

INDIA DEALS SNAPSHOT MARCH 2013



MERGERS & ACQUISITIONS UPDATE FOR MARCH 2013

Acquirer	Target	Sector	Stake	Size
WPIL	Mody Industries	Manufacturing & Engineering	NA	NA
Tradus	BuyThePrice	IT/ITES	NA	NA
L&T Insurance	Future Generali	BFSI	NA	NA
Alliance Integrated Metaliks	Amtek Ring Gears & Amtek Crankshaft	Manufacturing & Engineering	51%	NA
Lite Bite Food	Scalini	Retail	NA	NA
Quadria Capital	Milestone Religare Investment	BFSI	NA	NA
AID Partners	Prime Focus	Media & Entertainment	NA	\$ 10 Mn
Asian Paints	Sleek Group	Others	51%	NA
Bureau Veritas	Sievert Group	Others	NA	NA
AGC Networks Limited	Transcend United Technologies	IT/ITES	NA	NA
ValueFirst Digital	Clk2c.com	IT/ITES	NA	NA
Aurizon	GVK - Hancock	Infrastructure	51%	NA
Reliance Big Entertainment	Funnel	Media & Entertainment	NA	NA
Industrial Investment Trust Limited	Future Generali	BFSI	22.5%	NA
Publicis Groupe	Convonix	Media & Entertainment	NA	NA
BigTree Entertainment	Ticketgreen.com	Others	NA	NA
IPG Mediabrands	Interactive Avenues	Media & Entertainment	NA	NA
Varroc Group	Visteon Tyc Auto Lamps Co. Ltd.	Automobile	50%	\$ 20 Mn
Fabindia	Organic India	Agro/Food	40%	₹ 15 Cr
Facor Alloys	Dillenburg Bergen NH Realty	Mines & Minerals	51%	\$ 10 Mn
BS Enviro	Skywater India	Others	51%	NA
Aliaxis Group	Ashirvad Pipes	Manufacturing & Engineering	NA	NA
Info Edge	MakeSense Technologies	IT/ITES	NA	₹ 8 Cr
Mylan	Agila Specialities	Pharmaceuticals	NA	₹ 10000 Cr

WPIL Buys Mody Industries

Deal Participant – Acquirer

Incorporated in 1952 by Johnston Pump Company Inc., USA, WPIL currently belongs to Prakash Agarwal who acquired stake in 2002 in the company. The company is engaged in the designing, developing, manufacturing, erecting, commissioning and servicing of pumps, spares & accessories and execution of water supply projects on a turnkey basis for industrial units, power utilities, irrigation departments, etc.

Deal Participant – Target

Mody pumps is a pioneer in the field of dewatering sewage submersibles and is preferred brand in the market place besides being the only approved dewatering brand with the Indian Navy.

Deal Value

NA

Synergy Benefits

This acquisition will allow WPIL to further strengthen its product offering and penetrate into the sewage and dewatering market sectors.

L&T General Insurance Acquires Stake in Future Generali India, Post Merger

Deal Participant – Acquirer

L&T General Insurance Company Limited (L&T Insurance) is a wholly owned subsidiary of Larsen & Toubro Limited. L&T Insurance comprises of an array of top notch Insurance Professionals who have come together to combine their experience and expertise to create an entity which will lead by innovation, backed by a prudent underwriting approach.

Deal Participant – Target

Future Generali is a joint venture between the India-based Future Group and the Italy-based Generali Group. Future Generali is present in India in both the Life and Non-Life businesses as Future Generali India Life Insurance Co. Ltd. and Future Generali India Insurance Co. Ltd.

Deal Value

NA

Synergy Benefits

The move is in line with Future Group's strategy to exit non-core investments and is aimed at deleveraging and further strengthening the balance sheet of the company

Lite Bite Food Acquires Italian Restaurant – Scalini

Deal Participant – Acquirer

Headquartered in Delhi LBF is, today, one of the largest and most dynamic F&B Retail companies in the country with over 8 core brands under its umbrella. It operates franchisee formats Subway, Pollo Campero and Pino's Pasta Pizza, own brands Zambar and Asia 7, quick-service chains Rapps, Big Gulp and Bakers Street, besides Punjab Grill and Street Foods.

Deal Participant – Target

Founded by Mario and Valerio, Scalini is two decade old iconic restaurant in London.

Deal Value

NA

Synergy Benefits

This acquisition is a part of company's geographic expansion strategy.

AID Partners Invests In Prime Focus

Deal Participant – Acquirer

AID Partners is a leading regional private equity house, with a strategic focus in the Greater China markets. AID currently manages multi million US dollar commitment via AID Fund I. AID Fund I invests in growth equity and expansion capital primarily in specific sectors including entertainment, technology, retail and consumption industries.

Deal Participant – Target

Prime Focus World is an entertainment services company providing visual effects and stereo 3D conversion to major studios and filmmakers around the world. It provides value-added creative and technical services for 2D to 3D content conversion, visual effects and animation services.

Deal Value

\$ 10 Mn

Synergy Benefits

This is part of a broader agreement where Prime Focus is separately investing \$3 million in a new joint venture with AID Capital which will seek to provide the company's services.

Tradus Acquires BuyThePrice

Deal Participant – Acquirer

Naspers had launched Tradus.in in India in 2009 to expand the operations of its eCommerce company Tradus which it had acquired in 2007 for over \$1.9 bn. Nasper is a South African is a multinational media company with principal operations in internet platforms, pay-television and the provision of related technologies and print media.

Deal Participant – Target

Founded by Ranjith Boyanapalli, Tharachand Surydevara and Jagdish Kothapalle, BuyThePrice.com was launched in 2010. It offers mobile phones, cameras, computers and accessories, music and video players, LED/LCD TVs and home & kitchen appliances and plans to add more brands per category.

Deal Value

NA

Synergy Benefits

With this deal, Tradus will gain its decent base in south.

Alliance Integrated Metaliks Acquires Stake in Amtek's Subsidiaries

Deal Participant – Acquirer

Alliance Integrated Metaliks is engaged in the manufacturing of steel with its concentration in manufacturing specialty steel and alloy products catering primarily to automobile applications and also for Industrial, Engineering Applications to a limited extend.

Deal Participant – Target

Incorporated in 1995, Amtek Ring Gears manufactures gear rings, flywheel gear rings, flywheel starter gear rings, external gear rings and internal gear ring from its Gurgaon factory.

Amtek Crankshaft, incorporated in 1997 and operating out of Gurgaon, manufactures automotive components that include crankshafts for two wheelers, tractors, LCV, HCV, passenger cars and stationery engines.

Deal Value

NA

Synergy Benefits

This is acquisition is part of growth strategy.

Quadria Capital Acquires Milestone Religare Investment

Deal Participant – Acquirer

Quadria Capital Investment Management is an Asian healthcare PE fund with offices in New Delhi and Singapore and floated by Verma and Abrar Mir. Its target investments include mid-sized healthcare companies with half the funds deployed in India and the rest in South and Southeast Asia.

Deal Participant – Target

Milestone Religare Investment Advisors Private Limited is an equal joint venture formed by Milestone Capital – a leading independent private equity house – and Religare Venture Capital. The joint venture targets growth stage private equity investment in two rapidly expanding sectors in India - Education & Healthcare.

Deal Value

NA

Synergy Benefits

It is a strategic investment.

Asian Paints acquires 51% stake in kitchen components maker Sleek Group

Deal Participant – Acquirer

Asian Paints is an Indian chemicals company headquartered in Mumbai, India. It manufactures a wide range of paints for decorative and industrial use. Asian Paints is India's largest paint company and Asia's third largest paint company, with a turnover of Rs 96.32 billion.

Deal Participant – Target

Sleek Group is into the business of manufacturing, selling and distributing kitchens, kitchen components including wire baskets, cabinets, appliances and accessories, with a pan India presence. It has a retail network of more than 30 showrooms including shop-in-shops and a network of over 250 dealers.

Deal Value

NA

Synergy Benefits

This acquisition will offer significant opportunities and synergy for Asian Paints.

MERGERS & ACQUISITIONS UPDATE

Bureau Veritas Acquires Sievert Group

Deal Participant – Acquirer

Created in 1828, Bureau Veritas is a global leader in Testing, Inspection and Certification (TIC), delivering high quality services to help clients meet the growing challenges of quality, safety, environmental protection and social responsibility.

Deal Participant – Target

Sievert, established in 1986 and based in Mumbai, is specialized in conventional and advanced non-destructive testing services. Its facilities comprise of X- and Gamma ray radiographic testing, to ultrasonic testing, corrosion mapping and remote video inspection.

Deal Value

NA

Synergy Benefits

The acquisition would increase Bureau Veritas' technical capabilities in advanced non-destructive testing and reinforce its footprint in India and the Middle East.

AGC Networks Acquires Business Of Transcend United Technologies

Deal Participant – Acquirer

AGC Networks Limited (AGC) was incorporated in the year 1986 and is an enterprise communication provider and solution integrator, delivering customized communication solutions for organizations. The solution portfolio covers Electronic Private Automatic Branch Exchange (EPABX) and Key Telephone Systems, Multimedia Contact Centre and CRM Solutions, Multi-Conferencing Solution for audio and video, Multi service Data Networking and Unified Messaging Solutions.

Deal Participant – Target

Transcend United is a global IT systems integration and managed services firm, simplifying communications infrastructures so companies for changing business needs. It is a solution provider and technology integrator focused on unified communications, data centre infrastructure and managed services.

Deal Value

NA

Synergy Benefits

This acquisition will offer AGC Networks a wide footprint in North America in line with the company's strategy for globalization.

Reliance Big Entertainment Acquires Overseas Gaming Firms

Deal Participant – Acquirer

Reliance Big Entertainment is a wholly owned subsidiary of the Reliance Anil Dhirubhai Ambani Group handling its media and entertainment business, across content and distribution platforms. The key content initiative are across Movies, Music, Sports, Gaming, Internet & mobile portals, leading to direct opportunities in delivery across the emerging digital distribution platforms: digital cinema, IPTV, DTH and Mobile TV.

Deal Participant – Target

Funnel develops, publish, channel, and market web games and mobile applications all across Asia. Funnel brings online contents into/from Japan, Korea, and China into/from South East Asia and revitalizes the internet industry in Asia by encouraging more people to touch their entertainment contents.

Deal Value

NA

Synergy Benefits

These acquisitions are the strategic step towards global expansion and entry into the key gaming destinations in the world – Japan and Korea.

Publicis Groupe Acquires Digital Marketing Agency – Convonix

Deal Participant – Acquirer

Publicis Groupe is a French multinational advertising and public relations company, headquartered in Paris, France. It is one of the world's three largest advertising holding companies. Publicis Groupe S.A. provides digital and traditional advertising, media services, and specialized agencies and marketing services (SAMS) to national and multinational clients.

Deal Participant – Target

Founded in 2003 by Vishal Sampat, Sarfaraz Khimani and Pallav Jain, Convonix is a digital consulting firm that helps companies in India and overseas draw and implements digital strategies spanning search engine optimization, search engine marketing, social media marketing, online reputation management, web analytics and conversion rate improvement.

Deal Value

NA

Synergy Benefits

The acquisition of Convonix is strategic step by Publicis to expand its operations across India, doubling its size in India between 2010 and 2015.

ValueFirst Digital Buys clk2c.com

Deal Participant – Acquirer

Founded in 2003 by Vishwadeep Bajaj, ValueFirst Messaging is an enterprise mobility and communication services company. It has an SMS advertising network SpotOn Media, SMS content publishing venture SmsMeOn, and content alerts Alertrix.

Deal Participant – Target

Clk2c.com, a unit of Samadhan Systems, offers personalized video mobile messaging and advertising solutions for enterprises and individual consumers. The platform allows brands to send their audio-video commercials and even power point presentations to the mobile handset of the target group.

Deal Value

NA

Synergy Benefits

The acquisition will enable ValueFirst to execute media campaigns on its opt-in consumer base of more than 25 Mn.

Aurizon Acquires Majority Stake in GVK Hancock's Rail and Port Project

Deal Participant – Acquirer

Aurizon is the largest Australian rail freight company with services operating across five states. Aurizon transport more than 250 Mn tonnes of freight, including coal, iron-ore, other minerals, agricultural products and general freights. The company also operates and manages the 2,670 km Central Queensland Coal Network that links mines to port at Bowen.

Deal Participant – Target

GVK is a leading Indian conglomerate with presence across energy, resources, airports, transportation, hospitality and life sciences sectors. Hancock Coal Pty Ltd is owned by GVK and Hancock Prospecting Pty Ltd. Hancock Prospecting Pty Ltd (HPPL) is a diversified Australian energy and resources company, with a strong record of pioneering the economic development of regional Australia.

Deal Value

NA

Synergy Benefits

The development of the rail and port infrastructure will unlock the Galilee Basin and see the development of Alpha, Kevin's Corner and Alpha West, creating one of the largest integrated coal development projects globally.

IITL Acquires Pantaloon's Stake In Future Generali

Deal Participant – Acquirer

Industrial Investment Trust Limited (IITL), promoted in 1933 as an investment company. IITL is in the insurance broking business with 14 branches and 250 employees. IITL sought to provide its shareholders an expert advice on investment portfolio.

Deal Participant – Target

Future Generali is a joint venture between the India-based Future Group and the Italy-based Generali Group. Future Generali is present in India in both the Life and Non-Life businesses as Future Generali India Life Insurance Co. Ltd. and Future Generali India Insurance Co. Ltd.

Deal Value

NA

Synergy Benefits

The move is in line with Future Group's strategy to exit non-core investments and is aimed at deleveraging and further strengthening the balance sheet of the company.

BookMyShow Owner Bigtree Ent. Acquires Ticketgreen.com

Deal Participant – Acquirer

Established in 1999, BigTree Entertainment is an entertainment ticketing company. Besides ticket booking, it is also involved in software sales and support, ticketing services, box office tracking and analysis.

Deal Participant – Target

Ticketgreen.com (the flagship brand of Ticketgreen Solutions Pvt Ltd) currently provides you with comprehensive information about entertainment opportunities in & around your city and facilitates booking tickets to let you make full use of that information.

Deal Value

NA

Synergy Benefits

Bigtree will be benefited of this deal by having access to partnerships with more than 100 regional cinemas that Ticketgreen had tied up with in the southern states.

IPG Mediabrands Acquires Interactive Avenues

Deal Participant – Acquirer

Interpublic Group based out of New York is the fourth largest advertising network providing a total spectrum of marketing disciplines and specialties, from public relations and consumer advertising, to mobile and search engine marketing.

Deal Participant – Target

Launched in 2006, Sequoia backed Interactive Avenues is a digital marketing agency doing online media buying, planning, creative work, search analytics and mobile marketing. It has offices in Mumbai, Delhi and Bangalore, with a little over 150 people in these locations.

Deal Value

NA

Synergy Benefits

The deal would help Mediabrands leapfrog to the next level with its strong growth plans.

Azim Premji Backed Retailer Fabindia Acquires Stake in Organic India

Deal Participant – Acquirer

Fabindia is India's largest private platform for products that are made from traditional techniques, skills and hand-based processes. Fabindia links over 80,000 craft based rural producers to modern urban markets, thereby creating a base for skilled, sustainable rural employment, and preserving India's traditional handicrafts in the process.

Deal Participant – Target

Organic India was founded in 1997 in Lucknow. It now works with a few thousand marginal farmers covering around 2.4 Mn hectares in U.P, Andhra Pradesh and Rajasthan that grows tulsii, fruits and veggies, spices, herbs and other allied products that go into making herbal supplements, medicines, spices and oils and other food products.

Deal Value

₹ 15 Cr

Synergy Benefits

This acquisition is a part of growth strategy and Fabindia's organic division would merge with Organic India.

BS Enviro Acquires Majority Stake in Skywater India

Deal Participant – Acquirer

Incorporated in 2004 as a tower manufacturer, BS Limited is engaged in diversified businesses like Turnkey Service, EPC, Managed Services, Technology Solutions, Renewable Energy and Mineral Resources. Headquartered in Hyderabad, BS Limited has 8 regional offices to service all the 23 telecom circles in India.

Deal Participant – Target

Skywater is a part of New York-based private investment fund Harbinger Capital Partners, has its research and development (R&D) facility and a manufacturing plant with an installed capacity to churn out 200 units of air-to-water generators a month in Hyderabad. The company's technology was invented and patented in the US and is being marketed globally.

Deal Value

NA

Synergy Benefits

The acquisition enables BS Limited to enter into water management business.

Info Edge Acquires MakeSense Technologies

Deal Participant – Acquirer

Founded in 1995, Info Edge (India) Limited is India's premier on-line classifieds company in recruitment, matrimony, real estate, education and related services.

Deal Participant – Target

Founded by Vivek Arya, Anand Ramchandran and Sumit Kundu, MakeSense Technologies has developed proprietary software for semantic search which will augment search capabilities for both recruiters & job seekers, principally on www.naukri.com.

Deal Value

₹ 8 Cr

Synergy Benefits

The acquisition will significantly benefit Info Edge and especially Naukri as the technological expertise and experience of the MakeSense team will help to introduce new features for our recruitment business.

Varroc Group Acquires Visteon's Stake in Chinese JV

Deal Participant – Acquirer

Varroc is one of the most diversified suppliers in the Indian auto component industry. Varroc Group is a Full Service Supplier of Plastic Moulded Modules, Engine Valves, Machined Forgings, Exterior Lighting and Auto Electrical Systems with unparalleled manufacturing reach and ability.

Deal Participant – Target

Visteon Tyc Auto Lamps Co., Ltd. was a 50:50 JV between TYC Brother Industrial Co. and Visteon Corp.

Deal Value

\$ 20 Mn

Synergy Benefits

With this deal, Varroc completes an important step in its strategic plan to focus on core businesses and expand footprint into China which is the world's largest automotive market.

Facor Alloys Acquires Stake in Dutch Firm - Dillenburg Bergen NH Realty

Deal Participant – Acquirer

Incorporated in 1955, Facor Alloys is a producer and exporters of Ferro Alloys, an essential ingredient for manufacture of Steel and Stainless Steel. It exports to several countries like Korea, Japan, Italy, Netherlands, USA, Turkey, China and Taiwan.

Deal Participant – Target

Dillenburg Bergen NH Realty has a wholly-owned subsidiary by name Cati Madencilik Ithalat ve Ihracat A.S. in Turkey, which is having a Chrome Ore Mining area of 572 ha and exploration licence for an area of 26 ha in Kayseri, Turkey.

Deal Value

\$ 10 Mn

Synergy Benefits

The acquisition is a part of company's growth and expansion strategy.

Belgian Firm Aliaxis Acquires Major Stake in Ashirvad Pipes

Deal Participant – Acquirer

The Aliaxis Group is a leading global manufacturer and distributor of primarily plastic fluid handling systems used in residential and commercial construction, as well as in industrial and public infrastructure applications.

Deal Participant – Target

Ashirvad Pipes Pvt. Ltd., Bangalore is the pioneer to design, develop and manufacture uPVC riser/drop/column pipes that are being successfully used in the erection of Submersible borehole pumps up to depth of 1000 feet.

Deal Value

NA

Synergy Benefits

With this acquisition Ashirvad Pipes will be able to move to the next level in terms of range of quality products and technologies, building upon the world class manufacturing experience of Aliaxis. It is a strategic plan to expand in India for Aliaxis.

Mylan Acquires Agila Specialities from Strides Arcolab

Deal Participant – Acquirer

Mylan is one of the world's leading generics and specialty pharmaceutical companies, providing products to customers in approximately 150 countries and territories. The company maintains one of the industry's broadest and highest quality product portfolios, which is regularly bolstered by an innovative and robust product pipeline.

Deal Participant – Target

Agila, which makes and sells anti-infective injectables with a market presence in the US and parts of Europe, is currently the core business unit of Strides.

Deal Value

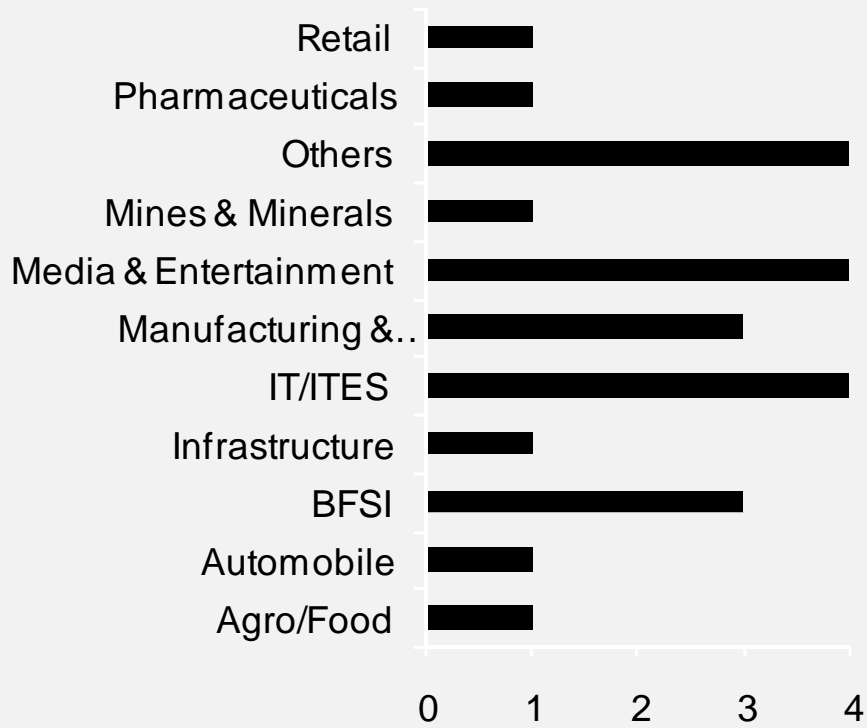
₹ 10000 Cr

Synergy Benefits

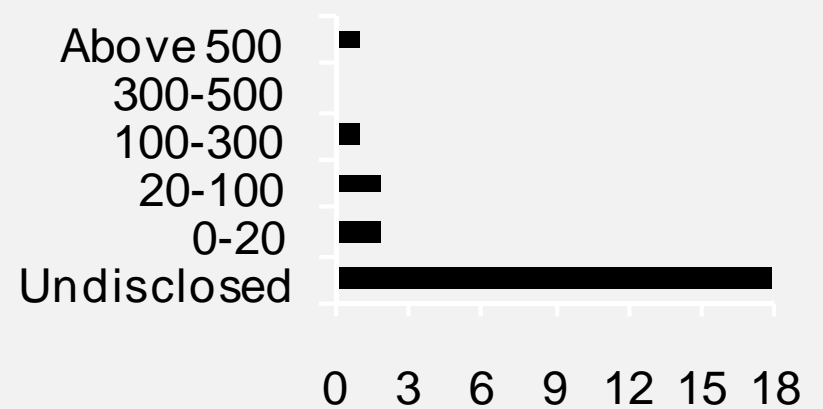
With the deal, Mylan will have a combined portfolio of more than 700 marketed injectable and a global pipeline of more than 350 injectable products pending approval.

SUMMARY OF MERGERS & ACQUISITIONS UPDATE

No. of M&A deals by sector



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



PE/VC UPDATE



PE/VC UPDATE FOR MARCH 2013

Investor Fund	Target	Sector	Stake	Size
Motilal Oswal	Intec Capital	BFSI	NA	NA
Angel Investors	Ladyblush	Retail	NA	NA
Clearstone Venture Partners	Games2Win	IT/ITES	NA	\$2 Mn
GSF India & Insitor Fund	Biosense Technologies	Healthcare	NA	₹ 2.7 Cr
Intel Capital & Sequoia Capital	Healthkart	Healthcare	NA	\$ 14 Mn
Motilal Oswal	Magicrete Building Solutions	Manufacturing & Engineering	NA	₹ 35 Cr
Omidyar Network	iMerit Technology	IT/ITES	NA	NA
Sequoia Capital	Stovekraft	Others	13%	₹ 120 Cr
Nadir Godrej	LocalCircles	IT/ITES	NA	NA
Blume Ventures and Others	SkoolShop.com	IT/ITES	NA	NA
Helion Venture Partners & Nexus Venture Partners	Shopclues.com	Retail	NA	₹ 54 Cr
Indian Angel Network	Rank Junction.com	Education	NA	NA
Nadathur Group	Insight Engineering	Manufacturing & Engineering	NA	NA
Temasek	Healthcare Global Enterprises	Healthcare	NA	₹ 140 Cr
Safa Rashtchy & Others	InvestmentYogi	BFSI	NA	NA
Tata Capital Financial Services	McNally Bharat	Manufacturing & Engineering	NA	₹ 40 Cr
Rajesh Sawhney & Mukul Singhal	Playcez	IT/ITES	NA	NA
Creation Investments & Incofin Investment Management	Grameen Koota	BFSI	NA	₹ 53.20 Cr
IIM-A, IXORA Ventures & Others	Alma Connect	IT/ITES	NA	₹ 1.35 Cr
Frontier & Incofin Rural Impulse Fund	Fusion Microfinance	BFSI	NA	₹ 25 Cr

Motilal Oswal Invests In Intec Capital

Deal Participant – Investor Fund

Motilal Oswal Financial Services Ltd. is a diversified financial services firm offering a range of financial products and services such as Wealth Management, Retail Broking and Distribution, Institutional Broking, Asset Management, Private Equity, Investment Banking, Commodity Broking and Principal Strategies.

Deal Participant – Target

Started in 1990, Intec Capital is a financing firm for the SMEs. Its offerings range from asset finance, working capital finance to corporate advisory services and also insurance products and services including individual life and health insurance, wealth management, and group retirement services and benefits.

Deal Value

NA

Ladyblush Secures Angel Investment

Deal Participant – Investor Fund

Angel Investors

Deal Participant – Target

Ladyblush is based in Gurgian and it was founded in 2012 by Rahul Sethi, Nagarjun Shrivastava and Suneet Manchanda. It offers 15,000 products and around 500 brands and is shipping products in various states including Haryana, Gujarat, Punjab, West Bengal, Madhya Pradesh, etc.

Deal Value

NA

Clearstone Venture Partners Infuses another Round in Games2Win

Deal Participant – Investor Fund

Clearstone Venture Partners is an early stage venture capital firm focused on IT investing with offices in Santa Monica, CA, Palo Alto, CA, and Mumbai, India. Clearstone has been one of the most active firms in Southern California and has helped launch many successful start-ups.

Deal Participant – Target

Games2Win was co-founded by serial entrepreneur Alok Kejriwal and Mahesh Khambadkone, a gaming technocrat. It owns and operates its own game development studio and serves over 20 Mn users each month through its 600+ flash games available across the web and mobile devices, its own in-game ads network and its newly launched social platform for mobile applications and web games.

Deal Value

\$2 Mn

GSF India and Insitor Fund Invest In Low Cost Med-Equipment Maker, Biosense

Deal Participant – Investor Fund

GSF India and Insitor Fund

Deal Participant – Target

Biosense Technologies is the low cost medical equipment maker. Co-founded by Myshkin Ingawale and three other members, Biosense Technologies was part of the first batch of the Global Super Angels Forum.

Deal Value

₹ 2.7 Cr

Intel, Sequoia Capital Invest in Healthkart

Deal Participant – Investor Fund

Intel Capital, Intel's global investment organization, makes equity investments in innovative technology start-ups and companies worldwide. Intel Capital invests in a broad range of companies offering hardware, software, and services targeting enterprise, home, mobility, health, consumer Internet, semiconductor manufacturing and cleantech.

Sequoia Capital is an American venture capital firm located in United States. Sequoia's diverse portfolio includes companies in energy, financial, health care, mobile and technology sectors.

Deal Participant – Target

Founded in 2011 by Prashant Tandon and Sameer Maheshwari, Healthkart is an online consumer wellness store. It provides products for diabetes, body building supplements, home medical and baby products, elderly care, nutrition, personal care, chronic care, vision care and skin care.

Deal Value

\$ 14 Mn

Motilal Oswal Invests In Magicrete Building Solutions

Deal Participant – Investor Fund

Motilal Oswal Financial Services Ltd. is a diversified financial services firm offering a range of financial products and services such as Wealth Management, Retail Broking and Distribution, Institutional Broking, Asset Management, Private Equity, Investment Banking, Commodity Broking and Principal Strategies.

Deal Participant – Target

Incorporated in April 2008, Magicrete Building Solutions is engaged in the manufacturing and marketing of Autoclaved Aerated Blocks (AAC). The company's manufacturing facility is located at Navsari (Gujarat) and has a capacity of 3,60,000 cubic metres.

Deal Value

₹ 35 Cr

iMerit Technology Raises Funds From Omidyar Network

Deal Participant – Investor Fund

Omidyar Network is a philanthropic investment firm dedicated to harnessing the power of markets to create opportunity for people to improve their lives. Omidyar Network is committed to creating opportunity for people to improve their lives and make powerful, lasting contributions to their communities.

Deal Participant – Target

iMerit is a globally networked outsourcing IT enabled service company which offers customers highly efficient and customized business process solutions to enhance their productivity and growth.

Deal Value

NA

Sequoia Capital Ups Stake In Stovekraft

Deal Participant – Investor Fund

Sequoia Capital is an American venture capital firm located in United States. Sequoia's diverse portfolio includes companies in energy, financial, health care, mobile and technology sectors.

Deal Participant – Target

Incorporated in 1999 by Rajendra Gandhi, Stovekraft is engaged in the manufacture and sale of a wide range of kitchen appliances. The company is largely concentrated within Southern India and has a wide presence in Karnataka.

Deal Value

₹ 120 Cr

Nadir Godrej Invests In LocalCircles

Deal Participant – Investor Fund

Nadir Godrej is the Managing Director of Godrej Industries and Chairman, Godrej Agrovet. He is also a Director of numerous firms including Godrej & Boyce, Godrej Foods and Godrej Consumer Products. A veteran of Indian industry, Nadir has played an important role in developing the animal feed, agricultural input and chemicals businesses owned by Godrej.

Deal Participant – Target

Founded by 2012 by Sachin Taparia, Mukesh Gupta, LocalCircles is a local social network for daily life, allow citizens to connect with all of their local communities in one place, easily find credible local information and seek emergency assistance from their local communities.

Deal Value

NA

SkoolShop.com Raises Investment from Blume Ventures and Others

Deal Participant – Investor Fund

Founded by Satya Raghavan and Anusha Mahalingam, SkoolShop.com is a portal that provides products related to School and Education operating on both, B2B and B2C models. The company has more than 50,000 SKU's ranging from stationary to uniforms to educational tablets, which are sourced from over 300 vendors.

Deal Participant – Target

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.

Other Investors were Sunil Kalra, Srikant Shastri, Vikas Choudhury and Puneet Deora.

Deal Value

NA

Shopclues.com Raises Investment from Helion, Nexus

Deal Participant – Investor Fund

Helion Venture Partners is an early to mid-stage, India-focused venture fund, investing in high growth technology powered businesses and consumer services. Nexus Venture Partners is India's leading Venture Capital fund. It invests in early and early growth stage companies across sectors in India and US.

Deal Participant – Target

Founded by Sandeep Agarwal in 2011, Shopclue offers close to 200,000 products with over 5,000 sellers across India. It has 200 employees in India and is based out of Gurgaon, New Delhi, Mumbai and Vadodara.

Deal Value

₹ 54 Cr

Nadathur Group Acquires Insight Engineering

Deal Participant – Investor Fund

Founded by N S Raghavan, Nadathur Investments manages \$600 Mn investment portfolio spread across multiple asset classes and investment life cycles - from angel and venture funds to PE, public equity and debt.

Deal Participant – Target

Incorporated in 1977, Insight Engineering Systems has varied experience in planning, design, manufacture commissioning, and managing of projects in Industrial cleaning, Electroplating and Material handling systems.

Deal Value

NA

InvestmentYogi Raises Angel Investment

Deal Participant – Investor Fund

InvestmentYogi, is a leading Indian personal finance portal that helps middle class Indians save more and make smarter investment decisions. The portal showcases more than 500 articles covering various aspects of personal finance and financial planning including investment planning, IT return filing and Ask the Expert services.

Deal Participant – Target

Founded in 2008 by Mamtha Banerjee, InvestmentYogi FinAdvisory Services is a personal finance portal that helps Indians manage their investments, taxes and finances by providing high quality content and tools including online financial planning, online tax preparation, e-filing of taxes, online budgeting and mutual fund research.

Deal Value

NA

GSF Accelerator Incubated Playcez Gets Seed Funded By Rajesh Sawhney, Mukul Singhal

Deal Participant – Investor Fund

Rajesh Sawhney is the founder of GSF Superangels of India network and the host of Global Superangels Forum (GSF). He is also the co-host and curator of Founders Forum India.

Mukul Singhal joined SAIF in 2010 and is currently the Vice President. Mukul is a TiE Charter Member and actively participates in the Indian entrepreneurial ecosystem. His primary area of focus is early stage investments.

Deal Participant – Target

Playcez is a visual recommendation engine helping users discover the best places to eat, shop and hang out. It does this by giving suggestions about the best places to go based on likes and recommendations from people in the users' social circle.

Deal Value

NA

RankJunction Receives Investment from IAN

Deal Participant – Investor Fund

Started in April 2006, the Indian Angel Network is a unique concept which brings together highly successful entrepreneurs and CEOs from India and around the world who are interested in investing in startup / early stage ventures which have the potential of creating disproportionate value.

Deal Participant – Target

Founded in 2011 by Sameer and Rashmi Gautam, Rank Junction.com is a testing platform for candidates of a prospective exam to come together at prescheduled time, take the test and get their ranks in advance.

Deal Value

NA

Temasek Invests In Premji Backed Healthcare Global Enterprises (HCG)

Deal Participant – Investor Fund

Incorporated in 1974, Temasek is an investment company based in Singapore. Supported by 11 affiliates and offices in Asia and Latin America, Temasek owns a S\$198 billion portfolio as at 31 March 2012, mainly in Singapore, Asia and growth markets.

Deal Participant – Target

Founded in 1989, Bangalore-based HCG owns and manages a network of cancer treatment centers in India. It focuses on cancer care, diagnostics, imaging, research, and clinical trials services. It has more than 23 cancer centers across India and in Africa providing cancer care treatment, imaging, laboratory services, clinical trials and research services.

Deal Value

₹ 140 Cr

McNally Bharat Raises Funds from Tata Capital

Deal Participant – Investor Fund

Tata Capital Financial Services is a subsidiary of Tata Capital Limited, the company together with its subsidiaries, provides financial services to retail, corporate, and institutional customers.

Deal Participant – Target

Incorporated in 1961 and a part of Williamson Magor Group, MBEL is engaged in providing turnkey solutions in the areas of Power, Steel, Aluminium, Material Handling, Mineral Beneficiation, Pyroprocessing, Pneumatic Handling of powdered materials including fly ash handling and high concentrate disposal, coal washing, port cranes, civic and industrial water supply etc.

Deal Value

₹ 40 Cr

Grameen Koota Raises Third Round Of PE Investment

Deal Participant – Investor Fund

Grameen Koota is the microfinance programme of the T Muniswamappa Trust headquartered on the outskirts of Bangalore, in India. Grameen Koota (GK) was visualized in December 1996, based on the book Give Us Credit by Alex Counts, which gives an account of the impact of micro-credit on the lives of the poor in Bangladesh.

Deal Participant – Target

Creation Investments is an alternative investment management company committed to fighting global poverty through direct, for-profit investments in businesses which promote economic development.

Incofin Investment Management (Incofin IM) manages funds that invest in microfinance institutions (MFIs) in developing countries.

MicroVentures is an investment bank for startups. It conducts due diligence on startups and then if approved help them raise capital from angel investors.

Deal Value

₹ 53.20 Cr

Alma Connect Receives Angel Funds from CIIE - IIM-A, IXORA Ventures and Others

Deal Participant – Investor Fund

IIM Ahmedabad's Centre for Innovation Incubation and Entrepreneurship (CIIE) fosters innovation driven entrepreneurship in India through incubation, investment and training.

Ixora is primarily focused on seed and early stage companies across multiple high growth sectors.

Deal Participant – Target

Founded by Swapnil Khandelwal and Rubish Gupta, Alma Connect connects alumni & institutes through its research based platform that brings institute, alumni, students and faculty on the same platform and drives them into a mutually beneficial ecosystem.

Deal Value

₹ 1.35 Cr

Frontier, Incofin Rural Impulse Fund Invest In Fusion Microfinance

Deal Participant – Investor Fund

The NMI is an innovative strategic partnership between the Norwegian public and private sectors that will invest in microfinance institutions (MFIs) in developing countries and provide professional assistance and technical support for these institutions.

Incofin Investment Management is a specialized fund management company with more than 10 years of experience in microfinance and currently more than 350 Mn euro assets under management.

Deal Participant – Target

Founded in 2010 by Devesh Sachdev, Ashish Tewari and Ankur Singhal and headquartered in New Delhi, Fusion MFI focus on rural microfinance and operations in the less penetrated North Central part of India namely Uttar Pradesh, Madhya Pradesh, Uttarakhand and Delhi. Fusions main product is the Group Loan product based on Grameen-JLG model.

Deal Value

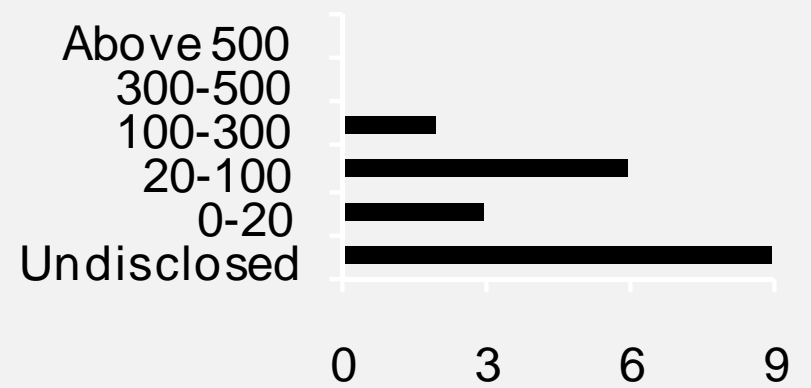
₹ 25 Cr

SUMMARY OF PE / VC UPDATE

No. of PE/VC deals by sector



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



REAL ESTATE UPDATE



Blackstone Invests In Pune SEZ

Deal Participant – Investor Fund

Blackstone is a premier global investment and advisory firm that strives to provide solutions that create lasting value for our investors, the companies in which we invest and society at large.

Deal Participant – Target

The SEZ, Eon Free Zone was developed by Panchshil Realty and Ireo Management duo. Panchshil had bought half of the stake in the project from Ireo last year for R30 Cr. It is a SEZ for IT firms and ITES and has a built up area of around 4.5 Mn sq.ft.

Deal Value

₹ 450 Cr

Angel Backed Housing.co.in Raises Second Round

Deal Participant – Investor Fund

Haresh Chawla is Managing Partner at India Value Fund Advisors.

Deal Participant – Target

Started by 12 IIT B alumnus, Housing.co.in is a location based listing of property available for rent that has a mobile website, an Android app, an iPhone app and a desktop website. Currently the company is operational in Mumbai and its suburbs including Navi Mumbai.

Deal Value

NA

IDFC Alternatives Acquires Stake in Pune SEZ

Deal Participant – Investor Fund

IDFC Alternatives is the Alternative Asset Management vertical at IDFC. IDFC Alternatives has an established multi-asset class platform comprising three asset classes i.e. Private Equity, Infrastructure and Real Estate. The three distinct asset classes offer a range of risk return profiles to our investors.

Deal Participant – Target

The Hinjewadi SEZ, belonging to Pune's local developer Paranjape Schemes (Construction) Ltd., houses IT and ITeS firms and luxury residential space.

Deal Value

₹ 250 Cr

Mahindra Lifespace Acquires Partner Arch Capital in Chennai Project

Deal Participant – Investor Fund

Mahindra Lifespaces specializes in real estate development and is an integral part of the Mahindra Group. Mahindra Lifespaces, as the name signifies creates spaces for healthy living, focussing on quality and true value offerings to customers.

Deal Participant – Target

Arch Capital Group Ltd. (Arch Capital), a Bermuda public limited liability company, writes insurance and reinsurance on a worldwide basis through operations in Bermuda, the United States, Europe and Canada, with a focus on specialty lines.

Deal Value

NA

Pragnya Advisors Buys Stake in Habitat's Bangalore Project, Invests in Sri Lanka

Deal Participant – Investor Fund

Pragnya, operating since 2005-06, acts as advisors to global PE funds and investors looking for real estate investment opportunities in India and Sri Lanka. It is a notable outlier to other bigger investors as it makes small ticket investments.

Deal Participant – Target

Habitat Ventures is a Professional Real Estate Development Company with expertise in conceptualizing, building & operating innovative high quality real estate developments in Southern India. Team Habitat Ventures is highly experienced in all aspects of real estate development.

Another investment in an office space development in Colombo, Sri Lanka.

Deal Value

₹ 55 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

Real Estate Advisory Services

Financial Modelling, Highest & Best Use Studies

Opportunity Investigation

Business Plan Formulation & Feasibility Studies

Investment Related Due-Diligence Exercises

Location / Entry Strategies

Market Research Exercises

Institutional Broking & Transaction Management

Institutional Broking- Sale-Purchase, Leasing & Marketing Services

Transaction Management

Infrastructure Advisory

Identification and Analysis of Potential Opportunities

Partner Identification - Joint Venture, Public Private Partnership

Bid Advisory and Bid Process Management

Preparation of Information Memorandums

Preparation of Detailed Project Reports

Project Appraisal and Monitoring

Independent Review & Assurance – Lender's & Investor's Engineer



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