India Deals Snapshot
July - 2012

Mergers & Acquisitions Update for July 2012

Acquirer	Target	Sector	Stake	Size
Birla Shloka Edutech Ltd	Ojus Healthcare	Healthcare	NA	NA
Dempo Shipbuilding	Modest Infrastructure	Infrastructure	74%	NA
InMobi	Metaflow Solutions	IT/ITES	NA	NA
Dhunseri Petrochem	Kawalazi Estates Company & Makandi Tea and Coffee Estates	Agriculture	NA	$ 22 Mn
Crompton Greaves	ZIV Group	Manufacturing & Engineering	NA	₹ 1050 Cr
Kavveri Telecom	WPCS International	Telecom	NA	NA
Ma Foi Strategic Consultants	Axis-V	Others	51%	NA
Altruist Technologies	Teligent Telecom	Telecom	NA	NA
Platinum Rye Entertainment	Globosport	Media & Entertainment	50%	NA
Wipro Consumer Care and Lighting	Yardley	FMCG	NA	NA
UltraTech Cement	Gotan Limestone	Cement	100%	NA
Accentium Web Private Limited	SitaGita	IT/ITES	NA	NA
Diamond Power	Maktel Control and Systems	Power	NA	NA
ManpowerGroup	Web Development Company	IT/ITES	26%	NA
United Phosphorus Limited	SD Agchem	Agriculture	100%	NA
ITV Media	NewsX	Media & Entertainment	NA	NA
Solving Efeso	Q-Spread	Others	NA	NA
InMobi	MMTG Labs	IT/ITES	NA	NA
Parker Hannifin Corporation	John Fowler	Manufacturing & Engineering	NA	NA
Adcock Ingram Healthcare Private Limited	Cosme Farma	Healthcare	NA	₹ 70.8 Cr
Genpact	Triumph Engineering Corp	IT/ITES	NA	NA
Larsen & Tubro Limited	Henikwon Corporation Sdn Bhd	Manufacturing & Engineering	NA	NA
Sudar Garments Limited	Benzo Petro International Limited	Others	NA	₹ 26 Cr
Lloyd's Register	Reltech Consulting	Others	NA	NA
Grasim Industries	Terrace Bay Pulp	Others	40%	$ 300 Mn
Bang Overseas	A. S. Raiment Private Limited	Textile	99.99%	₹ 0.45 Cr
The Indian Public School	South Hills Academy	Education	NA	$ 10 Mn
London Stock Exchange	Delhi Stock Exchange	Others	5%	NA
ENI International B.V	Essar Energy	Energy	50%	NA
Serum Institute of India	Netherlands Vaccine Institute	Healthcare	NA	₹ 224 Cr
HCL Infosystems	Attano Media & Education	Education	NA	NA
Yatra Online Pvt. Ltd	TravelGuru	Others	NA	NA

Mergers & Acquisitions Update

Yash Birla Group company Birla Shloka acquires Ojus Healthcare

Deal Participant – Acquirer	BSEL is a leading player in the field of educational services and provides ICT and multimedia solutions to government and private schools. It is also involved in the sales and services of various educational products
Deal Participant – Target	Set up in 2001, Ojus Healthcare provides innovative IT solutions for e-governance and healthcare space. Ojus provides primary care to people from all walks of life, and currently owns and operates a chain of clinics in Karnataka and Kerala with focus on corporate, residential and school healthcare. It also provides Cytotron therapy, a state-of-the-art tissue engineering technology, for degenerative arthritis and advanced stages of cancer
Deal Value	NA
Synergy Benefits	The acquisition will be a strategic fit for BSEL and will further complement the bouquet of their educational services.

Dempo Shipbuilding Acquires Majority Stake in Modest Infrastructure

Deal Participant – Acquirer	Dempo Shipbuilding is in the business of repairs and construction of inland and seagoing vessels for domestic and international markets. It wholly held by V S. Dempo Holdings Private Limited which is an investment company of the Dempo group.
Deal Participant – Target	Founded by Kishore Gambani, Modest Infrastructure undertakes projects of building small to medium sized product tankers, bulk carriers and offshore survey vessels in addition to ship-repairing activities. The company was initially involved in management of vessels, repairing, dry docking of ships and other ship-related services.
Deal Value	NA
Synergy Benefits	The acquisition will give Dempo presence in Gujarat.

InMobi Acquires Metaflow Solutions

Deal Participant – Acquirer	InMobi is the largest independent mobile advertising network. With offices on five continents InMobi provides advertisers, publishers and developers with a uniquely global solution for advertising. The network is growing and now delivers the unprecedented ability to reach 578 million consumers, in over 165 countries, through billions of ad impressions every single day.
Deal Participant – Target	Metaflow provides the industry's standard distribution solution for stocking mobile content into more than 240 mobile sales channels and portals, encapsulating all of the submissions requirements, devices and ingestion mechanisms for all major revenue generating channels in every corner of the world.
Deal Value	NA
Synergy Benefits	This acquisition will help InMobi to expand the distribution and monetisation of content for their developers and publisher partners.

Mergers & Acquisitions Update

Dhunseri Petrochem Completes First Overseas Acquisition

Deal Participant – Acquirer	Dhunseri owns 10 tea estates and have three leaf factories. The company produces around 12 Mn kg of tea annually and sells under the brand name Lal Ghora and Kala Ghora.
Deal Participant – Target	Kawalazi Estates Company, situated in northern Malawi produces tea and macadamia nuts and comprises the Kavuzi tea estate and Mzenga and Tihomane macadamia estates. Makandi Tea and Coffee Estates, based in the Thyolo region of Malawi comprise the Chisunga and Mindale estates and produces tea, coffee and macadamia nuts.
Deal Value	$ 22 Mn
Synergy Benefits	This acquisition will give Dhunseri Petrochem access to the international market.

Crompton Greaves Acquires ZIV Group

Deal Participant – Acquirer	Established in 1937, Crompton Greaves, designs, manufactures and markets electrical equipment, and products and services related to power generation, transmission and distribution. The company operates in 3 business lines - power systems, industrial systems and consumer products.
Deal Participant – Target	Spain headquartered ZIV group is engaged in the design, engineering, manufacturing and support of Intelligent Electrical Devices (IEDs) and automation systems for Utilities and industries. It has operations in more than 50 countries with key operations in Brazil, India, Spain and USA.
Deal Value	₹ 1050 Cr
Synergy Benefits	The acquisition expands power system automation and protection portfolio of Crompton Greaves and it will also create strong platform in the Smart Grid arena.

Kavveri Telecom's US Subsidiary Acquires WPCS International's Wireless Division

Deal Participant – Acquirer	Promoted in 1996 by Shivakumar Reddy, Kavveri Telecom manufactures antennae, RF components, and repeaters for the telecom and defence industry. Kavveri Telecom is a leading telecom products manufacturer, providing world-class, hardware products and solutions for the telecom industry.
Deal Participant – Target	WPCS International operates globally, providing a range of infrastructure services in wireless communication, specialty construction and electrical power. It provides a full service design, project management, installation and maintenance of infrastructure for corporate and private enterprise, telecom, energy and utility providers, healthcare organizations, educational institutions and public services organizations worldwide.
Deal Value	NA
Synergy Benefits	The acquisition will enhance and expand the market base and sales channels for Kavveri group of companies in USA. It will broaden and strengthen Kavveri's wireless system solution capabilities for Inbuilding, LMR, Wifi, Wireless Broadband, Telemetry/Scada and Video application for public safety and cellular application in the US markets.

Mergers & Acquisitions Update

Ma Foi Acquires E-learning Firm Axis-V

Deal Participant – Acquirer	Ma Foi Strategic Consultants provides services in the area of Strategic Consulting, Market Research and Management Education to its corporate clients. The company was incorporated recently after the promoters sold their stake in Ma Foi Management Consulting, a manpower consulting and human capital provider to Netherland based Randstand a few years ago.
Deal Participant – Target	Incorporated in 2002, Axis-V provides learning solutions ranging from custom content development, learning management system, language training, life skills training to complete end-to-end learning solutions. The company has developed a huge content on various domains including technology, processes, management, HR, culture, human efficiency, soft skills, school education and higher education.
Deal Value	NA
Synergy Benefits	The acquisition will expand the education business of Ma Foi Strategic Consultants by adding e-learning stream. Axis-V will provide tech solutions to help Ma Foi's education services.

Mobile VAS co Altruist acquires Sweden's Teligent in its biggest M&A deal

Deal Participant – Acquirer	Headquartered in India, Altruist group companies are active in mobile social networking, mobile advertising, rich media content and value-added services for telecoms operator and brands. Apart from providing value added services to telecom providers, Altruist also provides M-Governance, Handset based applications and a Video sharing platform.
Deal Participant – Target	As a leading supplier of infrastructure solutions and value-added services to telecommunication operators, Teligent Telecom support its customers worldwide with network services, call completion solutions, enterprise services, mass calling systems and real-time charging enablers.
Deal Value	NA
Synergy Benefits	This deal would give Altruist access to the global market like Europe and the US & will also double its revenue.

Platinum Rye Invests In Mahesh Bhupati's Globosport

Deal Participant – Acquirer	Platinum Rye Entertainment is an entertainment marketing consultancy firm, specializing in branded entertainment, the procurement of celebrity talent and the licensing of music and other copyrighted properties for use in advertising, public relations efforts, special events and promotional campaigns.
Deal Participant – Target	Founded in 2002, Globosport was started as a celebrity management firm and it shift focus to the brand route two and half years ago. It also operates in the entertainment space with its presence in digital content, TV production and films.
Deal Value	NA
Synergy Benefits	The deal will give Globosport immediate access to international actors, music artists, music licensing of international tracks and product placement in international films among others

Mergers & Acquisitions Update

Wipro Consumer Care acquires Yardley business in UK and parts of Europe

Deal Participant – Acquirer	Wipro Consumer Care and Lighting, (WCCLG) a Business Unit of Wipro Limited, has a profitable presence in the branded retail market of toilet soaps, hair care soaps, baby care products and lighting products. It is also a leader in institutional lighting in specified segments like software, pharma and retail.
Deal Participant – Target	Yardley was established in 1770 and has products in fragrance, bath and shower and skin care. It is a premium priced brand and is one of the few personal care brands which hold Royal Warrants. The brand has a very strong equity globally in markets including Asia, Middle East, Australia & Africa.
Deal Value	NA
Synergy Benefits	The deal adds a very strong brand to WCCLG's portfolio & also it fits into the strategy of increasing sales & brand presence in the Middle East.

UltraTech Cement Acquires 100% stake Gotan Limestone

Deal Participant – Acquirer	UltraTech Cement is a part of the $24.5 Bn diversified Indian conglomerate - Aditya Birla Group. The company along with its subsidiaries have an annual capacity of 52 Mn tons of cement manufacturing. The company manufactures and markets Ordinary Portland Cement, Portland Slag Cement and Portland Pozzalana Cement, Ready Mix Concrete (RMC), White Cement, Building Products and offers Building Solutions.
Deal Participant – Target	Gotan Lime Stione Co is a supplier and manufacturer of lime stone, lime, hydrated lime.
Deal Value	NA
Synergy Benefits	This acquisition will make Gotan Limestone, the wholly owned subsidiary of UltraTech cement.

Accentium Acquires Women Community Portal – SitaGita

Deal Participant – Acquirer	Founded by Vivek Pahwa, Accentium owns and runs several websites. The company also offers search engine marketing, search engine optimization and social media optimization services.
Deal Participant – Target	Sitagita.com is leading women's community destination, offering relevant content, active user generated blogs and forums, and allowing for Indian women all over the world to connect and share topics of interest. The site currently gets 800,000 unique visitors per month.
Deal Value	NA
Synergy Benefits	It is a strategic investment.

Mergers & Acquisitions Update

Diamond Power Acquires Stake in Maktel Control & Systems

Deal Participant – Acquirer	Diamond Power is a power equipment manufacturer and EPC contractor. It manufactures various types of power equipment such as cables, conductors, and transformers among others.
Deal Participant – Target	Gujarat based Maktel Control and Systems is a leading OEM for power and control panels upto 400KV. The company has two manufacturing facility and it is building power and control manufacturing facility near Vadodara. The company manufactures electrical equipment, such as control and relay panel transformers, low-tension distribution boxes, and medium-voltage switchgear, used in transmission and distribution of power.
Deal Value	NA
Synergy Benefits	The acquisition is a part of the expansion strategy of the company. This acquisition makes Diamond Power the largest shareholder in the company.

ManpowerGroup Acquires Web Development Company

Deal Participant – Acquirer	ManpowerGroup is a workforce solutions and services provider company. The ManpowerGroup suite of solutions is offered through ManpowerGroup Solutions, Experis, Manpower, and Right Management. These solutions cover an entire range of talent-driven needs from recruitment and assessment, training and development, and career management, to outsourcing and workforce consulting.
Deal Participant – Target	Founded in 1998 by Rahul Sharma and Harsh Hada, Web Development Company (WDC) is engaged into T staffing business and also offers application support services to many large clients in India and Asia Pacific. It has more than 1,400 employees and also has an office in Singapore.
Deal Value	NA
Synergy Benefits	The acquisition of WDC has enhanced and strengthened the position of Experis in response to the demands and needs of clients.

United Phosphorus Acquires SD Agchem

Deal Participant – Acquirer	United Phosphorus Limited (UPL) is engaged in research, manufacturing, selling and distribution of chemicals across the globe.UPL conducts its business in three segments - agro chemicals, speciality chemicals and industrial chemicals.
Deal Participant – Target	Belgium based Agchem - a subsidiary of Punjab Chemicals, is engaged in the production, marketing and selling of crop protection products in the European agrochemical market. Its product range includes herbicides, insecticides and fungicides, registered in several European countries like the Netherlands, Belgium, the UK, France, Germany, Ireland, Denmark, Italy, Slovakia, the Czech Republic, Belarus and Switzerland.
Deal Value	NA
Synergy Benefits	The acquisition will give UPL new and enhanced market access in European countries.

Mergers & Acquisitions Update

ITV Media Acquires NewsX from Indi-Media Network

Deal Participant – Acquirer	ITV is part of the New Delhi-based Piccadilly Group of Companies that has multiple interests in print as well as electronic media. Piccadilly Group also owns and runs a print division GMI (Good Morning Media India) that publishes daily Hindi Newspaper, Aaj Samaj as well as a weekly Hindi magazine, India News.
Deal Participant – Target	NewsX was established in March 2008 by former STAR India CEO Peter Mukerjea and his wife Indrani as part of INX Media which also runs music and entertainment channels. It is a 24 hour rolling news television channel and India's first HDTV enabled channel.
Deal Value	NA
Synergy Benefits	This acquisition is a part of their expansion strategy.

Solving Efeso Acquires Consulting Firm Q-Spread

Deal Participant – Acquirer	Solving Efeso brings strategic, operations and change management capabilities in one integrated team. Solving Efeso offers proven methods and proprietary techniques to create performance in design and execution of strategy and operations for its clients.
Deal Participant – Target	Incorporated in 1995, Q-Spread brings improvement in methodologies such as Lean Manufacturing, Lean Sigma and "Training Within Industry" to Indian organizations. It specializes in the design and implementation of lean and agile Production Systems, robust Quality Systems and powerful People Systems in manufacturing and service organizations.
Deal Value	NA
Synergy Benefits	The acquisition is a part of its strategy to expand its consultancy market and strengthen its presence in India.

InMobi Acquires MMTG Labs

Deal Participant – Acquirer	Founded in 2007, InMobi (formerly known as mKhoj), provides mobile web advertising solutions. InMobi is the largest independent mobile advertising network. With offices on five continents InMobi provides advertisers, publishers and developers with a uniquely global solution for advertising.
Deal Participant – Target	Founded in 2010, MMTG operates AppBistro, an application marketplace for Facebook pages, and AppGalleries, which allows anyone to create a web and mobile compatible app gallery, according to medianama.
Deal Value	NA
Synergy Benefits	It is a strategic investment.

Mergers & Acquisitions Update

Parker Hannifin Acquires Filtration Biz of John Fowler

Deal Participant – Acquirer	Parker Hannifin Corporation manufactures fluid power systems, electromechanical controls, and related components worldwide. It markets its products through direct-sales employees, independent distributors, wholesalers, and sales representatives. The company was founded in 1918 and is headquartered in Cleveland, Ohio. It has a subsidiary in India by the name of Parker Hannifin Pvt Ltd.
Deal Participant – Target	Incorporated in 1953, John Fowler is in the business of manufacturing of filter for industrial applications. The company has a wide product for Internal Combustion Engines and Industrial applications and caters requirements of several reputed OEMs. It has manufacturing facilities at two locations, one at Bommasandra Bangalore for manufacture of filters for IC engines and industrial applications and the other at Dehradun for filters for automotive application.
Deal Value	NA
Synergy Benefits	The acquisition will help Parker to expand its base business and end market exposure in India. This acquisition will also add local manufacturing, product breadth, an experienced team, strong distribution and OEM customer relationships to Parker Hannifin.

Adcock Ingram Acquires Assets of Cosme Farma

Deal Participant – Acquirer	South African Adcock Ingram operates in two segments- Pharmaceutical Business and Hospital Products Business. Under Pharmaceutical Adcock provides an extensive range of branded and generic prescription and OTC products in a broad range of therapeutic classes.
Deal Participant – Target	Incorporated in 1910 by Cosme Matias Menezes as a drug store, Cosme Farma is in the medical devices, consumer plaster, logistics, distribution, retail and infrastructure business and operates through a number of wholly owned or joint venture companies, with reputed multinational partners such as Beiersdorf AG and BSN Medical.
Deal Value	₹ 70.8 Cr
Synergy Benefits	The acquisition of Cosme Farma would provide Adcock Ingram to enter highly fragmented and competitive market with its own brand of products and capabilities.

Genpact Acquires American Engineering Firm Triumph

Deal Participant – Acquirer	Genpact, a global leader in business process management services, uses process to help its clients power intelligence across their enterprise to run smarter operations, make smarter decisions and use smarter technology. Genpact's Smart Enterprise Processes (SEPSM) framework, its unique science of process combined with deep domain expertise in multiple industry verticals, leads to superior business outcomes.
Deal Participant – Target	Incorporated in 1995, Triumph Engineering Corp. provides expert engineering and information technology talent to the industrial markets. The company is an expertise in aerospace and also expanded into Energy, Industrial and Supply Chain resource solutions.
Deal Value	NA
Synergy Benefits	The acquisition will enhance Genpact's service portfolio for the infrastructure and manufacturing sector by adding capabilities in the segment of engineering and technical services. This acquisition will add Triumph's onsite expertise and depth in engineering with its global scale, end-to-end process management, analytics, and technology capabilities to Genpact's IMS vertical.

Mergers & Acquisitions Update

L&T Acquires Malaysian Busduct System Manufacturer Henikwon Corp

Deal Participant – Acquirer	Tamco Switchgear is the wholly owned subsidiary of L&T and it is a part of Electrical & Automation business. It offers electrical distributions and control solutions in the medium voltage range to industries and utilities in South East Asia, Middle East & Africa and Australia. Tamco has manufacturing facility in Indonesia and Australia.
Deal Participant – Target	Established in 1982, Henikwon Corporation is a leading manufacturer of Low Voltage (LV) and Medium Voltage (MV) busduct systems. Henikwon brand is globally well recognized and offers high quality products under compliance to international quality standards.
Deal Value	NA
Synergy Benefits	The Henikwon acquisition brings a strong customer base of large corporations to Tamco. This acquisition will be complimentary E&A portfolio and make comprehensive offerings for the building and infrastructure segments.

Sudar Garments Acquires Benzo Petro International

Deal Participant – Acquirer	Promoted by Murugan Muthiah Thevar in 2002, Mumbai-based Sudar Garments is a manufacturer for readymade garments specialized in shirts, trousers and wide range of apparel for men, women and kids.
Deal Participant – Target	Incorporated in 1991 by Dhirajlal.C.Gami and Ramesh.C.Gami, Gujarat based Benzo Petro manufactures and exports various benzaldehyde products. It products include CMIC Chloride used in the manufacture of Cloxacillin Sodium and DCMIC chloride, FCMIC chloride, para chloro benzaldehyde, ortho chloro benzaldehyde and benzo nirile, ortho chloro benzo amine, and ortho sulphonic benzaldehyde.
Deal Value	₹ 26 Cr
Synergy Benefits	This acquisition is a part of company’s expansion strategy.

Lloyd's Register Acquires Reltech Consulting

Deal Participant – Acquirer	The Lloyd’s Register Group is one of the world leaders in assessing business processes and products to internationally recognised standards. The company provides independent assurance to companies operating high-risk, capital-intensive assets in the energy and transportation sectors, to enhance the safety of life, property and the environment.
Deal Participant – Target	Founded in 2005, RELTECH is the pioneer company in India providing a wide range of consultancy services to national and international clients in the area of Probabilistic Safety Assessment.
Deal Value	NA
Synergy Benefits	With this acquisition, Lloyd's will further strengthen its presence in the Indian energy sector.

Mergers & Acquisitions Update

Grasim Acquires Canadian Terrace Bay Pulp

Deal Participant – Acquirer	Grasim Industries Limited is a flagship company of the Aditya Birla Group. Incorporated as a textiles manufacturer in 1948, Grasim's businesses comprise viscose staple fibre (VSF), cement, chemicals and textiles. Its core businesses are VSF and cement, which contribute to over 90% of its revenues and operating profits.
Deal Participant – Target	Incorporated in 1948 by Kimberly-Clark Corporation, Ontario based Terrace Bay Pulp mill is capable of producing various blends of northern bleached softwood kraft pulp and northern bleached hardwood kraft pulp, together with certain other byproducts.
Deal Value	$ 300 Mn
Synergy Benefits	The acquisition will give the group additional pulp capacity at a time it is investing heavily in VSF to expand capacity to 1 million tonnes from about 750,000 tonnes.

Bang Overseas Acquires A. S. Raiment

Deal Participant – Acquirer	Established in 1992 and headquartered in Mumbai, Bang Overseas is the manufacturer and exporter of men's wear along with presence in apparel, textile and retail market. Bang Overseas Ltd has two manufacturing facilities in Bangalore, with a combined installed capacity of 1.26 million pieces per annum.
Deal Participant – Target	A. S. Raiment Private Limited has a manufacturing unit at Visakhapatnam with a capacity of 3.50 lakhs pieces per year.
Deal Value	₹ 0.45 Cr
Synergy Benefits	This acquisition is a part of company’s expansion strategy.

The Indian Public School (TIPS) acquires South Hills Academy in US

Deal Participant – Acquirer	TIPS has 10 campuses across in Tamil Nadu and Kerala. The core academic programme followed in all of TIPS campuses will be the same in all campuses. TIPS has plans to add 20 schools in India and 10 abroad in five years. TIPS has plans to acquire more campuses in countries like China, Malaysia and Qatar at an outlay of R30Cr per campus.
Deal Participant – Target	Founded in 1957, South Hills Academy follows California state curriculum, is closely aligned to the Baccalaureate system.
Deal Value	$ 10 Mn
Synergy Benefits	This acquisition is a part of TIPS’ strategy to create a global network of international schools. This will enable TIPS to provide global exposure to its students in India.

Mergers & Acquisitions Update

LSE Acquires 5% in Delhi Stock Exchange

Deal Participant – Acquirer	The London Stock Exchange is located in the City of London in the United Kingdom. As of December 2011, the Exchange had a market capitalisation of $3.266 Tn. The British bourse, lists 31 companies incorporated in India on its own markets.
Deal Participant – Target	Delhi Stock Exchange was founded in 1947 and is one of three exchanges in India that have a license to trade nationally and other two being the NSE and BSE. The exchange is an amalgamation of Delhi Stock and Share Brokers' Association Limited and the Delhi Stocks and Shares Exchange Limited.
Deal Value	NA
Synergy Benefits	The acquisition is made with a purpose to change the trading model of the Indian exchange through faster trading technology.

Essar Energy Halves Stake in Vietnam Gas Block

Deal Participant – Acquirer	ENI International B.V, through its subsidiaries, engages in exploration, production, transporatiion, and marketing of oil and gas. The company is based in Amsterdam, the Netherlands. ENI International B.V. operates as a subsidiary of Eni SpA.
Deal Participant – Target	Essar Energy is a world-class, low-cost, integrated energy company focused on India and well-positioned to capitalise on India’s rapidly growing energy demand.
Deal Value	NA
Synergy Benefits	The deal is in line with the company's strategy to partner with other players in managing risks and core asset development.

Serum Institute Acquires Netherlands Vaccine Institute

Deal Participant – Acquirer	Serum Institute of India was founded in 1966 by Cyrus Poonawalla and his brother Zavary. The company manufactures immunobiologicals including vaccines. The company is the fifth biggest vaccinemaker by volume, the top four being GlaxoSmithKline, Sanofi-Aventis, Merck and Novartis.
Deal Participant – Target	Netherlands Vaccine Institute engages in the research and development, production, and distribution of vaccine in the Netherlands and internationally. The NVI manufactures vaccines against polio, diphtheria, tetanus and preparation for treatment of bladder cancer for the global markets.
Deal Value	₹ 224 Cr
Synergy Benefits	It is a strategic investment.

Mergers & Acquisitions Update

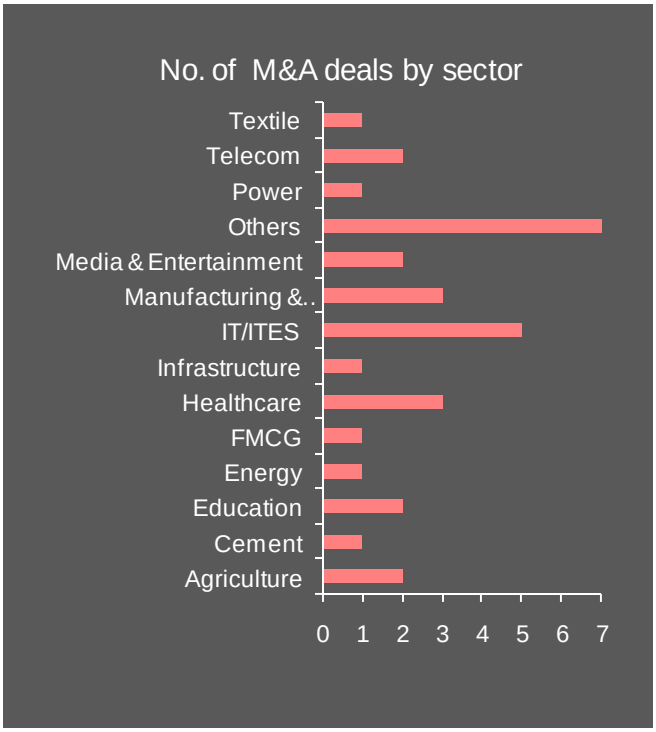
HCL Infosystems Acquires Attano's Content Development Biz

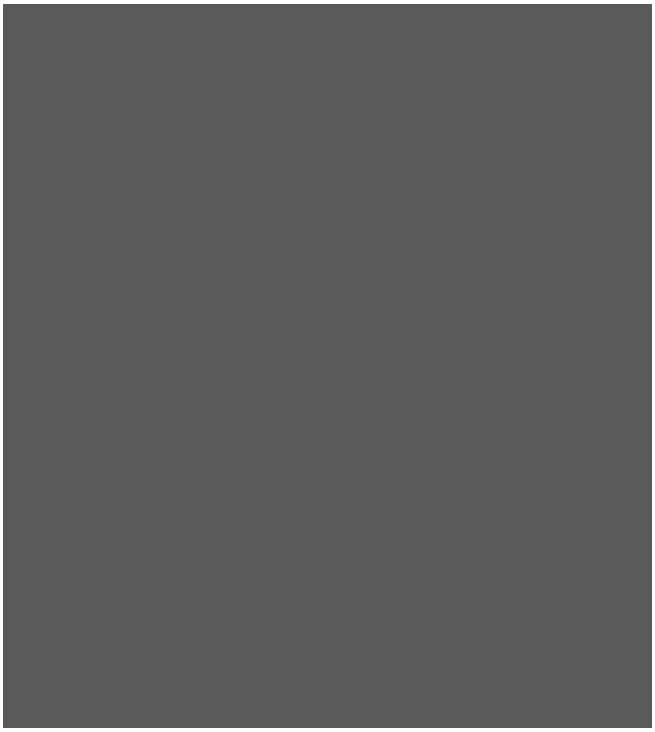
Deal Participant – Acquirer	HCL Infosystems offers a range of information and communications technology products that includes computing, storage, networking, security, telecom, imaging, and retail.
Deal Participant – Target	Founded in 2008, Attano Media & Education is an education company that creates digital content products and technology platforms for primary and supplemental education. The company is backed by Helion Venture Partners. Attanto creates e-book versions of an educational text with their technology.
Deal Value	NA
Synergy Benefits	This acquisition is a part of HCL's expansion strategy.

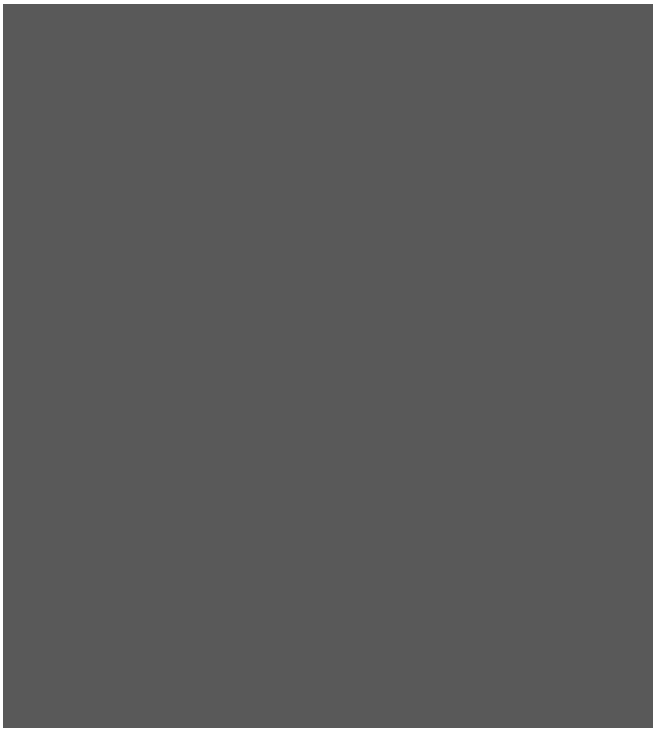
Yatra Buys TravelGuru from Travelocity

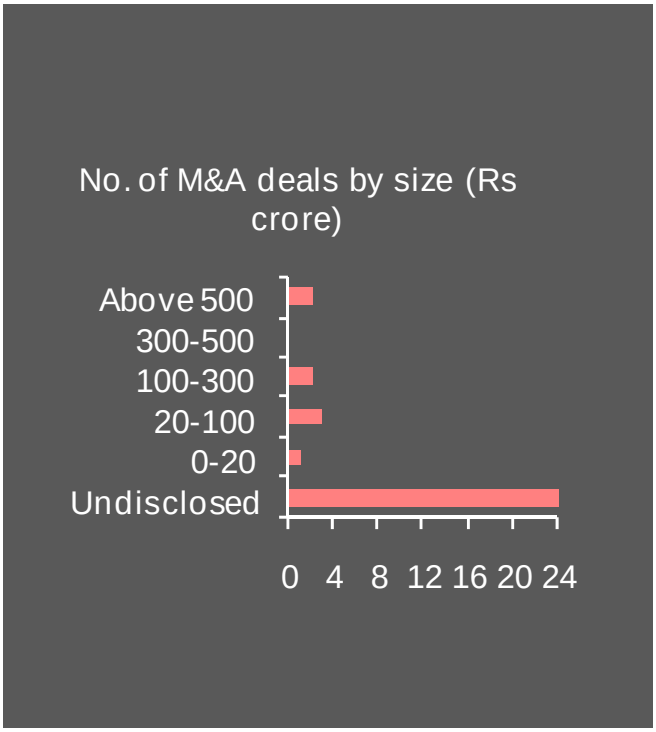
Deal Participant – Acquirer	Yatra.com is India's leading online travel company. The company provides information, pricing, availability, and booking facility for domestic and international air travel, railway reservation, hotel bookings, holiday packages, buses, and car rentals. It also offers a host of travel services designed to make business and leisure travel easier.
Deal Participant – Target	Founders Ashwin Damera and Ganesh Rengaswamy's Travelguru has current product offerings consisting of airline tickets, hotel rooms, vacation packages and cruises. It has a hotel distribution network offering access to more than 6,500 hotels in India and 72,000 hotels worldwide.
Deal Value	NA
Synergy Benefits	The acquisition is aimed at extending Yatra's product portfolio and strengthening its domestic hotel and holiday's business.

Summary of Mergers & Acquisitions Update









RBSA Advisors

PE/VC Update

RBSA Advisors

PE/VC Update for July 2012

Investor Fund	Target	Sector	Stake	Size
Rakesh Jhunjhunwala	SpiceJet	Aviation	0.52%	₹ 7.69 Cr
YourNest & Mumbai Angels	Bookmycab.com	IT/ITES	NA	NA
Acacia Partners (Exit Fund)	Advanta India	Agriculture	4.06%	₹ 32.14 Cr
Ambit Pragma	Mehta Frozen Foods	Logistics	74%	NA
Rajan Anandan & Sunil Kalra	Instamojo	IT/ITES	NA	NA
Correa Hospitality Group	Fishtro	Hotels & Hospitality	NA	$ 5 Mn
Nippon Investment	Parekh Aluminex	Manufacturing	NA	₹ 6.12 Cr
Morgan Stanley	Cholamandalam Finance	BFSI	1.52%	₹ 40.39 Cr
Proparco	Strides African Arm	Pharmaceuticals	20%	$ 12.5 Mn
Signet Healthcare Partners	Claris Lifesciences	Pharmaceuticals	2.20%	₹ 22.76 Cr
Oman India Investment Fund	Indus Teqsite	Manufacturing & Engineering	19.64%	₹ 55 Cr
Finaventure Capital	Sudar Garments	Textile	2.38%	NA
BNP Paribas	Future Ventures	BFSI	4.56%	₹ 65.55 Cr
India Innovation Fund, Blume Ventures	Shantani Proteome	Others	NA	NA
IAN, Blume Ventures	HashCube	IT/ITES	NA	NA
Casa Capital Management Private Limited	Andromeda	BFSI	NA	NA
Amansa Investments Ltd. (Exit Fund)	Gujarat Pipavav Port Ltd.	Shipping	1.96%	₹ 21.27 Cr
Unilazer Ventures & FACT Ventures	OnContract.com	IT/ITES	NA	NA
SAIF Partners	Blue Star	Others	2.78%	₹ 47.50 Cr
TIAA-CERF	Den Network	Others	1%	NA
First Carlyle	Infotech Enterprises	Engineering	9.96%	₹ 211 Cr
Nirvana Venture	TranServ	IT/ITES	NA	NA
Jungle Ventures	Mobikon	Media & Entertainment	NA	$ 1.7 Mn
Fidelity Growth Partners & Qualcomm Ventures	Bigshoebazaar	IT/ITES	NA	₹ 100 Cr
Accel Partners & Qualcomm Ventures	ZopNow	IT/ITES	NA	NA
Prince Holdings	India Cements Limited	Cement	2.47%	₹ 65.36 Cr
Maiden Fund	IvyCap Ventures	BFSI	NA	$ 19 Mn
Matrix Partners	Twist Mobile	IT/ITES	NA	NA
Nirvana Holdings	Heritage Finlease & Asvas	BFSI & Healthcare	NA	₹ 10 Cr
Rajasthan Venture Capital Fund	International Oncology	Healthcare	NA	₹ 20 Cr
Blume Ventures & Angel Investors	CHERISHmaternity	Retail	NA	NA
Swiss Finance Corporation (Mauritius) Limited	JSW Holdings	BFSI	1.88%	₹ 11.61 Cr
Ncubate Capital	Nevis Networks	IT/ITES	NA	NA
Unilazer Ventures	INI Farms	Agriculture	45%	₹ 20 Cr
Private Investors	Badhai	IT/ITES	NA	₹ 1.06 Cr
Nexus Venture Partners & Lightspeed	Craftsvilla	IT/ITES	NA	$ 1.5 Mn

PE/VC Update

Rakesh Jhunjhunwala Invests In SpiceJet

Deal Participant – Investor Fund	Rakesh Jhunjhunwala is an Indian investor and trader by profession. He is also an equity investor in India and manages his own portfolio as a partner in his asset management firm, Rare Enterprises.
Deal Participant – Target	SpiceJet, part of the Sun Group is a low-cost airline headquartered in Chennai. It began service in May 2005 and by 2008, it was India's second-largest low-cost airline in terms of market share.
Deal Value	₹ 7.69 Cr

YourNest, Mumbai Angels Invest In Bookmycab.com

Deal Participant – Investor Fund	YourNest invests in businesses built on vibrant, new ideas. YourNest provides value to the first generation entrepreneur through mentoring, coaching, and business process development. The Mumbai Angels provides a unique platform to start ups and very early stage companies by bringing them face to face with successful entrepreneurs, professionals and executives who are interested in and have the funds available to invest in start ups companies.
Deal Participant – Target	Bookmycab.com which is operated by LiveMinds Solutions provides taxi booking services. Bookmycab.com offers local travel – point to point, airport transfer and railway station transfer using metered cabs. The portal also offers the convenience of telephone booking for regular Black & Yellow taxis and Cool Cabs at the regular meter fare.
Deal Value	NA

Acacia Partners Exits Advanta India

Deal Participant – Investor Fund	Ambit Pragma Fund II is a small cap buyout and growth capital fund with a goal to invest in sectors like entertainment, healthcare, FMCG, logistics and infrastructure services. The average investment size would be $15 Mn in companies having revenues between $5 - 15 Mn.
Deal Participant – Target	Mehta Frozen Foods Carrier was established in 1996 in Mumbai and is a MRL Group company which has presence in transport, hotel & real estate and is headed by Mansur Mehta. It is engaged in the transportation of frozen food products like ice-cream, yeast, floriculture, medicines, meat products and dairy products.
Deal Value	NA

Instamojo Raises Angel Investment

Deal Participant – Investor Fund	Rajan Anandan, Head of Google India have been mentoring and investing in start-ups since 1990. He has investment in Capillary Technologies and is on the Advisory Board of InnovizeTech software. Rajan is also associated with India Angel Network. Sunil Kalra has been an active angel investor from Indian Angel Network. His current portfolio of investee companies include over 15 companies spread over diverse sectors.
Deal Participant – Target	Founded by Aditya Sengupta, Akash Gehani, Harshad Sharma and Sampad Swain, Instamojo is a tech startup which provides solution that lets you give away your stuff by sharing unique links. Currently, Instamojo is focused on selling only virtual goods and digital content. The portal is providing free service at the moment, but soon intends to monetize the service by taking a percentage on every transaction done through Instamojo.
Deal Value	NA

PE/VC Update

Correa Hospitality Invests In QSR Chain – Fishtro

Deal Participant – Investor Fund	Correa Hospitality Group is promoted by Martin Correa and it runs Chinese restaurant chain by the name of Martin's Chinese Restaurant. It currently has 13 outlets out of which 7 are in the middle stage of development and prior to this it acquired small restaurant chains and operated them by its name.
Deal Participant – Target	Fishtro is a quick service restaurant chain focused on serving seafood and fish products. It was started by Rohit Adalti and Rahul Chhabra in 2010 with its first restaurant in Pune and currently operates with an 80 member team (grown from a 3 member team initially) and around 200,000 customers.
Deal Value	$ 5 Mn

Nippon Investment Invests In Parekh Aluminex

Deal Participant – Investor Fund	Nippon Investment has a total investment of Yen 68,153 Mn into Asia which comprises of 11% of its fund portfolio around the world as at Mar 2011.
Deal Participant – Target	Incorporated in 1994, Parekh Aluminex manufactures AFC, AFR, lids, covers and allied products. The products are used in packaging food items. The manufacturing facilities of the company are located in Silvasa, Dadra and Nagar Haveli.
Deal Value	₹ 6.12 Cr

Morgan Stanley Buys Copthall Mauritius' Stake in Cholamandalam Finance

Deal Participant – Investor Fund	Since its founding in 1935, Morgan Stanley and its people have helped redefine the meaning of financial services. The firm has continually broken new ground in advising both institutional and individual clients on strategic transactions, in pioneering the global expansion of finance and capital markets, and in providing new opportunities for investors all over the world.
Deal Participant – Target	Cholamandalam Investment is Murugappa Group's financial services arm with 342 branches across India. It provides vehicle, home equity and business finance. The company has AUM of over R10, 971 Cr.
Deal Value	₹ 40.39 Cr

Proparco Invests In Strides African Arm

Deal Participant – Investor Fund	Proparco is based in Paris and is jointly held by Agence Francaise de Developpement (AFD), a development finance institution of French government, and private shareholders. In 2010, Proparco disbursed around $2.7 Bn for 70 projects in 28 countries.
Deal Participant – Target	Strides African Arm is one of the leading players in branded generics, commodity generics and OTC products in Africa with a strong footprint in West Africa and French Africa and a rapidly growing presence in Central and East Africa. In South Africa, it is represented by subsidiary, Formula Naturelle, which gives them a direct presence to market and distribute nutraceuticals, OTC and traditional medicines.
Deal Value	$ 12.5 Mn

PE/VC Update

Signet Healthcare Partners Invests In Claris Lifesciences

Deal Participant – Investor Fund	Signet Healthcare Partners is a healthcare focused PE firm established in 1998 with three organized funds and investments in 34 companies. Some of the other portfolio companies of them include Alpex Pharma, IGI Laboratories, Arbor Pharmaceuticals Inc. and Argos Therapeutics to name a few.
Deal Participant – Target	Ahmedabad based, Claris Lifesciences offers injectibles in various therapeutic segments including anesthesia, critical care, anti-infectives, renal care, infusion therapy, parenteral nutrition and oncology. It has presence in 91 countries across Latin America, Europe, Gulf, Africa, CIS, Central Asia and Asia- Pacific.
Deal Value	₹ 22.76 Cr

Oman India Investment Fund Invests In Indus Teqsite

Deal Participant – Investor Fund	Oman India Investment Fund is JV between State General Reserve Fund (SGRF) of Oman and State Bank of India (SBI) with an initial corpus $100Mn. Its management company is owned 50:50 by SBI and SGRF and it has a sector-agnostic investment mandate.
Deal Participant – Target	Founded in 1998 by Rangarajan, Chennai based Indus Teqsite is engaged in manufacturing of software-integrated hardware in the field of high end automatic testing of Defence Equipments. These systems range from COTS board to complex systems.
Deal Value	₹ 55 Cr

Finaventure Capital Buys Stake in Sudar Garments

Deal Participant – Investor Fund	Finaventure Capital (formerly known as Indusvista Ventures Ltd.) is a financial services firm.
Deal Participant – Target	Sudar Garments is engaged in manufacturing of garments for men wear, women wear and kids wear. It functions as an integrated apparel manufacturer with the capability of designing and manufacturing involving cutting, body stitching, washing, ironing and finishing.
Deal Value	NA

BNP Paribas Acquires Additional Stake In Future Ventures

Deal Participant – Investor Fund	BNP Paribas is one of the best rated banks in the world. The Group has one of the largest international networks with operations in nearly 80 countries and 200,000 employees, including more than 150,000 in Europe.
Deal Participant – Target	Incorporated in 1996 as Subhikshith Finance & Investments Limited, Future Ventures is a part of Future Capital Holdings. It seeks to create, build, acquire, invest in and operate innovative and emerging businesses in India's consumption-led sectors, whose growth and development is determined primarily by the growing purchasing power of Indian consumers and their changing preferences, lifestyle, aspirations and spending habits.
Deal Value	₹ 65.55 Cr

PE/VC Update

India Innovation Fund, Blume Ventures Invest In Shantani Proteome

Deal Participant – Investor Fund	India Innovation Fund is a SEBI registered venture capital fund that invests in innovation led, early stage Indian firms. The focus areas include Information and Communication Technologies and Life Sciences. Blume is an angel and seed venture fund that backs startups with both funding as well as active mentoring and support. Blume Ventures provides seed funding in the range of $50K - $250K to early-stage tech-focused/tech-enabled ventures.
Deal Participant – Target	Shantani Proteome Analytics Private Limited is a research based biotechnology company based in Pune. Incubated at the National Chemical Laboratories' Venture Center at Pune, Shantani develops advanced technology applications for use by drug discovery organisations for drug target discovery.
Deal Value	NA

IAN, Blume Ventures Invest In Social Gaming Firm-HashCube

Deal Participant – Investor Fund	IAN has funded over 35 start-ups across diverse sectors like IT, mobile, healthcare and education, both in India and overseas. Blume is an angel and seed venture fund that backs startups with both funding as well as active mentoring and support. Blume Ventures provides seed funding in the range of $50K - $250K to early-stage tech-focused/tech-enabled ventures.
Deal Participant – Target	Incorporated in 2009 by Deepan Chakravarthy and Ramprasad Rajendran, HashCube makes puzzle games such as Sudoku Battle and Sudoku Quest on social networking sites and mobile platforms. It has around 2 million users.
Deal Value	NA

Navis Capital Sells Stake in Andromeda

Deal Participant – Investor Fund	Casa Capital Management is a financial services holding company.
Deal Participant – Target	Incorporated in 1991, Mumbai based Andromeda as Direct Sales Associate for Citibank; the company is a leading direct sales and distribution player in India, covering a broad suite of financial services products including mortgages, personal loans, and insurance. It has presence across 12 cities across India.
Deal Value	NA

Amansa Investments Exits Gujarat Pipavav

Deal Participant – Exit Fund	Amansa Investments Ltd. is a fund management company based in Singapore founded by Akash Prakash and has AUM of around $300 Mn with a focus on midcap companies in India. Its portfolio includes Whirlpool, Greaves Cotton, Blue Star and Edelweiss Capital to name a few.
Deal Participant – Target	Gujarat Pipavav Port Ltd. handles container, bulk and LPG cargo at Pipavav port in the Saurashtra region of Gujarat. The company is promoted by APM Terminals (2005). APM Terminals is a part of AP Moller-Maersk Group - one of the largest container terminal operators in the world with a Global Terminal Network of 60 ports and 132 inland facilities in 63 countries.
Deal Value	₹ 21.27 Cr

PE/VC Update

Unilazer, FACT Ventures Invest In OnContract.com

Deal Participant – Investor Fund	Unilazer Ventures is Ronnie Screwvala's investment firm. Its interest in the PE space is focussed on agriculture, healthcare, education and e-commerce. FACT was started by Indian investor and entrepreneur Vishal Gondal. He is the founder and CEO of Indiagames, a global computer games developer and publisher in India.
Deal Participant – Target	OnContract.com is a contract staffing platform that addresses the growing challenges of getting quality contract staff by providing an organized internet based marketplace to get people on just-in-time and just-for-time basis.
Deal Value	NA

SAIF Partners Buys Additional Blue Star Stake

Deal Participant – Investor Fund	SAIF Partners is a leading private equity firm that provides growth capital to companies in India. SAIF Partners was founded in 2001 and with over 20 investments in India since its inception; SAIF has become one of the largest and most active funds in the country.
Deal Participant – Target	Blue Star provides air-conditioning and commercial refrigeration needs to a large number of corporate and commercial customers with a network of 29 offices, 7 modern manufacturing facilities, 1600 dealers and around 2800 employees. The company also offers comprehensive Electrical Contracting and Plumbing & Fire Fighting Services.
Deal Value	₹ 47.50 Cr

TIAA-CREF Acquires Additional Stake in Den Network

Deal Participant – Investor Fund	TIAA-CERF Asset Management is 90 years old financial institution providing investment solutions and strategies across four key areas: fixed income, equities, real estate, and alternatives with around $487 Bn AUM. The firm is a leader in helping those in the academic, medical, cultural, governmental and research fields plan for retirement, and life's other goals.
Deal Participant – Target	Incorporated in 2007 and promoted by Sameer Manchanda, DEN is engaged in the distribution of analog and digital cable television services. At present, DEN offers analog cable services in over 90 cities and digital cable services in around 40 cities across India.
Deal Value	NA

First Carlyle Buys Stake in Infotech Enterprises

Deal Participant – Investor Fund	First Carlyle Ventures Mauritius is a global PE firm belonging to the the Carlyle Group, which is a global alternative asset manager with $159 Bn of AUM in 94 funds and 63 fund of fund vehicles as of March 2012.
Deal Participant – Target	Infotech Enterprises is a global engineering services company which provides engineering solutions, including product development and life-cycle support, process, network and content engineering to major organizations worldwide and is headquartered in Hyderabad.
Deal Value	₹ 211 Cr

PE/VC Update

TranServ Raises Fund from Nirvana Venture

Deal Participant – Investor Fund	Nirvana Venture is a $75 Mn early stage VC fund set up by Amit and Arihant, sons of Gajendra Patni. The fund focuses on mobile and internet start-ups in India and plans to invest $500K to $4 million in early-stage, besides later-stage investments.
Deal Participant – Target	Incorporated in 2011 by Anish Williams, Sandeep Ghule, Aditya Gupta and Amar Habibullah, TranServ develops prepaid card programs for banks, retailers and other companies who can take advantage of leading technology, specifically tailored for the Indian market.
Deal Value	NA

Mobikon Raises Series A Funding from Jungle Ventures

Deal Participant – Investor Fund	Jungle Ventures is a Singapore based VC firm that provides early stage investments and business building infrastructure to startups across Asia Pacific. The fund focus is on early stage investments into Singapore, India, South East Asia and other regional hotbeds of innovation.
Deal Participant – Target	Incorporated in 2009 by Samir Khadepaun and Salil Khamkar, Mobikon offers cloud-based digital marketing and customer engagement platforms for hospitality and retail industries through its product- KONEKT. It integrates Mobile, social media, e-mail, voice and web based technologies and helps reach users directly using the fastest and the smallest digital media channels.
Deal Value	$1.7Mn

Fidelity, Qualcomm Invests In Bigshoebazaar

Deal Participant – Investor Fund	Fidelity Growth Partners India is the private equity arm of Fidelity, focused on investing in India. It helps companies accelerate growth by providing capital, expertise and access to global resources. Qualcomm Ventures is a venture capital investment arm of Qualcomm Inc. Qualcomm Ventures (QCV) was formed and began funding in 2000, with a $500-million fund commitment to make strategic investments in early-stage high-technology ventures.
Deal Participant – Target	Founded in 2009 by Manmohan Agarwal, Nitin Agarwal, Danish Ahmed and Rajul Jain, Bigshoebazaar operates a hybrid online and offline wholesale cash and carry business through bigshoebazaar.net, and an e-commerce website, Yebhi.com (previously known as known as bigshoebazaar.com).
Deal Value	₹ 100 Cr

Accel, Qualcomm Invest In ZopNow

Deal Participant – Investor Fund	Founded in 1983, Accel Partners has a long history of excellence and innovation in the global venture capital and growth equity business. With over $6 billion under management, Accel has helped entrepreneurs build over 300 successful category-defining companies. Qualcomm Ventures is a venture capital investment arm of Qualcomm Inc. Qualcomm Ventures (QCV) was formed and began funding in 2000, with a $500-million fund commitment to make strategic investments in early-stage high-technology ventures.
Deal Participant – Target	Incorporated in 2011 by Mukesh Singh and Bal Krishna Birla, ZopNow is an online hypermarket that sells range of goods including groceries, stationery and health and wellness products. The online portal promises a 3 hour delivery window and allows the customers to choose the time of delivery as per their convenience.
Deal Value	NA

PE/VC Update

Promoter Group Hikes Stake in India Cements

Deal Participant – Investor Fund	Prince Holdings is engaged in carrying business of Investment Company and invest and acquire and hold shares, stocks, bends obligations and securities issued or guaranteed by any company constituted.
Deal Participant – Target	India Cements Limited is a cement manufacturing company, established in 1946, and has about seven cement manufacturing plants spread over Southern India catering to major markets in South India and Maharashtra. The capacities of its plants are over 9 Mn tons per annum.
Deal Value	₹ 65.36 Cr

IvyCap Ventures Raises $19 Mn for Maiden Fund

Deal Participant – Investor Fund	Maiden Fund
Deal Participant – Target	IvyCap Ventures Advisors Private Limited (IvyCap) is guided by an entrepreneur-centric investment approach. IvyCap has been set up as a Venture Capital (VC) Fund Management Company with an approach to focus on high-quality professional entrepreneurs from the premier education institutions of the country.
Deal Value	$ 19 Mn

Matrix Partners Invests In Twist Mobile

Deal Participant – Investor Fund	Matrix Partners is committed to building long-term relationships with outstanding entrepreneurs and helping them build significant, industry-leading companies.
Deal Participant – Target	Founded in 2009 by Virat Khutal, Twist Mobile initially worked with telecom operators and then began to create apps for other businesses, but that was also not successful. In 2011, Twist began developing games that can be downloaded onto internet-ready feature phones.
Deal Value	NA

Nirvana Holdings Invests In Heritage Finlease and Asvas

Deal Participant – Investor Fund	Nirvana Holdings was established as a Single Family Office (SFO) in 2008 to manage the wealth and investments of the Nara family. Headquartered in Hyderabad, Nirvana's operations are split into two verticals, Venture Capital and Alternative Investment.
Deal Participant – Target	Founded in 1996, Heritage Finlease provides access to cost effective capital for the farming community. HFL provides the loan for the requirements of dairy farmers to own animals and supply milk to the dairy industry. Hyderabad based Asvas operates chain of rural healthcare clinics. Asvas rural healthcare clinics will be single doctor clinics at the Mandal headquarters with professional clinical practices at affordable fee.
Deal Value	₹ 10 Cr

PE/VC Update

Rajasthan VC's SME Tech Fund Invests In International Oncology

Deal Participant – Investor Fund	Rajasthan Venture Capital Fund is Rajasthan's first venture capital fund, mandated to operate on pan-India basis. It manages two SEBI registered domestic venture capital funds - RVCF Fund I and SME Tech Fund - RVCF Trust II supported by 11 investors including Rajasthan State Industrial Development and Investment Corporation (RIICO) and SIDBI as lead investors.
Deal Participant – Target	International Oncology is a global cancer care and research services provider. They have tied up with Fortis Healthcare to build a state-of-the-art cancer care programme in Delhi and in Mumbai they have collaborated with Dr. L. H. Hiranandani Hospital.
Deal Value	₹ 20 Cr

CHERISHmaternity Raises Funds from Blume Ventures, Angel Investors

Deal Participant – Investor Fund	Swiss Finance Corporation (Mauritius) Limited operates as a subsidiary of UBS AG.
Deal Participant – Target	Jindal South West Holdings Ltd., established in 2001 as a NBFC, is an investment company of the JSW Promoters Group with its investment mainly in Jindal Group of Companies with other companies. The main business activities of the company are Investment in shares, stocks, or other securities in India or abroad and to provide management consultancy services.
Deal Value	₹ 11.61 Cr

Ncubate Capital Invests In New Path Ventures Backed-Nevis Networks

Deal Participant – Investor Fund	Founded by Rakes Malhotra, Ncubate Capital is a PE fund that seeks to provide a combination of growth capital, skill-gap fulfillment and hands-on knowledge support. It also invest in International companies wanting to establish significant India presence with locating all key business in the country and also back MBO for company being spun out of large companies.
Deal Participant – Target	Founded in 2002 by Manish Muthal and Amol Mahajani, Nevis Networks provides identity-based policy enforcement in the network fabric, controlling who can access a company's network and what resources they are permitted to use, as well as containing the spread of the most sophisticated malware.
Deal Value	NA

Unilazer Ventures Invests In INI Farms

Deal Participant – Investor Fund	Unilazer Ventures is Ronnie Screwvala's investment firm. Its interest in the PE space is focussed on agriculture, healthcare, education and e-commerce. Recently, Ronnie Screwvala sold its stake in UTV Software for around R800Cr to Disney.
Deal Participant – Target	Founded by Pankaj Khandelwal and Purnima Khandelwal, InI Farms is engaged in developing modern horticulture farms and exporting the produce. It is developing Pomegranate plantations in over 1000 acres across Maharashtra and Madhya Pradesh.
Deal Value	₹ 20 Cr

PE/VC Update

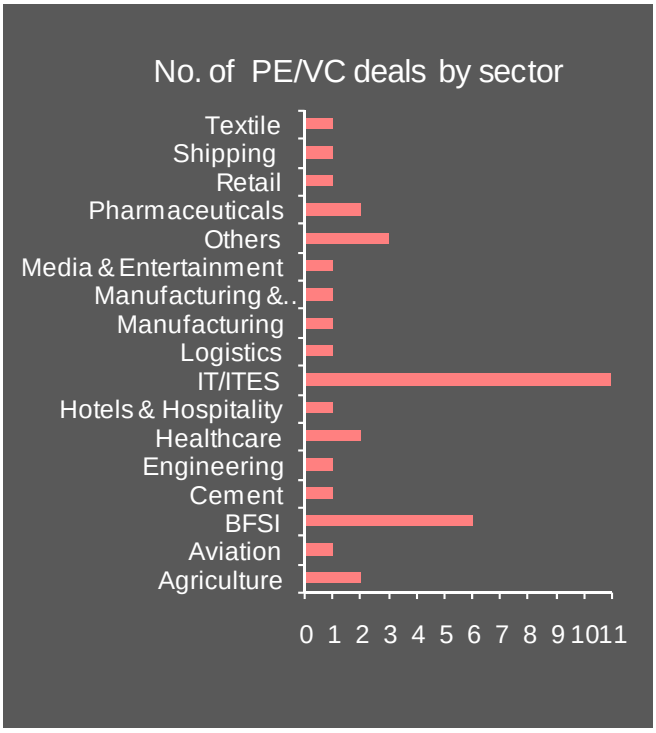
Gifting Portal Badhai Raises PE Investment

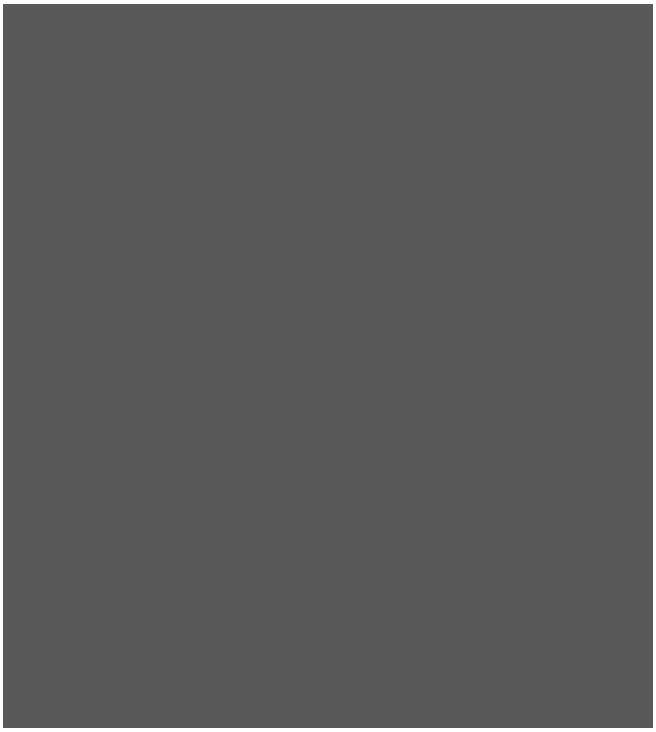
Deal Participant – Investor Fund	Private Investors
Deal Participant – Target	Founded in 2011 by Ajay Pandey and Sandeep Debnath, Badhai - social gifting service provides convenient solutions for managing incentives, rewards and gifts. It issues own online vouchers and has tied-up with more than 500+ leading stores across categories like electronics, white goods, apparels, jewellery, beauty, lifestyle products, travel, books, etc. for an enjoyable shopping experience.
Deal Value	₹ 1.06 Cr

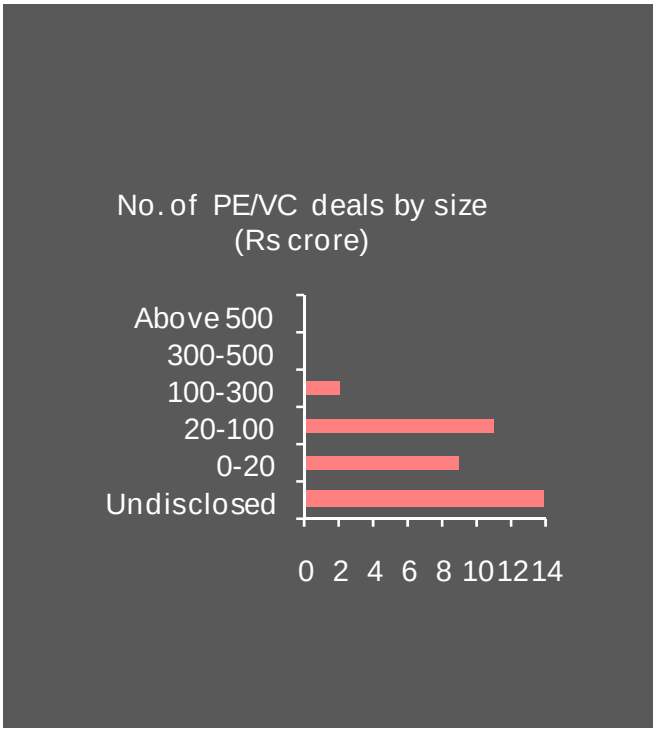
Nexus Venture Partners, Lightspeed Invest In Craftsvilla

Deal Participant – Investor Fund	Nexus Venture Partners is India's leading Venture Capital fund. The company invests in early and early growth stage companies across sectors in India and US. Nexus portfolio consists of category leading businesses across sectors.
Deal Participant – Target	Kriba Handicrafts Pvt Ltd, which runs the website craftsvilla.com was founded in 2011 by Monica Gupta and Manoj Gupta. CraftsVilla.com is a market place to find unique Indian handmade organic and natural products.It goes to sellers and explains them the concept of getting their own shop made online.
Deal Value	$ 1.5 Mn

Summary of PE / VC Update







RBSA Advisors

Real Estate Update

RBSA Advisors

RE Fund Update for July 2012

CHD Developers Acquires Empire Realtech

Deal Participant – Investor Fund	Incorporated in 1990, CHD Developers is a real estate development and management company with presence in residential segment in North India. It has diversified itself in integrated township and housing division.
Deal Participant – Target	Empire Realtech holds 12.34 acres licensed land for residential Group Housing at Sector 106, Dwarka Expressway, Gurgaon.
Deal Value	NA

Brick Eagle Capital Invests In Xrbia Developers

Deal Participant – Investor Fund	Brick Eagle invests in lands and has a scalable model for promoting affordable housing, leveraging the knowledge and expertise of local partners. It business model involves not just investing capital but also participating in a landbanking process, in the affordable housing space.
Deal Participant – Target	XRBIA is a unique affordable housing venture promoted by the Eiffel group, headquartered in Pune, India and has projects spread across Mumbai, Nagpur, Delhi and Pune. XRBIA is building world-class cities across India that are affordable, sustainable and offer opportunity to young Indians.
Deal Value	₹ 200 Cr

Valuation Advisors

Business Valuation
Valuation of 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

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- Transaction Management

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- Partner Identification - Joint Venture, Public Private Partnership
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- Preparation of Information Memorandums
- Preparation of Detailed Project Reports
- Project Appraisal and Monitoring
- Independent Review & Assurance – Lender's & Investor's Engineer

RBSA Advisors

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