



**INDIA DEALS
SNAPSHOT**

OCTOBER 2020

INDIA DEALS SNAPSHOT



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▼ Snapshot of Mergers
& Acquisitions Update

PG 5-6

▼ Summary of Mergers
& Acquisitions Update

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▼ Snapshot of
PE/VC Update

PG 14-15


▼ Summary of
PE/VC Update

PG 20

▼ RBSA Range
of Services



MERGERS & ACQUISITIONS UPDATE

A blurred background image of a business meeting. In the foreground, a hand is writing on a document with a blue pen. In the background, two hands are shaking in a firm grip. A laptop and a glass of water are also visible on the desk.

SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

Banking (₹ 441 Cr) ▲

Riva Capital Partners (*Acquirer*)

OakNorth Bank Ltd. (*Target*)

Entertainment (₹ 15 Cr - 17.50%) ▼

(*Acquirer*) ALT Balaji Media Entertainment LTD.

(*Target*) Tring

Finance (₹ 1600 Cr) ▲

Soft Bank (*Acquirer*)

PolicyBazar (*Target*)

IT/ITES (₹ 19 Cr - 51%) ▼

(*Acquirer*) Osia Hyper Retail Ltd.

(*Target*) Infibeam Avenues Ltd.

IT/ITES (NA) ▲

JetSynthesys Pvt. Ltd. (*Acquirer*)

Nautilus Mobile (*Target*)

IT/ITES (NA) ▼

(*Acquirer*) NoPaperForms Solutions Pvt Ltd.

(*Target*) Intelliadmissions

IT/ITES (₹ 7.5 Cr - 100%) ▲

Tech Mahindra Ltd. (*Acquirer*)

Momenton Pty Ltd. (*Target*)

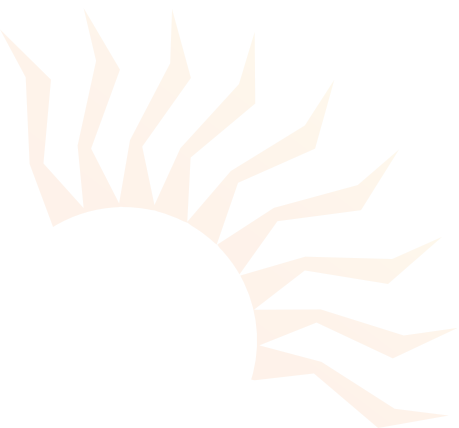
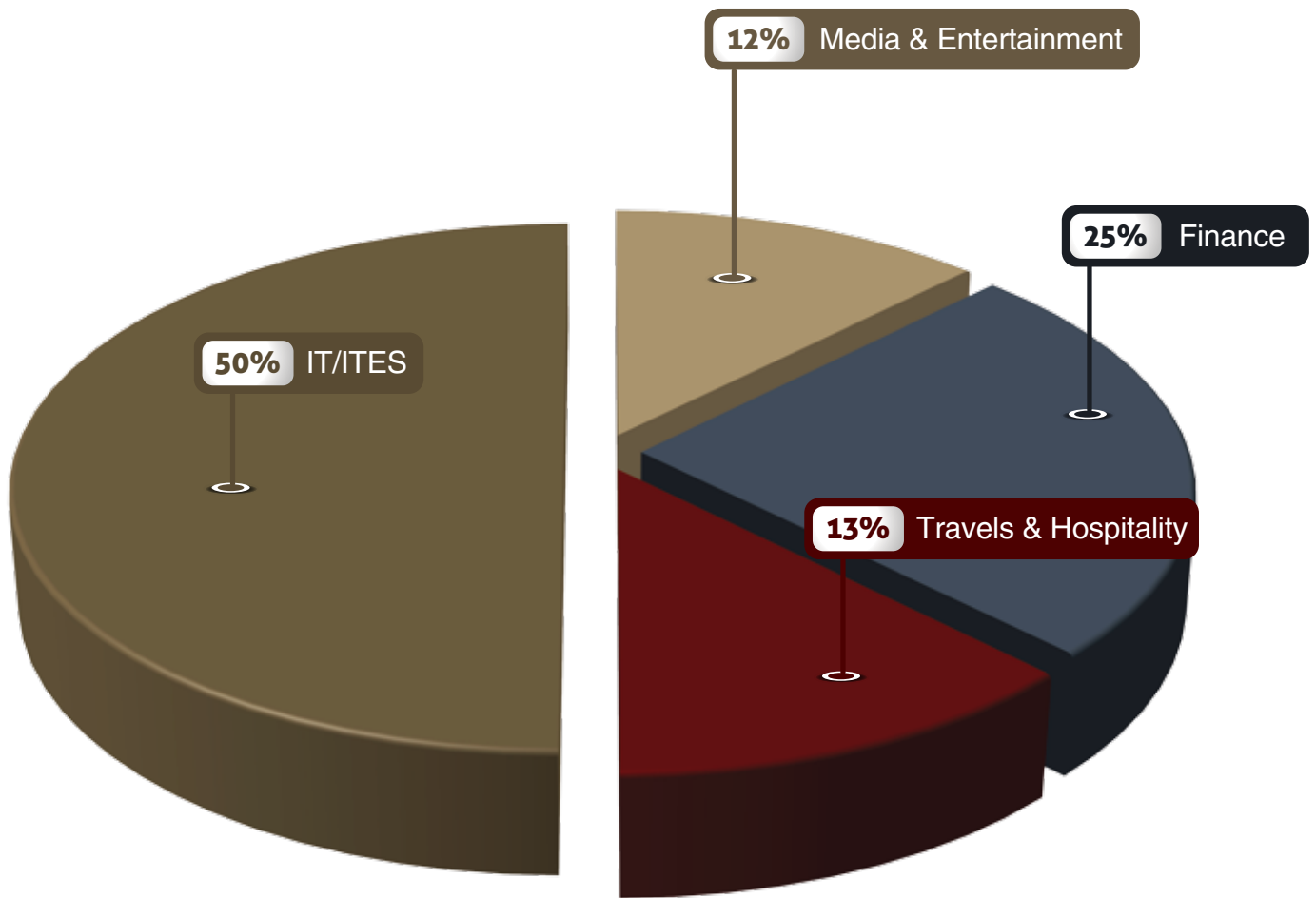
Travel & Hospitality (₹ 3.05 Cr - 6.67%) ▼

(*Acquirer*) Mahindra Group

(*Target*) Great Rocksport Pvt. Ltd.

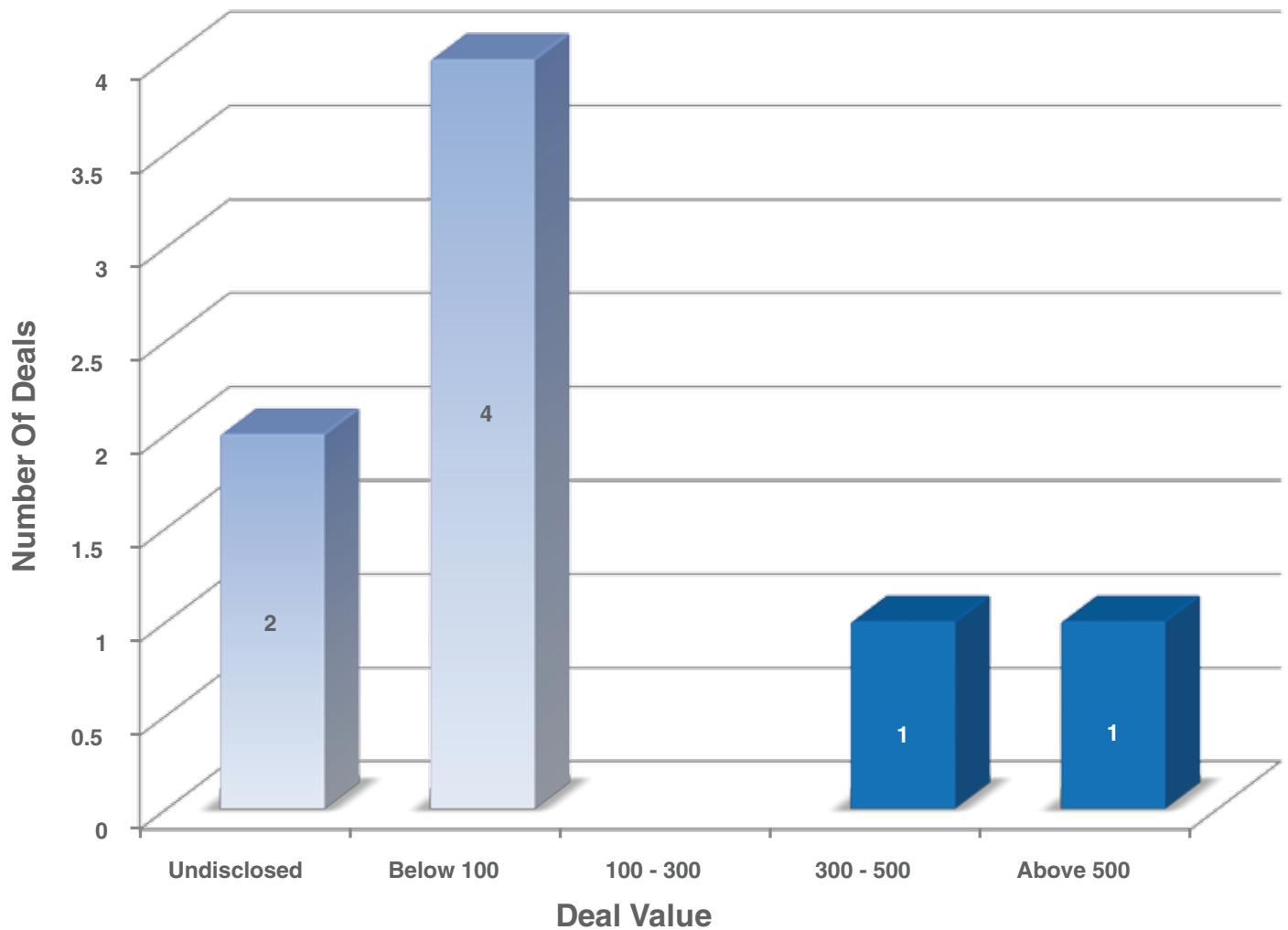
SNAPSHOT OF Mergers & Acquisitions Update

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

Agriculture (₹ 7.6 Cr) ▲

Clutch of Investors (*Investor Fund*)

Krishitantra (*Target*)

▼ Agriculture (₹ 12.4 Cr)

(*Investor Fund*) Nabventures Fund

(*Target*) Akshaamala Solutions Pvt. Ltd.

Chemicals (₹ 14.6 Cr) ▲

Clutch of investors (*Investor Fund*)

NirogStreet (*Target*)

▼ E-Commerce (NA)

(*Investor Fund*) Clutch of investors

(*Target*) Qans Consumer Products Pvt. Ltd.

E-Commerce (₹ 165 Cr) ▲

Clutch of investors (*Investor Fund*)

Shopfront Ltd. (*Target*)

▼ E-Commerce (₹ 25.6 Lakh)

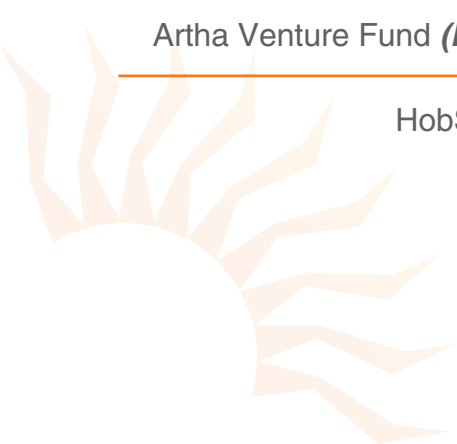
(*Investor Fund*) Clutch of investors

(*Target*) SpotKwik Inc

Education (₹ 1.5 Cr) ▲

Artha Venture Fund (*Investor Fund*)

HobSpace (*Target*)



SNAPSHOT OF PE/VC UPDATE

Education (₹ 14.67 Cr)

Clutch of Investors (*Investor Fund*)

Genius Learning Labs Pvt. Ltd. (*Target*)

Education (₹ 14.7 Cr)

(*Investor Fund*) Clutch of investors

(*Target*) WinUall

Finance (₹ 6600 Cr)

Edelweiss (*Investor Fund*)

NA (*Target*)

Finance (₹ 26.4 Cr)

(*Investor Fund*) Warburg Pincus

(*Target*) Canadian pension fund

Finance (NA)

Hedge (*Investor Fund*)

Abakkus Asset Manager LLP (*Target*)

Finance (₹ 2930 Cr)

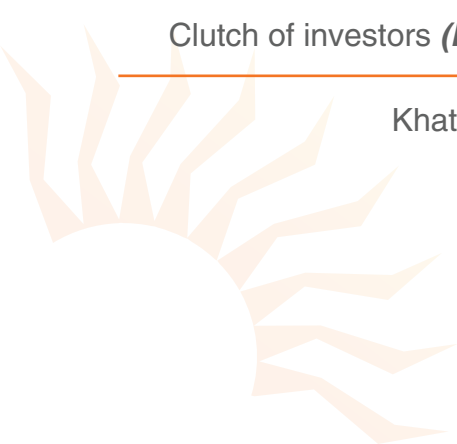
(*Investor Fund*) Elevation Capital

(*Target*) SAIF Partners India VII Ltd.

Finance (₹ 45 Cr)

Clutch of investors (*Investor Fund*)

Khatabook (*Target*)



SNAPSHOT OF PE/VC UPDATE

Finance (₹ 44 Cr) ▲

MJ Shah Group (*Investor Fund*)

Creditwise Capiatl Pvt Ltd. (*Target*)

▼ Finance (₹ 135 Cr)

(*Investor Fund*) Lightspeed and Accel

(*Target*) Uni

Finance (₹ 33 Cr) ▲

Clutch of investors (*Investor Fund*)

CredAble (*Target*)

▼ Fitness (₹ 8 Cr)

(*Investor Fund*) Clutch of investors

(*Target*) Treadfit Technologies Pvt. Ltd.

Food & Braverages (₹ 6.5 Cr) ▲

Clutch of investors (*Investor Fund*)

Teamonk Global Foods Pvt. Ltd. (*Target*)

▼ Food & Braverages (₹ 45 Cr)

(*Investor Fund*) Anicut Capital

(*Target*) Wow! Momo

Food & Braverages (₹ 893 Cr) ▲

Clutch of investors (*Investor Fund*)

Freshtohome Foods Pvt. Ltd. (*Target*)

▼ Food & Braverages (₹ 1.5 Cr)

(*Investor Fund*) 9Unicorns

(*Target*) Janani

SNAPSHOT OF PE/VC UPDATE

Healthcare (₹ 5 Cr) ▲

PirE Ventures (*Investor Fund*)

Acculi Labs Pvt Ltd. (*Target*)

Healthcare (₹ 5 Cr) ▼

(*Investor Fund*) Clutch of investors

(*Target*) Biddano Pvt Ltd.

Hendicrafts (₹ 3.5 Cr) ▲

Clutch of investors (*Investor Fund*)

Rare Planet Handicrafts Pvt Ltd. (*Target*)

IT/ITES (₹ 1104 Cr) ▼

(*Investor Fund*) Advent International

(*Target*) Tekion Corp

IT/ITES (₹ 4.4 Cr) ▲

Clutch of investors (*Investor Fund*)

Adcount Technologies Pvt Ltd. (*Target*)

IT/ITES (₹ 22.7 Cr) ▼

(*Investor Fund*) Clutch of investors

(*Target*) Fleetx Technologies Pvt. Ltd.

IT/ITES (₹ 3.7 Cr) ▲

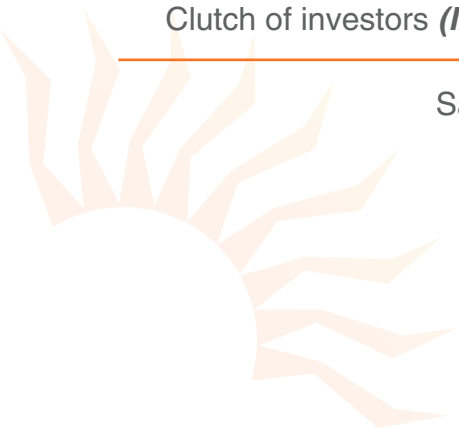
Clutch of investors (*Investor Fund*)

Satyukt (*Target*)

IT/ITES (₹ 727.4 Cr) ▼

(*Investor Fund*) Clutch of investors

(*Target*) Razorpay Software Pvt. Ltd.



SNAPSHOT OF PE/VC UPDATE

IT/ITES (₹ 44 Cr) ▲

Clutch of Investors (*Investor Fund*)

Ruptub Solutions Pvt Ltd. (*Target*)

IT/ITES (₹ 2.5 Cr) ▼

(*Investor Fund*) Clutch of investors

(*Target*) Genrobotic Innovations Pvt Ltd.

IT/ITES (₹ 403.39 Cr) ▲

Clutch of investors (*Investor Fund*)

Chargebee Inc (*Target*)

IT/ITES (₹ 36.8 Cr) ▼

(*Investor Fund*) Clutch of investors

(*Target*) GetVantage Tech Pvt. Ltd.

IT/ITES (₹ 33 Cr) ▲

Lightspeed Partners (*Investor Fund*)

Hubilo Technologies Inc (*Target*)

IT/ITES (₹ 81 Cr) ▼

(*Investor Fund*) Heron Rock

(*Target*) Jumbotail Technologies Pvt. Ltd.

IT/ITES (₹ 24.8 Cr) ▲

Analog Legalhub Tech (*Investor Fund*)

SpotKwik Inc (*Target*)

IT/ITES (₹ 52 Cr) ▼

(*Investor Fund*) Clutch of investors

(*Target*) PyxisPM Inc

SNAPSHOT OF PE/VC UPDATE

Media & Ent. (₹ 110 Cr) ▲

Sequoia Capital (*Investor Fund*)

InVideo (*Target*)

Media & Ent (₹ 51 Cr) ▼

Sequoia Capital India (*Investor Fund*)

Avataar.me (*Target*)

Real Estate (₹ 1.25 Cr) ▲

Brookfield Asset Management (*Investor Fund*)

RMZ Corp (*Target*)

Real Estate (₹ 125 Cr) ▼

(*Investor Fund*) ASK Property Investment Advisors

(*Target*) Noida developer

Real Estate (NA) ▲

Brookfield Asset Management (*Investor Fund*)

NA (*Target*)

Securities (₹ 74 Cr) ▼

(*Investor Fund*) Clutch of investors

(*Target*) Betterplace Safety Solutions Pvt. Ltd.

Others (₹ 14.6 Cr) ▲

Clutch of investors (*Investor Fund*)

SUGAR Cosmetics (*Target*)

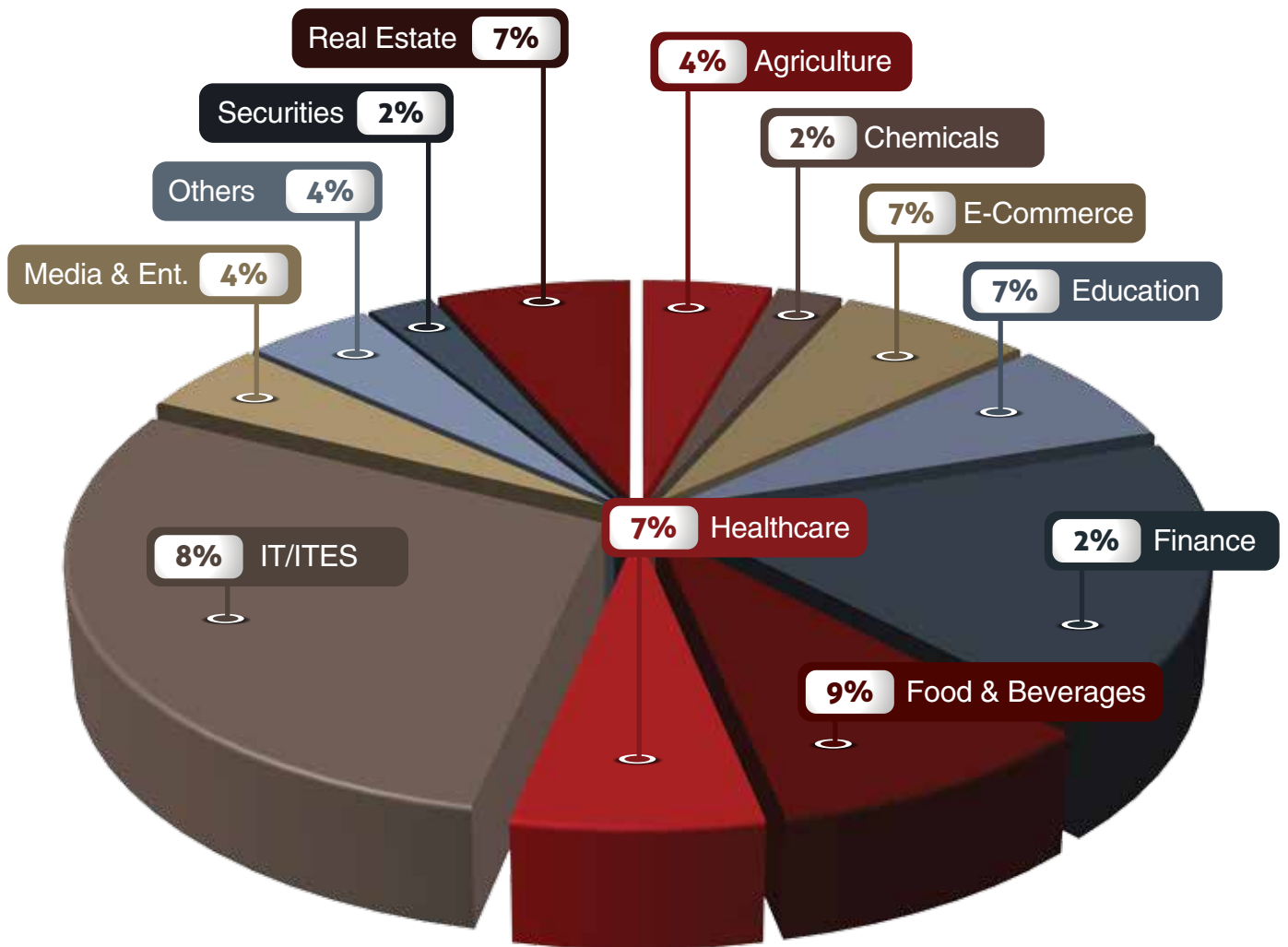
Others (₹ 3.5 Cr) ▼

(*Investor Fund*) Clutch of investors

(*Target*) Rare Planet Handicrafts Pvt Ltd.

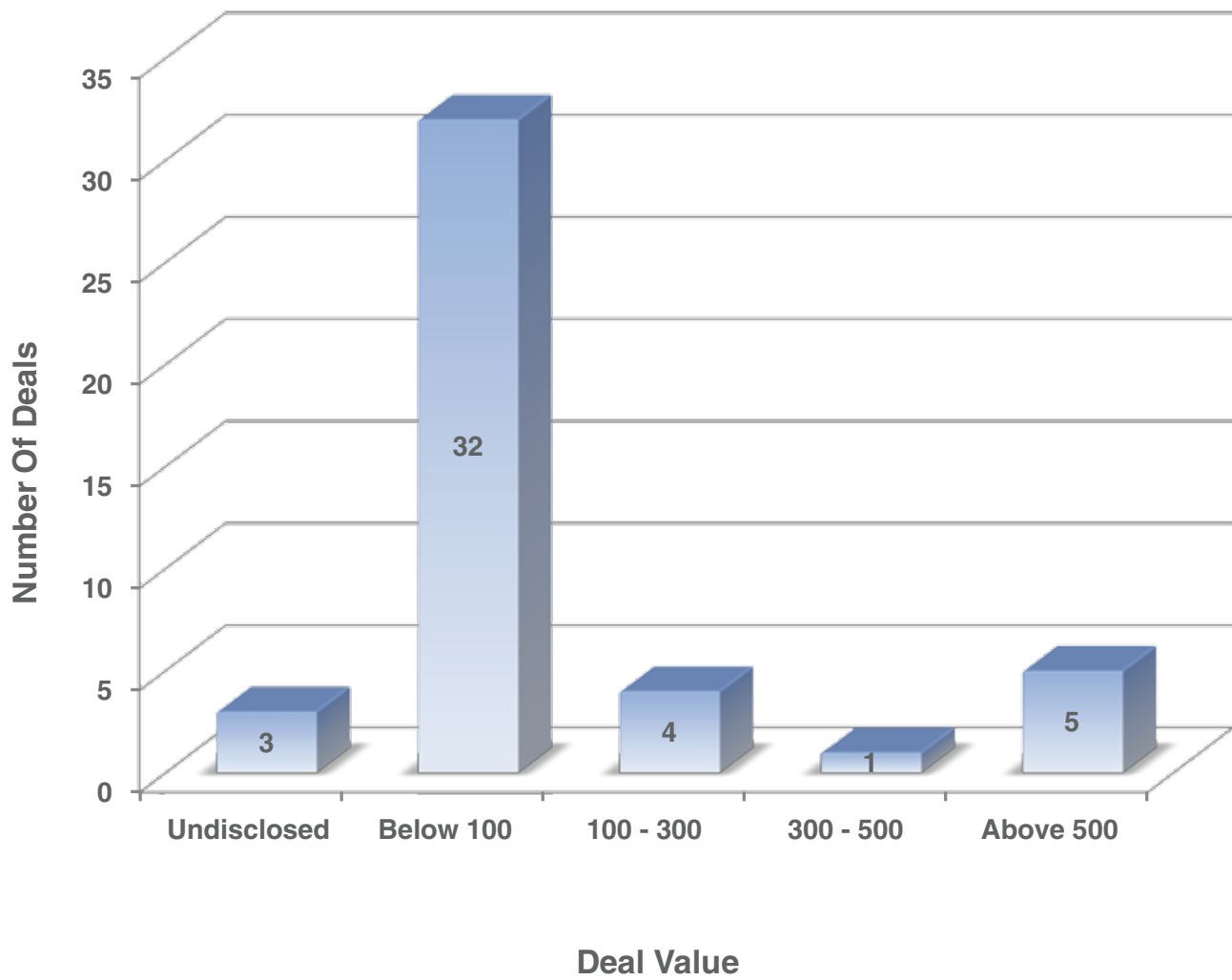
SNAPSHOT OF PE/VC UPDATE

PE/VC Deals by Sectors



SNAPSHOT OF PE/VC UPDATE

PE/VC Deals by Size (₹ In Crore)



RBSA

RANGE OF SERVICES

Valuation

- Business & Equity Valuation
- Valuation of Brands, Goodwill, Other Intangible Assets & Intellectual Property
- Valuation of Financial Securities, Instruments & Derivatives
- Valuation of Industrial Assets and Plant & Machinery
- Valuation of Real Estate
- Valuation of Infrastructure Assets & Specialized Assets
- Purchase Price Allocations (PPA) for Mergers & Acquisition (M&A)
- Impairment Studies for Tangible Assets
- Impairment Studies for Cash Generating Units, 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
- Valuation under Insolvency & Bankruptcy Code (IBC)
- Determination of Swap Ratio under Mergers and Demergers
- Valuation of Inventory / Stocks and Debtors / Receivables
- Litigation and Dispute Valuation Services

Risk Consulting

Strategic Risk Advisory Services

- Techno Economic Feasibility Studies & Viability assessment
- Business Plan Review

Technical Support Services

- Lender's & Investor's /Independent Engineer Services
- Technical Due Diligence, Technical Opinions
- Chartered Engineers Opinion & Certification
- Project Cost Investigation and Monitoring

Agency for Specialized Monitoring (ASM)

- Term Loan, Working Capital and Cash Flow Monitoring

Financial & Treasury Risk Advisory

- Assessment of risks – ALM, Credit, Market, Interest Rate & Liquidity Risk
- Asset Quality Review & Stress Testing
- Assessment of Expected Credit Loss

Business Risk Advisory

- Internal audits, Process and Internal Financial controls review
- SOP, policies and Authority level matrix development
- Supply chain improvement and Working capital optimization
- Enterprise Risk Management
- Regulatory compliance review

Dispute & Litigation Support

- Valuation Services
- Damages & Loss of Profit Analysis
- Independent Expert testimony
- Anti-trust & Competition Advisory
- Post-Acquisition Disputes, Joint Venture & Shareholder Disputes
- Civil & Construction Disputes, Real Estate Disputes
- Intellectual Property Rights Dispute

Investment Banking

(Category 1 Merchant Bank)

- M&A Advisory:
 - Sell Side & Buy Side
 - Domestic & Cross Border
- Partner Search, Joint Ventures & Strategic Alliances
- Government Disinvestment & Privatization
- Fund Raising – Equity, Mezzanine, Structured Finance & Debt (Corporate & Project Finance)
- Distressed Investment Banking – One-Time Settlement, Priority and Interim Funding, Rescue Financing, and Buyouts
- Capital Market Advisory

Transaction Services

- Buy side due diligence and closing due diligence
- Vendor due diligence and vendor assistance
- Setting up and managing dataroom
- Advice on sale and purchase agreements (SPA) and business transfer agreements (BTA)
- Assistance in deal negotiation

Transaction Tax

Deal Tax Advisory (Strategic, IBC, PE/VC)

- Tax Due-Diligence
- Tax Structuring
- Deal Negotiation Review
- Transaction Documentation Review
- Post-Deal Integration

Corporate Restructuring

- Group Restructuring
- Financial/Capital Restructuring

Succession Planning

Holistic Implementation Support

- Merger/Amalgamation
- Demerger/Spin-off
- Capital Reduction
- Share Buyback
- Business Transfers
- Liquidation/Wind-up

Restructuring

- Insolvency Professional Services
- Assistance in the preparation of Resolution Plan
- Independent Bid Evaluation of Restructuring Proposals
- Process Advisor
- Advisor to Committee of Creditors / Creditor Advisory
- CRO services – Chief Restructuring Officer
- Priority and Interim Funding
- Turnaround Advisory and Business Transformation
- Interim Management Services

RBSA OFFICES

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Solitaire Corporate Park,
Chakala, Andheri Kurla Road,
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