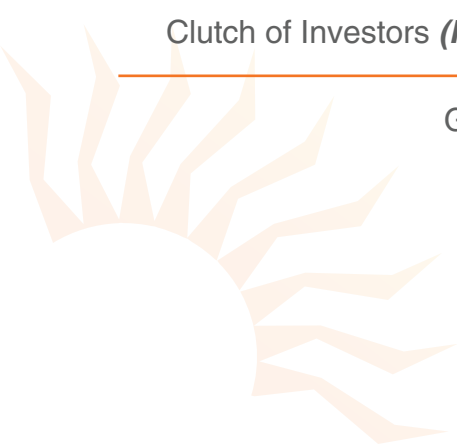
Clutch of Investors (*Investor Fund*)

Groww (*Target*)

▼ Finance (₹ 7.1 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) StreamSource



SNAPSHOT OF PE/VC UPDATE

Finance (₹ 5950 Cr) ▲

Clutch of Investors (*Investor Fund*)

ChrysCapital (*Target*)

▼ Finance (₹ 1600 Cr)

(*Investor Fund*) New Investment Solutions

(*Target*) DMI Finance Pvt. Ltd

FMCG (₹ 1600 Cr - 10%) ▲

Clutch of Investors (*Investor Fund*)

Emami (*Target*)

▼ FMCG (NA)

(*Investor Fund*) DSG Consumer Partners

(*Target*) Arata Zero Chemicals

FMCG (₹ 1096.94 Cr) ▲

SoftBank (*Investor Fund*)

Brainbees Solutions Pvt. Ltd. (*Target*)

▼ Food & Beverages (₹ 154 Cr - 26%)

(*Investor Fund*) Convergent Finance

(*Target*) Hindustan Foods Limited

Food & Beverages (NA - 20%) ▲

Sazerac (*Investor Fund*)

John Distilleries Pvt Ltd. (*Target*)

▼ Foods & Beverages (₹ 70 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Country Delight



SNAPSHOT OF PE/VC UPDATE

Foods & Beverages (₹ 43 Cr)

Clutch of Investors (*Investor Fund*)

InnerChef Pvt. Ltd. (*Target*)

Foods & Beverages (₹ 30 Cr)

(*Investor Fund*) Alteria Capital

(*Target*) Rebel Foods

Foods & Beverages (₹ 120 Cr)

Clutch of Investors (*Investor Fund*)

Waycool Foods & Products Pvt. Ltd. (*Target*)

Foods & Beverages (₹ 182 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Drums Food International Pvt. Ltd.

Foods & Beverages (NA)

Venture Catalysts (*Investor Fund*)

Keeros Foods Pvt. Ltd. (*Target*)

Foods & Beverages (NA)

(*Investor Fund*) Fireside Ventures

(*Target*) AnKa SumMor Foods

Healthcare (₹ 270 Cr)

Temasek Holdings (*Investor Fund*)

Dr Agarwal's Health Care Ltd. (*Target*)

Healthcare (₹ 39.9 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Niramai Health Analytix Pvt. Ltd.

SNAPSHOT OF PE/VC UPDATE

Healthcare (₹ 248.63 Cr)

Clutch of Investors (*Investor Fund*)

1mg Technologies Pvt. Ltd (*Target*)

Healthcare (NA)

(*Investor Fund*) Unitus , Axilor and CIIE

(*Target*) 5C Network (India) Pvt. Ltd.

Healthcare (₹ 17.8 Cr)

Clutch of Investors (*Investor Fund*)

Kapiva Ayurveda (*Target*)

Healthcare (NA)

(*Investor Fund*) Fireside Ventures

(*Target*) The Ayurveda Experience

Healthcare (NA)

Fireside Ventures (*Investor Fund*)

Kapiva Ayurveda (*Target*)

Healthcare (₹ 218 Cr)

(*Investor Fund*) Eight Roads Ventures & F-Prime

(*Target*) Caplin Point Laboratories Ltd.

Healthcare (₹ 25 Cr)

Clutch of Investors (*Investor Fund*)

India Life Sciences Fund (*Target*)

Insurance (₹ 9.5 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Kruzr

SNAPSHOT OF PE/VC UPDATE

IT/ITES (₹ 137 Cr)

Clutch of Investors (*Investor Fund*)

Fleetx.io (*Target*)

IT/ITES (NA)

(*Investor Fund*) SRI Capital

(*Target*) Edgetensor

IT/ITES (₹ 30 Cr)

Clutch of Investors (*Investor Fund*)

Fyle Technologies Pvt. Ltd (*Target*)

IT/ITES (₹ 4.2 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Nanoclean Global Pvt. Ltd.

IT/ITES (NA)

Clutch of Investors (*Investor Fund*)

Nymble Labs (*Target*)

IT/ITES (NA)

(*Investor Fund*) Indian Angel Network

(*Target*) Artivatic.ai

IT/ITES (₹ 3.5 Cr)

IDFC Parampara Early Stage
Opportunities Fund (*Investor Fund*)

CloudSEK Info Security Pvt. Ltd. (*Target*)

IT/ITES (NA)

(*Investor Fund*) Inspira Enterprise India Pvt. Ltd.

(*Target*) iRam Technologies Pvt. Ltd.

SNAPSHOT OF PE/VC UPDATE

IT/ITES (₹ 1853 Cr) ▲

Clutch of Investors (*Investor Fund*)

Rubrik (*Target*)

IT/ITES (NA) ▼

(*Investor Fund*) CIIE

(*Target*) Oizom Instruments

IT/ITES (₹ 3.5 Cr) ▲

Clutch of Investors (*Investor Fund*)

Clootrack Software Labs Pvt. Ltd (*Target*)

IT/ITES (NA) ▼

(*Investor Fund*) AION Capital Partners

(*Target*) InterGlobe Technologies

IT/ITES (NA) ▲

Bain Capital (*Investor Fund*)

Brillio (*Target*)

Legal (₹ 11 Cr) ▼

(*Investor Fund*) Clutch of Investors

(*Target*) SpotDraft

Lifestyle (₹ 71 Cr) ▲

Clutch of Investors (*Investor Fund*)

Purple Panda Fashions Pvt. Ltd. (*Target*)

Logistics (₹ 35 Cr) ▼

(*Investor Fund*) InnoVen Capital

(*Target*) Xpressbees

SNAPSHOT OF PE/VC UPDATE

Logistics (₹ 350 Cr) ▲

Morgan Stanley (*Investor Fund*)

KSH Infra (*Target*)

Media & Ent. (NA) ▼

(*Investor Fund*) Matrix Partners

(*Target*) Awaaz

Media & Ent. (₹ 7.1 Cr) ▲

Clutch of Investors (*Investor Fund*)

Gifskey (*Target*)

Media & Ent. (₹ 284.42 Cr) ▼

(*Investor Fund*) Glade Brook Capital

(*Target*) Zomato Media Pvt. Ltd.

Media & Ent. (₹ 15.14 Cr) ▲

Clutch of Investors (*Investor Fund*)

Vidooly Media Tech Pvt. Ltd. (*Target*)

Media & Ent. (₹ 35 Cr) ▼

(*Investor Fund*) Clutch of Investors

(*Target*) SilverPush

Media & Ent. (₹ 71 Cr) ▲

Clutch of Investors (*Investor Fund*)

Neta (*Target*)

Media & Ent. (₹ 25.4 Cr) ▼

(*Investor Fund*) HT Media

(*Target*) Digiperform

SNAPSHOT OF PE/VC UPDATE

Media & Ent. (NA) ▲

Fireside Ventures (*Investor Fund*)

Tasty Tales (*Target*)

Media & Ent. (₹ 25 Cr) ▼

(*Investor Fund*) The Rise Fund & Elevar Equity

(*Target*) The Better India

Pharmaceuticals (₹ 154 Cr) ▲

Clutch of Investors (*Investor Fund*)

Vyome Therapeutics Inc. (*Target*)

Pharmaceuticals (₹ 45 Cr) ▼

(*Investor Fund*) Clutch of Investors

(*Target*) Ashish Life Science Pvt. Ltd.

Real Estate (₹ 725 Cr) ▲

KKR & Co (*Investor Fund*)

Embassy Group (*Target*)

Real Estate (₹ 870 Cr - 22.4%) ▼

(*Investor Fund*) OMERS Infra Management

(*Target*) L&T IDPL

Real Estate (₹ 1300 Cr) ▲

Clutch of Investors (*Investor Fund*)

Adarsh Developers (*Target*)

Real Estate (₹ 40 Cr - 50%) ▼

(*Investor Fund*) Kotak Realty Fund

(*Target*) Shriram Properties Ltd.

SNAPSHOT OF PE/VC UPDATE

Real Estate (₹ 24 Cr) ▲

Carpediem Capital (*Investor Fund*)

Flipspace (Target)

Real Estate (₹ 1375 Cr) ▼

(*Investor Fund*) Oaktree Capital Management LP

(Target) Dewan Housing Finance Corporation Ltd.

Sports (₹ 1 Cr) ▲

Anthill Ventures (*Investor Fund*)

Rooter Sports Technologies Pvt. Ltd. (Target)

Sports (NA) ▼

(*Investor Fund*) Fireside Ventures

(Target) Azani Sports

Textile & Leather (₹ 2 Cr) ▲

Angel Investors (*Investor Fund*)

Bigphi Technologies Pvt. Ltd. (Target)

Transportation (₹ 112 Cr) ▼

(*Investor Fund*) Clutch of Investors

(Target) ANI Technologies Pvt. Ltd.

Transportation (₹ 650 Cr) ▲

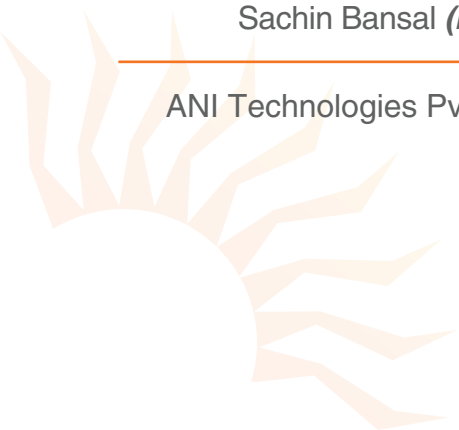
Sachin Bansal (*Investor Fund*)

ANI Technologies Pvt. Ltd. (Target)

Transportation (₹ 149.99 Cr) ▼

(*Investor Fund*) Sachin Bansal

(Target) ANI Technologies Pvt. Ltd.



SNAPSHOT OF PE/VC UPDATE

Transportation (₹ 9.2 Cr)

Trifecta Capital (*Investor Fund*)

Shuttl (*Target*)

Transportation (₹ 71 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Rapido

Travels & Tourism (₹ 21 Cr)

Angel Investors (*Investor Fund*)

PickYourTrail (*Target*)

Travels & Tourism (₹ 30 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) ITILITE Technologies Pvt. Ltd.

Others (NA)

Mumbai Angels Network & Angellist (*Investor Fund*)

Guarented (*Target*)

Others (₹ 8.5 Cr)

(*Investor Fund*) Unicorn India Ventures
& KARSEMVEN

(*Target*) OpenApp

Others (₹ 22.49 Cr)

Clutch of Investors (*Investor Fund*)

Dunzo (*Target*)

Others (₹ 46 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Dunzo Digital Pvt. Ltd.

SNAPSHOT OF PE/VC UPDATE

Others (₹ 33 Cr) ▲

JSW Ventures, Accel &
Sequoia Capital (*Investor Fund*)

HomeLane (*Target*)

Others (₹ 208 Cr) ▼

(*Investor Fund*) Clutch of Investors

(*Target*) Zolo

Others (₹ 10.5 Cr) ▲

Venture Catalysts (*Investor Fund*)

Grextor (*Target*)

Others (NA - 6%) ▼

(*Investor Fund*) Meenakshi Multiples

(*Target*) iKeVa Ltd.

Others (₹ 21.3 Cr) ▲

Clutch of Investors (*Investor Fund*)

InfoCredit Services Pvt. Ltd. (*Target*)

Others (NA) ▼

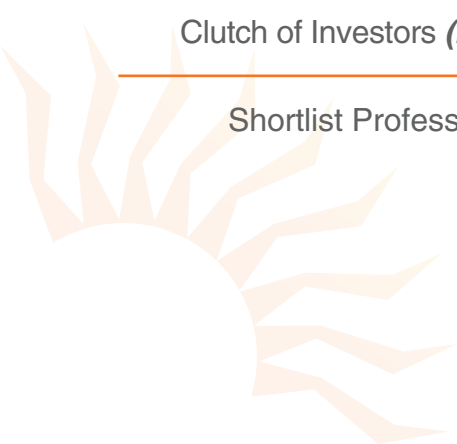
(*Investor Fund*) Fireside Ventures

(*Target*) Bog Orchid

Others (₹ 14.2 Cr) ▲

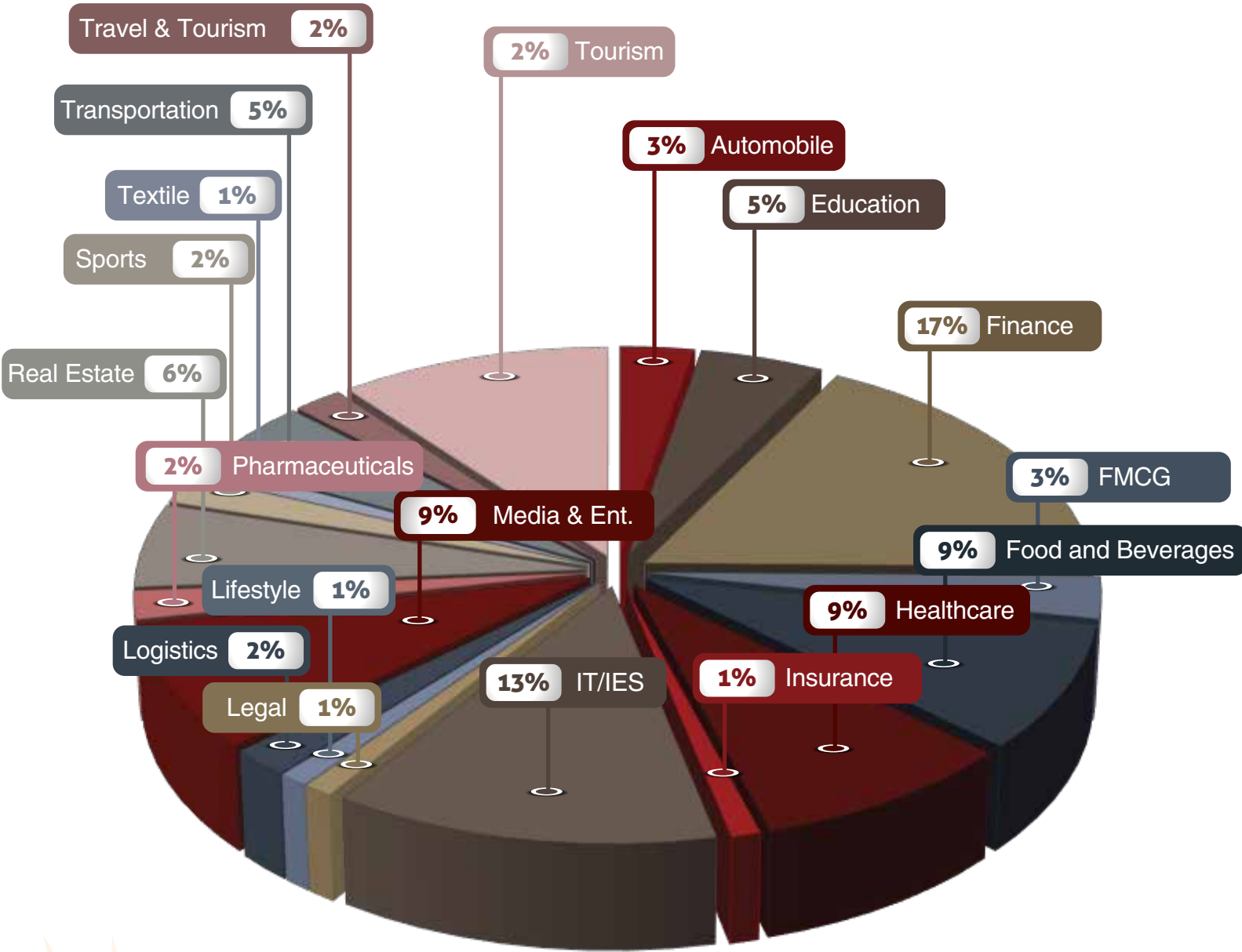
Clutch of Investors (*Investor Fund*)

Shortlist Professionals (*Target*)



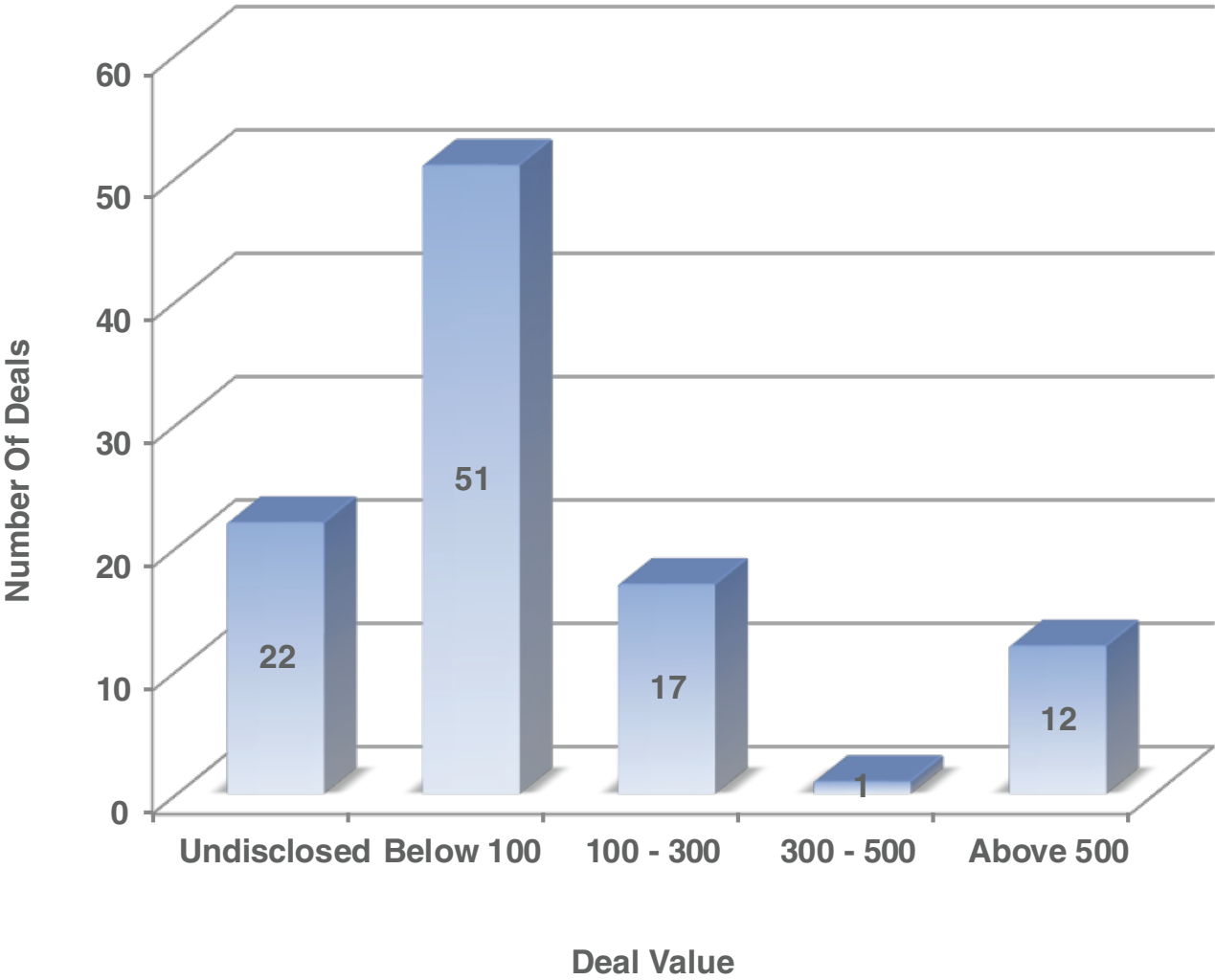
SUMMARY OF PE/VC UPDATE

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, 1st 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:

9th 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