

# INDIA DEALS SNAPSHOT MAY – JULY, 2014



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# MERGER & ACQUISITION UPDATE



# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE FOR MAY 2014

Acquirer	Target	Sector	Stake	Cr.
Capiflex	EquityPandit	Others	N. A.	N. A.
Bharti Softbank (BSB)	Y2CF Digital Media	Others	N. A.	N. A.
Ebix	HealthcareMagic	Healthcare	N. A.	₹ 112.85 Cr
SKS Trust	Outreach Financial Services	Others	70%	N. A.
Motherson Sumi System	Stoneridge	Manufacturing		₹ 400.77 Cr
McNally Bharat Engineering Company Ltd. (MBE)	Undisclosed	Manufacturing & Engineering	N. A.	₹ 12 Cr
UST Global	Kanchi Technologies	Others	N. A.	N. A.
Epicurean	Nalasaappakadai	Hotels & Hospitality	51%	N. A.
Pubmatic	Mocean Mobile	Others	N. A.	N. A.
Times Internet	CouponDunia	Others	N. A.	N. A.
Cancer Genetics, Inc.(CGI)	BioServe-India	Healthcare	N. A.	₹ 11.59 Cr
Mastercard	Electracard	IT/ITES	N. A.	N. A.
Adani Port & SEZ	Dhamra Port	Others	100%	Rs. 5500 Cr.
Starwatch	Talenthouse	Media & Entertainment	N. A.	N. A.
Tata Global Beverages	Bronski Eleven	Food & Beverages	N. A.	N. A.
EID Parry	Parry Phytoremedies	Manufacturing	37%	N. A.
Sony Music	Infibeam	Others	26%	N. A.
Emperador	USL	Manufacturing	N. A.	₹ 4446.9 Cr
Kirusa	Cooltook	Others	N. A.	N. A.
Groupe SEB	Maharaja Whiteline	Manufacturing	45%	N. A.
Cipla	Chase Pharma	Pharmaceuticals	15%	₹ 9.15 Cr
Indsur Group	CDA Contracts	Manufacturing & Engineering	N. A.	N. A.
Hopscotch	Skoolshop	Education	N. A.	N. A.
Concept PR	I:Connect	Others	N. A.	N. A.
IndiaBulls AMC	Azure Capital	NBFC	86%	N. A.
PegaSystems	Meshlabs	Others	N. A.	N. A.
Edelweiss	Forefront	NBFC	N. A.	N. A.
Shasun	ScolrPharma	Pharmaceuticals	N. A.	N. A.
Embassy, Blackstone	Vrindavan Techvillage	Others	N. A.	₹ 1976.4 Cr
Diadeis	Alia Creative	Media & Entertainment	N. A.	N. A.
Godrej & Boyce	Somany Foam	Manufacturing	N. A.	N. A.

# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE FOR JUNE 2014

Acquirer	Target	Sector	Stake	Cr.
TUI Travel	Le Passage	Others	N. A.	N. A.
Emami Limited	She comfort	Manufacturing	N. A.	N. A.
Mahindra Holidays & Resorts India Ltd	Undisclosed	Hotel & Hospitality	100%	N. A.
Cipla Limited	Undisclosed	Pharmaceuticals	60%	₹ 840 Cr
Moody's	Public shareholders	NBFC	22%	₹ 525.82 Cr
Future Consumer Enterprises Ltd	Sarjena Foods Pvt. Ltd	FMCG	35%	N. A.
Future Lifestyle Fashions Limited	Unico Retail	Others	12%	N. A.
CITEC	Cargotec	Others	N. A.	N. A.
My Mobile Payments	OSS Technologies Private Limited	IT/ITES	N. A.	N. A.
L&T Technology Services	Thales India Pvt. Ltd	IT/ITES	N. A.	N. A.
Ceratizit	GW Precision Tools	Others	25%	N. A.
Broadcom	Ittiam Systems Private Limited	IT/ITES	N. A.	N. A.
Eros International	Techzone	Media & Entertainment	N. A.	N. A.
The IKYA Group	Hofincons	Others	N. A.	N. A.
WPP plc	Temple Advertising	Others	N. A.	N. A.
Ezetap	Clinknow	IT/ITES	N. A.	N. A.
IL&FS Transportation Networks Limited	Srinagar Sonmarg Tunnelway Limited	NBFC	45%	N. A.
The Varkeys Group	International Horizons College	Education	N. A.	N. A.
Homair	Cox & Kings	Others	N. A.	₹ 883 Cr
en-japan inc	New Era	Others	60%	₹ 345 Cr

# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE FOR JULY 2014

Acquirer	Target	Sector	Stake	Cr.
Zomato	Menu Mania Ltd.	Hotel & Hospitality	N. A.	Around ₹ 305 Cr
Mu Sigma	Webfluenz	IT/ITES	N. A.	N. A.
Günther Wirth Hartmetallwerkzeuge Betriebs- GmbH	.W. Precision Tools India Pvt. Ltd	Manufacturing & Engineering	25%	N. A.
Advantage One Human Resourcing	MakeMyJob	Others	N. A.	N. A.
Mahindra Holidays & Resorts India Ltd. (MHRIL)	Holiday Club Resorts Oy	Hotel & Hospitality	N. A.	₹ 730 Cr
Tribune Digital Ventures (TDV)	Whats on India	Media & Entertainment	N. A.	₹ 16200 Cr
EXL	Blue SI	Others	N. A.	N. A.
Carnival Films Private Limited	Housing Development and Infrastructure Limited(HDIL)	Real Estate	N. A.	N. A.
Shapoorji Pallonji & Company Limited	Shipping Corporation of India (SCI)	Shipping & Logistics	N. A.	N. A.
Brightstar Corp	Beetel Teletech Limited	Manufacturing	N. A.	N. A.
Gozoop	iThink Infotech Pvt. Ltd	IT/ITES	N. A.	N. A.
Hind Group	The Indian Hotels Company Limited	Hotel & Hospitality	N. A.	₹ 195.2 Cr
Aspire Systems, Inc.	SRA SYSTEMS	IT/ITES	N. A.	N. A.
Mahindra Holidays & Resorts India Ltd. (MHRIL),	Citigroup Global Markets Luxembourg S.a.r.l.	Hotel & Hospitality	100%	N. A.
Anil Life Sciences Limited	Siddhi Vinayak Agro Industries Private Limited	Manufacturing	N. A.	₹ 460 Mn
Sun Pharmaceutical Industries Limited	Pharmalucence Inc	Pharmaceuticals	N. A.	N. A.
India Webportal Pvt. Ltd.	Brown Paper Bag	Others	N. A.	N. A.
Sembcorp Industries Ltd.	Thermal Powertech Corporation India Ltd	Pharmaceuticals	N. A.	₹ 40000 Cr
Synchronoss Technologies	Voxmobili S. A.	Others	N. A.	N. A.
Qliktag Software Inc.	Buzz Factory	Others	N. A.	N. A.
Kochhar & Co.	Legal Matrix	Others	N. A.	N. A.

# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE FOR JULY 2014

Acquirer	Target	Sector	Stake	Cr.
Kochhar & Co.	Legal Matrix	Others	N. A.	N. A.
Strides Arcolab Ltd	Oncobiologics	Healthcare	N. A.	N. A.
EveryMedia	Plus 1 Digita	Others	N. A.	N. A.
Sintex Industries Limited	Groupe Simonin	Manufacturing	100%	₹ 147.62 Cr
Skanray Technologies Private Limited	C.E.I. Compagnia Elettronica Italiana Srl	Manufacturing & Engineering	N. A.	N. A.
Dentsu Aegis Network Ltd.	Milestone Brandcom	Others	N. A.	N. A.
Biz TV network FZE	Vismayas Max	Media & Entertainment	N. A.	N. A.
Clantha Research	Karmic Lifesciences	Healthcare	N. A.	N. A.
IFCI	Rajasthan Consultancy Organization Limited	Others	N. A.	N. A.

# MERGERS & ACQUISITIONS DEALS

## MAY – JUNE – JULY

### Capiflex Acquires Equity Research Firm EquityPandit

#### Deal Participant – Acquirer

Capiflex Group is one of the fastest growing groups in the field of financial services, Real Estate and Education. Its Group companies are ISO 9001:2008 certified, which itself proves their quality, accuracy, standard and continuous improvement. Capiflex has decades of experience in the field of Financial services, Real Estate and Education. Capiflex has proven track record of multiplying the wealth of its clientele, providing highest quality services and exceptional customer support.

#### Deal Participant – Target

EquityPandit is a leading research and advisory firm in India; it is one of the biggest player with a dominant position in both Institutional and Retail. It specializes in the business of Analysis, Information and Intelligence. The business is supported by an efficient powerful research team. The firm activities are divided across distinct client groups, Individuals, Private Clients, Corporates and Institutions all of which are supported by Powerful research teams.

#### Deal Value

N. A.

#### Synergy Benefits

The acquisition provides Capiflex an access to more than 3200 active customers of EquityPandit and would strengthen its presence pan India and in 32 countries where EquityPandit has its presence.

### Bharti SoftBank buys remaining stake in location-based service Hoppr

#### Deal Participant – Acquirer

Bharti Softbank (BSB), a joint venture between Bharti Enterprises and Japanese Internet firm Softbank Corp that provides a range of services including mobile communications, broadband infrastructure, fixed-line telecommunications, internet culture, and other

#### Deal Participant – Target

Y2CF Digital Media is the developer of Hoppr, a location based check-in service that works across all mobile devices. With Hoppr users can see all loyalty cards, upcoming rewards and visits done in a single place

#### Deal Value

N. A.

#### Synergy Benefits

This acquisition is a part BSB Investment Strategy.

### Ebix Acquires Online Medical Advisory Firm Healthcare Magic

#### Deal Participant – Acquirer

A leading international supplier of on-Demand software and E-commerce services to the insurance industry, Ebix, Inc., provides end to end solutions ranging from infrastructure exchanges, carrier systems, agency systems and BPO services to custom software development for all entities involved in the insurance industry. With more than 35+ offices across United States, Australia, Singapore, New Zealand, Canada, U.K., Brazil and India, Ebix powers multiple exchanges across the world in the field of life, annuity, health, risk management and property & casualty insurance while conducting in-excess of \$100 billion in insurance premiums on its platforms.

#### Deal Participant – Target

Established in 2008, HealthcareMagic is a consumer-driven healthcare platform that connects doctors and patients online. It functions primarily as a marketplace for medical advice and patient doctor engagement. It leverages its fast-growing network of practicing global doctors who supply answers to online patient queries, as well as its international patient traffic who post medical queries that are typically answered within a few hours of posting. Consumers can access the service on per usage or subscription based approach. Its user base spans across the world, with 70% of its users coming from the United States.

#### Deal Value

\$ 18.5 Mn

#### Synergy Benefits

This acquisition would provide an internet (B2C) platform to Ebix to expand its customer base.

### SKS Trust Acquires Outreach Financial Services India

#### Deal Participant – Acquirer

SKS Trust Advisors Private Limited was formerly known as Utthan Trust Advisors Private Limited. The company was incorporated in 2009 and is based in Hyderabad, India.

#### Deal Participant – Target

Outreach Financial Services India (OFS India), a start-up adopting the model of business correspondents partnering with banks to build, manage and service self-help groups on leading Indian lenders' behalf.

#### Deal Value

N. A.

#### Synergy Benefits

This is a strategic investment.

### Motherson Sumi System Buys Stoneridge's Wiring Harness Business

#### Deal Participant – Acquirer

Motherson Sumi Systems Limited (MSSL) is the flagship company of the Samvardhana Motherson Group and was established in 1986. It is a joint venture between Samvardhana Motherson Group and Sumitomo Wiring Systems (Japan). MSSL is a focused, dynamic and progressive company providing customers with innovative and value-added products, services and solutions.

It is listed at the stock exchanges since 1993. The acquisition of mirror business from Visiocrp (now renamed as Samvardhana Motherson Reflectec) and Peguform (now named Samvardhana Motherson Peguform) has helped MSSL evolve as one of the world's leading manufacturers of automotive rear view mirrors and a leading manufacturers of instrument panels, bumpers and door trims in Europe.

#### Deal Participant – Target

Stoneridge manufactures and supplies wire harnesses for the medium- and heavy-duty truck, automotive, agricultural and off-highway vehicle markets. The variability in the wire harness architecture, size, componentry and material content is dependent upon the vehicle system design.

#### Deal Value

\$ 65.7 Mn

#### Synergy Benefits

This acquisition would help in expanding the company's wiring harness business in North America.

### McNally Bharat Divests Stake In German Manufacturing Unit

#### Deal Participant – Acquirer

McNally Bharat Engineering Company Ltd. (MBE) is one of the leading Engineering Companies in India 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, Cement, Oil & Gas, Civic and Industrial Water Supply etc.

#### Deal Participant – Target

Undisclosed

#### Deal Value

₹ 12Cr.

#### Synergy Benefits

This acquisition was done as a part of the Restructuring Exercise.

### UST Global Acquires Engineering Solutions Firm Kanchi Technologies

#### Deal Participant – Acquirer

UST Global provides IT solutions that propel businesses forward, helping CIOs build the future for their organizations. Merging industry-specific expertise with transformative thinking, It delivers market-defining solutions to Global 1000 companies with speed and agility. It is distinguished by its community of collaborative innovation, relentless commitment beyond contract, measurable accountability to current and future business outcomes, and an entrepreneurial spirit that fuels transformation. As a trusted partner to clients worldwide, It uses an optimal blend of locally based senior resources and highly accomplished and cost-effective offshore teams. Headquartered in Aliso Viejo, California, It fosters client-specific cutting-edge innovation from its state-of-the-art centers in the United States, the United Kingdom, India, Malaysia, the Philippines, and Mexico.

#### Deal Participant – Target

Founded in 2009, headquartered in USA with operations in Bangalore, India and Milwaukee, USA. The portfolio of solutions executed through Adaptive Global Delivery Model based on experiences from world class organizations enable customers to execute global engineering and manufacturing strategies achieving higher efficiencies in the product realization lifecycle.

#### Deal Value

N. A.

#### Synergy Benefits

This acquisition would help in strengthening the company's engineering services portfolio.

# MERGERS & ACQUISITIONS DEALS

## **Epicurean Buys Multi Cuisine Resto Chain Nalas Aappakadai**

### Deal Participant – Acquirer

Epicurean Events and Services is led by NS Udayakumar who previously ran industrial catering services company, Epicurean Services is Full Service Catering and Event Planning from Intimate Dinners to Premier Galas. Epicurean Services, which was acquired by the Compass Group in 2009 for its India entry and renamed it as Compass India.

### Deal Participant – Target

Nalas Aappakadai is a brand of restaurants that serve high quality multi-cuisine food in India, UAE, France and the United Kingdom. Launched by Annamalai Foods Private Limited, Nalas Aappakadai came into existence in 2007, with the opening of its first restaurant in Velachery Chennai. Nalas' first outlet at Velachery commence on 12th April 2007.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition Uday Kumar aims to expand the Nalas chain to cover tier II cities in Tamil Nadu and have a pan-India presence with outlets in all major cities in the next three-four years with at least 50 outlets and a revenue of over R100 Cr

## **PubMatic Buys Mobile Ad Server Mocean Mobile**

### Deal Participant – Acquirer

Since 2006, PubMatic has been at the forefront of developing innovative technology to help publishers automate the process of evaluating and selling their advertising inventory. PubMatic (www.PubMatic.com) provides a strategic sales platform that gives premium publishers the control to manage revenue and brand strategies in the growing real-time media environment. PubMatic combines some of the industry's most comprehensive brand control tools with a true real-time bidding (RTB) platform. Uniquely, these capabilities are also combined with a complete audience data management suite and open API's that allow publishers to engage with additional advertising technology vendors and data providers. PubMatic is privately held, with eight offices around the world in the U.S., Europe, Asia, and Australia.

### Deal Participant – Target

Mocean Mobile offers publishers, mobile ad networks and app stores an industry-leading, easy-to-use platform to maximize mobile revenue. Its integration with mobile rich media providers allows sales teams to sell cutting-edge, higher CPM mobile advertising campaigns and ad ops teams to traffic and report activity in a matter of clicks.

### Deal Value

N. A.

### Synergy Benefits

Post the deal the combined entity will operate under PubMatic's name with Mocean's entire team of 40 joining the PubMatic's offices in New York and London, bringing the new company's headcount to over 475 employees worldwide.

## **Times Internet Acquires Digital Coupon Marketplace CouponDunia**

### Deal Participant – Acquirer

Since its inception in 1999, Times Internet has been at the cutting edge of digital innovation in India. Times Internet operates a portfolio of web and mobile properties that engage millions of users globally. It the largest Indian online group in India, according to Comscore, with over 37 million monthly visitors. Its portfolio has expanded from Indiatimes.com, a horizontal internet play, to a wide range of online offerings spanning news, MVAS, e-commerce, email, blogs, music, video, and location based services.

### Deal Participant – Target

It is India's most popular coupon code website. It connects online shoppers looking for great deals with merchants who want to acquire new customers and increase their sales. Over 1,000,000 online shoppers visit CouponDunia each month because they provide the most complete and accurate source of discount information in India.

### Deal Value

N. A.

### Synergy Benefits

This is a strategic acquisition.

## **MasterCard Buys Payment Solutions Firm ElectraCard**

### Deal Participant – Acquirer

MasterCard Incorporated or MasterCard Worldwide is an American multinational financial services corporation headquartered in the MasterCard International Global Headquarters, Purchase, New York, United States. The Global Operations Headquarters is located in O'Fallon, Missouri, United States, a suburb of Saint Louis, Missouri. Throughout the world, its principal business is to process payments between the banks of merchants and the card issuing banks or credit unions of the purchasers who use the "MasterCard" brand debit and credit cards to make purchases.

### Deal Participant – Target

Headquartered in Pune and founded in 2006, ElectraCard Services, a subsidiary of Opus Software Solutions is a leading global provider of software solutions and processing services for electronic payment and card systems. It provides end-to-end solutions across the payments industry including banks, financial institutions, retailers, exchange houses and telecoms.

### Deal Value

N. A.

### Synergy Benefits

This acquisition strengthens MasterCards portfolio in the field of issuing processing, acquiring processing and switching solutions in Asia Pacific, Middle East and Africa.

## **US-based Cancer Genetics acquires Ventureast-backed BioServe India**

### Deal Participant – Acquirer

Cancer Genetics, Inc.(CGI) is an emerging leader in DNA-based cancer diagnostics that personalizes the clinical management of difficult-to-diagnose cancers. These cancers include hematological, urogenital and HPV-associated cancers. It's comprehensive range of oncology-focused tests and laboratory services provide critical genomic information to healthcare professionals, cancer centers, and biopharma companies. Through its CLIA certified and CAP accredited state-of-the-art reference lab, Cancer Genetics services some of the most prestigious medical institutions in the world and has strong research collaborations with major cancer centers such as Memorial Sloan-Kettering, The Cleveland Clinic, Mayo Clinic and the National Cancer Institute.

### Deal Participant – Target

Founded in Hyderabad in 2002, BioServe-India was the first company to provide DNA synthesis, DNA sequencing and related services in India. BioServe India brings to Indian scientists, pharmaceutical companies and research institutes a 'Biomaterial to Data' model that offers a full suite of molecular services and research tools to accelerate breakthroughs in genetics, drug discovery, biomarker research, and molecular diagnostics

### Deal Value

\$ 1.9 Mn.

### Synergy Benefits

With BioServe, CGI will become better positioned to increase its global presence in personalised cancer care and further improve outcomes and lower costs for cancer patients.

## **Adani Acquires Dhamra Port**

### Deal Participant – Acquirer

Adani Ports and Special Economic Zone Limited (APSEZ) is India's largest private multi-port operator. It is a part of the Adani Group, a global integrated infrastructure player. The company (earlier known as Mundra Port & Special Economic Zone Ltd) changed its name to "Adani Ports and Special Economic Zone Limited" effective 6 January 2012. While earlier, it had only one operational port at Mundra, today it also operates ports at Dahej and Hazira in India and at Abbot Point in Australia. It is also developing port infrastructure at Mormugao, Visakhapatnam and Kandla in India, Dudgeon Point in Australia and Bunyu in Indonesia

### Deal Participant – Target

The Dhamra Port Company Limited (DPCL) is a 50:50 joint venture between L&T and TATA Steel. It has been entrusted by way of a concession granted by Government of Orissa to build and operate a deep draught, all weather multi user port at Dhamra in Bhadrak district on BOOST (Build, Own, Operate, Share and Transfer) basis.

### Deal Value

₹ 5500 Cr.

### Synergy Benefits

The acquisition of Dhamra port will help the company ramp up its capacity to over 200 million tonne by 2020, making it leader among private sector port operators in the country.

# MERGERS & ACQUISITIONS DEALS

## Germany's StarWatch Leads Investment In Crowdsourcing Platform TalentHouse

### Deal Participant – Acquirer

Starwatch Entertainment is a German Music label founded by ProSiebenSat.1 Media in spring 2005, headquartered in Unterföhring, near Munich. It has expanded its operations from label activities to music cooperation, live-entertainment business, artist management and ticketing. The ticketing-platform Tickethall.de is a subsidiary of Starwatch Entertainment.

### Deal Participant – Target

Talenthouse brings brands together with artists who create content that connects with people. The company's suite of products and services unlock opportunity for artists, major brands and mainstream audiences. A powerful community of Talenthouse ARTISTS retain ownership of their work, earn compensation, and grow their reach.

### Deal Value

N. A.

### Synergy Benefits

The investment provides TalentHouse the access to bigger and better Creative Invites apart from enabling the platform to tap ProSieben's network of leading brands and talent and add to its client representatives

## Tata Global Beverages Buys Australian Coffee Firm Bronski Eleven

### Deal Participant – Acquirer

Tata Global Beverages Ltd. (formerly Tata Tea Ltd.) is an Indian multinational non-alcoholic beverages, headquartered in Kolkata, and a subsidiary of the Tata Group. It is the world's second-largest manufacturer and distributor of tea and a major producer of coffee. Tata Global Beverages markets tea under the major brands Tata Tea, Tetley, Good Earth Teas and JEMČA.

### Deal Participant – Target

Bronski Eleven which is engaged in coffee business under the MAP brand has significant presence in the R&G (Roast & Ground) coffee and in Pods (single service portions) category in Australia.

### Deal Value

N. A.

### Synergy Benefits

The investment is in line with the company's strategic vision to become a leader in the beverage segment in Australia. It also helps Tata Global Beverages to expand its portfolio to include high growth contemporary single serve business in Australia.

## EID Parry India buys out remaining 37% stake in Parry Phytoremedies

### Deal Participant – Acquirer

E.I.D-Parry (India) Limited is part of the Tamil Nadu-based INR 225 Billion Murugappa Group and the largest sugar producer in South India and is one of the top five sugar producers in the country. It is a dominant player in sugar with interests in areas of bio - pesticides and nutraceuticals, is one of the oldest companies in India. It retains a significant presence in the farm inputs business through its subsidiary Coromandel International Ltd. E.I.D-Parry has another subsidiary - Silkroad Sugar Private Limited , which has set up sugar refinery at Kakinada, Andhra Pradesh.

### Deal Participant – Target

Pune-based Parry Phytoremedies Pvt. Ltd. manufactures speciality ingredients, vitamin health supplements, tomato lycopene supplements for nutritional, food and pharmaceutical industry.

### Deal Value

N. A.

### Synergy Benefits

This is a strategic investment.

## Sony Music Picks Up Stake In Infibeam Digital

### Deal Participant – Acquirer

Sony Music Entertainment is a United States Music Corporation owned and operated by Sony Corporation of America, a subsidiary of Japanese conglomerate Sony Corporation, a recorded music company, publishes and maintains a catalog of music labels of local artists and international superstars. It offers various musical genres, including popular, rock, jazz, blues, R&B, folk, country, gospel, Broadway musicals, movie soundtracks, ethnic, world music, classical, comedy, and others.

### Deal Participant – Target

Started in 2007, Infibeam is an e-commerce company headquartered in Ahmedabad. It is an online retailer for books, electronics, and automobiles in India. It has its other offices in Delhi, Mumbai and Bangalore, and has a total of 1300 employees.

### Deal Value

N. A.

### Synergy Benefits

Infibeam would continue to hold a majority stake in the company as Sony would play a strategic role in the company without itself involving in the management of the company.

## USL Sells Whyte & Mackay to Philippines' Emperador

### Deal Participant – Acquirer

Emperador Inc., through its subsidiaries, manufactures, distributes, and bottles brandy and other alcoholic beverages in the Philippines. It offers brandy under the Emperador Brandy, Generoso Brandy, and Emperador Light brand names. It also provides flavored vodka, gin, and tequila beverages under The BaR brand name; and distributes Ernest & Julio Gallo wines and Pik-Nik shoestring-shaped potato snacks.

### Deal Participant – Target

Founded in 1844, based in Glasgow, Whyte and Mackay is a Scottish company producing alcoholic beverages. Since May 2007, Whyte and Mackay has been owned by United Breweries Group, a large Indian conglomerate.

### Deal Value

\$ 729 Mn

### Synergy Benefits

With this acquisition Emperador will be second fastest growing spirits segment in the world next to brandy. It provides the Emperador with Whyte & Mackay's global distribution network spread over 50 countries.

## Kirusa Acquires Mobile Messaging App Developer CoolTok

### Deal Participant – Acquirer

Founded in 2001, Kirusa is one of the leading Mobile Social Media and Value Added Service providers in the world. With its portfolio of mobile services, it is helping people in the emerging markets maximize the value they derive from their cell phones. It is working with more than 30 carriers in Africa, Middle East, South and South East Asia, CALA, and Eastern Europe, and services more than 80 million mobile subscribers every month, who collectively make more than 1.1 billion monthly calls to services offered by Kirusa. The company has a market reach of more than 500 million subscribers.

### Deal Participant – Target

The Cooltok team, based in Bangalore is led by Founder and CEO, Sreenivas Karanam, and has extensively worked on mobile messaging apps for Smartphone platforms.

### Deal Value

N. A.

### Synergy Benefits

It's a strategic acquisition made by Kirusa who had acquired all the technology, workforce, and intellectual property of Cooltok.

# MERGERS & ACQUISITIONS DEALS

## **Groupe SEB Buys Out Maharaja Whiteline**

### Deal Participant – Acquirer

Groupe SEB (Société d'Emboutissage de Bourgogne) is a large French consortium that produces small appliances. Notable brand names associated with Groupe SEB include All-Clad, Krups, Moulinex, Rowenta, and Tefal. According to the Groupe SEB website, they have faced considerable competition from low-price Chinese competitors, but have managed to maintain a constant sales level. A large proportion of their product lines are now manufactured in China. Its Headquarters are based in Ecully, a Lyon suburb.

### Deal Participant – Target

Maharaja Whiteline was one of the leading players in the small appliances space with products such as mixer-grinder, juicer, toaster and OTG

### Deal Value

N. A.

### Synergy Benefits

This acquisition is part of Groupe SEB expansion strategy to make its presence in Indian market.

## **Cipla invests \$1.5M to acquire 14.6% in US-based Chase Pharma**

### Deal Participant – Acquirer

Cipla Ltd., a pharmaceutical company based in Mumbai, India. It makes drugs to treat cardiovascular disease, arthritis, diabetes, weight control, depression and many other health conditions.

### Deal Participant – Target

Chase Pharma, which is headquartered in Washington DC, is focused on developing novel approaches to improve treatments for Alzheimer's disease. It was founded in 2007 by Thomas Chase, former scientific director at National Institute of Neurological Disorders and Stroke (NINDS) and Kathleen Clarence-Smith, former head of CNS development at Sanofi.

### Deal Value

\$ 1.5 Mn.

### Synergy Benefits

With this acquisition Cipla wants to bring affordable medicines where they identify an unmet patient need, in a way that leverages their technology, device and development capabilities.

## **Indsur Group Buys British Thermal Engineering Firm CDA Contracts**

### Deal Participant – Acquirer

Indsur is a Global Business House with operations in more than 5 Countries and over 1500 Employees worldwide. With amalgamation of expertise, resources, opportunities and engineering excellence. Indsur has a strong position in Steel Tubular products, Steel Castings, Auto Components and other businesses.

### Deal Participant – Target

Incorporated in 2000, CDA Contracts Limited embraces all aspects of Insulation work and has established itself as a provider of first class quality services to its growing number of satisfied clients. CDA Contracts Limited provides a comprehensive Design, Supply and Site Installation service for Thermal Insulation and Cladding systems on major construction projects, industrial sites and commercial building projects throughout the United Kingdom and overseas.

### Deal Value

N. A.

### Synergy Benefits

This is a strategic investment made by the group which would help their Indian arm strengthen its presence in the UK.

## **Hopscotch Acquires Blume Ventures Backed SkoolShop**

### Deal Participant – Acquirer

Hopscotch is an online store offering insider access to baby and kids brands from around the world, at unbeatable prices. From apparel, to shoes, and other goodies.

### Deal Participant – Target

SkoolShop, an ecommerce site run by Occasion Pvt. Ltd., was founded by Harvard Alumnis Satya Raghavan and Anusha Mahalingam in 2011. It sells education and school related products including products such as course books, school bags, digital educational content, school apparels, art supply, among others. It had alliances with cartoon network, Fastrack, HCL MyEdu Tab, etc to get their products on board.

### Deal Value

N.A

### Synergy Benefits

The acquisition would help Hopscotch increase its customer base and also give it a larger vendor base.

## **Concept PR Buys PR Consultancy Firm I:Connect**

### Deal Participant – Acquirer

Headquartered at Mumbai, Concept Public Relations is an Independent PR Consultancy offering services in corporate communication, media relations, brand building communication, image engineering, investor relations management, crisis management, event management, digital communication amongst other related services.

### Deal Participant – Target

Headquartered in New Delhi with a presence in Mumbai and Bangalore, I:Connect was established by Lokesh Tiwary in 2009 and provides integrated services and strategic PR counsel. The agency is also associated with reputed professionals and organizations in different domains and offers services such as strategic brand communication, designing, branding and advertising.

### Deal Value

N. A.

### Synergy Benefits

Post the deal the three founding members of I:Connect along with their team of 25 will merge with Concept PR.

## **Indiabulls AMC Head Picks Up Majority Stake In Azure Capital**

### Deal Participant – Acquirer

Indiabulls Mutual Fund is a SEBI registered Mutual Fund of India. It has been established as a Trust with Indiabulls Housing Finance Ltd as its Sponsor and Indiabulls Trustee Company Ltd as its Trustee. It is focused on providing multiple financial services through an extensive network of consumer touch-points. It serves more than 500,000 customers across different financial products through its branch network, call centre & the internet. It also ranks among the top private sector financial services groups in terms of net worth.

### Deal Participant – Target

Azure Capital Advisors Pvt. Ltd. is an integrated investment management company focused on the Indian real estate sector. It is promoted by professionals with impeccable credentials with a vision to bring in sound investment management practices that help investors in wealth creation. A leading developer with a formidable track record and brand has a strategic stake in Azure Capital. This further accentuates the real estate expertise and domain knowledge and adds significant value to the investment process.

### Deal Value

N. A.

### Synergy Benefits

This is a strategic investment.

# MERGERS & ACQUISITIONS DEALS

## **Embassy, Blackstone pick 60% stake in Vrindavan TechVillage at an enterprise value of \$324M**

### Deal Participant – Acquirer

Embassy Property Developments Private Ltd. commenced operations in 1993. It has an extensive land bank across the country and has developed close to 30 million square feet of prime commercial, residential and retail space as of March 2012. They also have international operations in Malaysia and Serbia. The Blackstone Group L.P. is an American multinational private equity, investment banking, alternative asset management and financial services corporation based in New York City. It 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

Vrindavan TechVillage (VTV) is a large business park in Bangalore. It is 106 acre development and is strategically located at the heart of Bangalore's IT corridor.

### Deal Value

\$ 324 Mn.

### Synergy Benefits

Post the Embassy TechVillage acquisition, Embassy Group will have 20 million sq ft of commercial real estate space. It now has over 150,000 park users across four business parks and enjoy strong and robust tenant relationships with over 100 blue chip, MNC and Indian companies in the portfolio.

## **French Pre Media Agency Diadeis Acquires Alia Creative**

### Deal Participant – Acquirer

Diadeis is an advertising creation and production agency. They work with advertisers on developing their brands everything from strategically creating identities to orchestrating international communication campaigns.

### Deal Participant – Target

Alia Creative is considered as one of the largest Packaging Pre-Media Company. Alia's experience and expertise lie in artwork production, color management, pre-press / reprographics, sample / mock-ups / prototypes making, digital services, retail services, creative services, workflow management and process audits, print management, we provide with complete end to end solution and partner with our clients through their graphic supply chain.

### Deal Value

N. A.

### Synergy Benefits

This acquisition is to increase Alia Creative's presence in the global market and will help to improve its offering for clients.

## **Shasun acquires global rights for analgesic drug and brand Nuprin from ScolrPharma**

### Deal Participant – Acquirer

Shasun Pharmaceuticals Limited (Formerly known as Shasun Chemicals and Drugs Ltd.) was incorporated in 1976 and is headquartered in Chennai, India. It is an integrated, leading global supplier of development and manufacturing services for intermediates, API (Active Pharmaceutical Ingredients) and Formulations to the Pharmaceutical Industry.

### Deal Participant – Target

SCOLR Pharma, Inc. is a specialty pharmaceutical company that combines formulation experience and knowledge with its Controlled Delivery Technology (CDT) platforms to develop and commercialize prescription, over-the-counter (OTC), and nutritional products. It has developed multiple private label extended release nutritional products incorporating its formulation technology for commercialization in the United States and Canada.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition Shasun has acquired the global rights to develop and commercialise Ibuprofen 12-hour extended release OTC tablets as well as associated technology besides rights to Nuprin analgesic trademark from US-based drug maker ScolrPharma, as per a company disclosure.

## **Pegasystems Buys IIM-B Incubated Big Data Startup MeshLabs**

### Deal Participant – Acquirer

Pega was founded by billionaire tech entrepreneur and former chess champion Alan Trefler in 1983. It is a publicly traded American software provider based in Cambridge, Massachusetts, with offices in North America, Europe, and Asia. It delivers business agility and empowers leading organizations to rapidly close execution gaps and seize new opportunities. It leverages its recognized leadership in Business Process Management (BPM), Multi-Channel Customer Relationship Management (CRM), Business Rules, and Adaptive Analytics to uniquely give its clients the power to engage customers, simplify operations and build for change.

### Deal Participant – Target

Meshlabs facilitates the conversion of text-based, unstructured data content spread across tweets, blogs, posts on Facebook or in other social communities to actionable business insights for its clients. It is driven by the challenge of finding solutions to unlock value hidden in text-based content for businesses across a variety of industries. Its text mining and analytics software is built for processing and extracting valuable facts from any text-based content, regardless of its source, type, and channel of origin.

### Deal Value

N. A.

### Synergy Benefits

Post acquisition, Pegasystem will integrate Meshlab's text analytics and Natural Language Processing (NLP) to help clients collect social content.

## **Godrej & Boyce buys Somany Foam's PU foam business**

### Deal Participant – Acquirer

Godrej & Boyce Mfg. Co. Ltd., the holding company of the Godrej Group, started with manufacturing of high quality locks in 1897. Today, they have 15 diverse business divisions offering consumer, office, and industrial products and services of the highest quality to every corner of India and across the globe.

### Deal Participant – Target

Somany Foam Limited was set up at BHEL Industrial Area, Haridwar with a capital outlay of 360 million INR. It is one of the fastest growing companies in India that specializes in the manufacturing of different types of foam, especially Polyurethane Foam.

### Deal Value

N. A.

### Synergy Benefits

The acquisition will help Godrej Interio, the furniture business unit of Godrej & Boyce, to foray into the business of PU foam. Besides, it will fulfil the captive requirements of foam for its furniture business. Further, it gets a ready unit for manufacturing of PU foam mattresses of different varieties.

## **Edelweiss buys out hedge fund manager Forefront Capital**

### Deal Participant – Acquirer

Edelweiss is one of India's leading diversified financial services Group. They offer a large range of products and services spanning across asset classes and consumer segments.

### Deal Participant – Target

Founded by Radhika Gupta and Nalin Moniz in 2009, Forefront currently manages a range of investments focused on the absolute return space, from value oriented equity strategies to multi-asset allocation strategies.

### Deal Value

N. A

### Synergy Benefits

By this Acquisition the clients of Edelweiss will be provided world class asset management products as well as holistic investment solutions.

# MERGERS & ACQUISITIONS DEALS

## Germany's TUI Buys Travel Firm Le Passage

### Deal Participant – Acquirer

TUI Travel is one of the world's leading leisure travel groups, with over 220 trusted brands in 180 countries and more than 30 million customers

### Deal Participant – Target

Founded in 2002, Le Passage to India Tours and Travels Pvt. Ltd. provides leisure tour and travel services. The company offers cultural tours, luxury holidays, safaris, and adventure tour services. Additionally, it provides online hotel booking services.

### Deal Value

N. A.

### Synergy Benefits

The acquisition move is targeted to catch up with the rivals in Kuoni, Thomas Cook and Cox & Kings in the travel and tourism industry.

## Emami Buys Royal Hygiene's Sanitary Napkin Brand She Comfort

### Deal Participant – Acquirer

Founded in 1974 by R. S. Agarwal, Emami Limited is an Indian producer of fast moving consumer goods (FMCG), such as cosmetics and health and baby products. It is well known in India for its fairness cream products for men. Its health products unit offers tonics for colds and coughs as well as Nutraceuticals

### Deal Participant – Target

She comfort is a registered brand of Royal Hygiene Private Limited. They manufactures high quality sanitary napkins with internationally approved precision technology with a clear focus on providing women with the very best and highest comfort and personal hygiene.

### Deal Value

N. A.

### Synergy Benefits

This acquisition helps Emami to strengthen their presence significantly in the personal & healthcare segment.

## Mahindra Holidays Acquires Competent Hotels

### Deal Participant – Acquirer

Incorporated in 1996, Mahindra Holidays & Resorts India Ltd., (MHRIL) is a part of the Leisure and Hospitality sector of the Mahindra Group. They provides holidays on a timeshare basis. MHRIL includes the brands Club Mahindra Holidays, Club Mahindra Travel, Club Mahindra Fundays, Mahindra Homestays and Zest.

### Deal Participant – Target

Competent Hotel Pvt. Ltd. incorporated in 1986 and is based in New Delhi owns and operates a resort, Holiday Inn Manali. It provides spa and beauty salon, gym and fitness center, kids' room, currency exchange, business center, and laundry and valet services.

### Deal Value

N. A.

### Synergy Benefits

Mahindra holidays acquires Competent hotels increase their resort footprint and offer their members a variety of experiences in diverse locations, including hill stations, deserts, jungles and beaches.

## Cipla Buys Sri Lankan Drug Distributor

### Deal Participant – Acquirer

Founded in 1935, Cipla Limited is a pharmaceutical company, makes drugs to treat cardiovascular disease, arthritis, diabetes, weight control, depression and many other health conditions

### Deal Participant – Target

Undisclosed

### Deal Value

` 840 Cr

### Synergy Benefits

This acquisition is made to strengthen Cipla's presence and make its drugs available globally.

## Moody's raises stake in ICRA to 50.06% for \$86M via open offer

### Deal Participant – Acquirer

Moody's is an essential component of the global capital markets, providing credit ratings, research, tools and analysis that contribute to transparent and integrated financial markets. Moody's Corporation (NYSE: MCO) is the parent company of Moody's Investors Service, which provides credit ratings and research covering debt instruments and securities, and Moody's Analytics, which offers leading-edge software, advisory services and research for credit and economic analysis and financial risk management.

### Deal Participant – Target

Public shareholders

### Deal Value

\$ 86 Mn

### Synergy Benefits

It's a strategic investment.

## Future Consumer Acquires Stake in Bakery Products Maker Sarjena Foods

### Deal Participant – Acquirer

Incorporated in 2008, Future Consumer Enterprises Ltd. (Formerly known as Future Speciality Retail Limited) engages in the development, designing, branding, and distribution of fast moving consumer goods under the brand Tasty Treat, Clean Mate, Care Mate, Premium Harvest and Fresh and Pure.

### Deal Participant – Target

Sarjena Foods Pvt. Ltd. incorporated in 2011 a Mumbai Firm manufactures, supplies and exports bakery products. The company offers biscuits, cookies, khari (salted puff), toasts, rusk cakes, nankhatai, etc. It offers products for customers in India, as well as the United States, Canada, the United Kingdom, Australia, the Middle East and the Far East.

### Deal Value

N. A.

### Synergy Benefits

This Acquisition is part of Future Group Restructuring Programme.

## Future Lifestyle Picks Up Stake In Unico Retail

### Deal Participant – Acquirer

Future Lifestyle Fashions Limited operates as an integrated fashion company. It primarily operates retail stores under the Central name; outlet stores under the Brand Factory name; and a multi-brand sportswear and sports goods chain under the Planet Sports name, as well as owns a fashion brand ALL that offers plus size clothing. It offers formal menswear, casual wear, active or sportswear, women's ethnic wear, women's denim wear, women's casual wear, footwear, and accessories under a portfolio of fashion brands.

### Deal Participant – Target

Founded in 2010, Unico Retail is a leading manufacturer and marketer of accessory lifestyle brands & products that are functional, fashionable, qualitative and affordable.

### Deal Value

N. A.

### Synergy Benefits

It's a strategic investment.

# MERGERS & ACQUISITIONS DEALS

## **Cargotec Sells India Unit To Citec**

### Deal Participant – Acquirer

Founded in 1964, CITEC is the primary technology service provider for the Queensland Government delivering both whole-of-government and agency specific ICT services. It's range of ICT services include: data centre services, infrastructure services, network services, solutions integration services and information brokerage services.

### Deal Participant – Target

Founded in 2005, Cargotec shapes the cargo handling industry for the benefit of its customers and shareholders. Cargotec's business areas MacGregor, Kalmar and Hiab are recognised leaders in cargo and load handling solutions around the world.

### Deal Value

N. A.

### Synergy Benefits

This deal would enable Citecs' Pune and other global units to provide Cargotec and its businesses Hiab, Kalmar and MacGregor engineering and project management services, as well as technical documentation.

## **My Mobile Payments Buys Into OSS India**

### Deal Participant – Acquirer

Founded in 2010, My Mobile Payments Provides 24 X 7 Mobile Payment Services to Subscribers and Merchants under the Money on Mobile brand. It empowers its Consumers to Top up their Talk Time, Book Movie tickets, Recharge DTH Connection in a single click from their Mobile Phone anytime, anywhere.

### Deal Participant – Target

OSS Technologies Private Limited (OSS) is an Information Technology (IT) Infrastructure Consultancy and Services company providing solutions to help companies build, secure and manage their complex Information Technology infrastructures.

### Deal Value

N. A.

### Synergy Benefits

It's a strategic investment.

## **L&T Acquires Majority Stake In Thales Software India**

### Deal Participant – Acquirer

L&T Technology Services is a wholly owned subsidiary of Larsen & Toubro, a USD 14.3 Bn engineering conglomerate with a focus in the engineering services space, partnering with many of the Fortune 500 companies globally. It offers design and development solutions throughout the entire product development chain across various industries such Industrial Products, Medical Devices, Transportation, Telecom and Hi-tech and Process Engineering. The company also offers solutions in the areas of Mechanical Engineering Services, Embedded Systems Services, Product Lifecycle Management (PLM), Engineering Analytics and Power Electronics and M2M and the Internet of Things (IoT).

### Deal Participant – Target

In 2003, Thales Group incorporated Thales India Pvt. Ltd as its Indian subsidiary. They help their customers to create a safer world by giving them the tools they need to perform critical tasks. Their support activities include program management, installation, integration, commissioning, validation, warranty and maintenance support and training and logistics.

### Deal Value

N. A.

### Synergy Benefits

With this transaction, L&T Technology Services will now manage and oversee the management control, operations and delivery of services of the new joint venture.

## **Germany's Ceratizit Acquires GW Precision Tools**

### Deal Participant – Acquirer

Ceratizit is the world market leader in unique and consistently innovative hard material products for wear protection and cutting tools and is present in more than 50 countries. The CERATIZIT Group is a pioneer and global player in sophisticated hard material solutions

### Deal Participant – Target

Founded in 1981 by Mr. Günther Wirth, GW Precision Tools offer some of the highest cutting parameters in metal cutting thereby lowering cycle time and increasing productivity. They supply both Indian and Global major Automotive, Medical, Aerospace, Die and Mold, Manufacturing Machining industries.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition, Ceratizit and its business unit Günther Wirth are further strengthening their presence and activities in the Asian cutting tool market and in the dynamic high-tech region of Bangalore

## **Broadcom Acquires VC Backed Ittiam's WiFi Business Unit**

### Deal Participant – Acquirer

Founded in 1991, Broadcom provides the industry's broadest portfolio of state of the art system-on-a-chip (SoC) solutions. Its products are found everywhere on the planet, from urban corporate data centers and the cloud, to villages in some of the most isolated parts of the world.

### Deal Participant – Target

Founded by Srinji Rajan, former Managing Director of Texas Instruments India, Ittiam Systems Private Limited is an embedded software and systems design company which specializes in Digital Signal Processing (DSP) based applications in Multimedia and Communications domains.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition Broadcom not only buys the IP addresses for faster accessibility but also absorb its manpower. For Ittiam the sale is being made to focus on video communication technologies.

## **Eros Buys Mobile VAS Provider Techzone**

### Deal Participant – Acquirer

Founded by Arjan Lulla in 1973, Eros International is an Indian motion picture production and distribution company, based in Mumbai. It is a leading global company in the Indian film entertainment industry. Eros co-produces, acquires and distributes Indian language films in multiple formats worldwide, including theatrical, television syndication and digital platforms.

### Deal Participant – Target

Founded in 1999 by Naveen Bhandari, Techzone is an aggregator, developer, distributor of entertainment content, particularly focused on the Bollywood films and music markets with significant region-specific content in Tamil and Telugu.

### Deal Value

N. A.

### Synergy Benefits

The acquisition of Techzone will be a strong addition to ErosNow strategy where content meets technology and distribution. With Techzone's billing integration and distribution in place across major telecom operators and average transaction traffic of over 25 million monthly over the past three years, Eros expect this deal to complement their existing ErosNow service.

# MERGERS & ACQUISITIONS DEALS

## **IKYA Group Acquires Industrial Asset Management Firm Hofincons**

### Deal Participant – Acquirer

The IKYA Group, established in the year 2007 as a provider of HR Services, is a Diversified Business Services provider. The group's services encompass offerings in Human Resources (Executive Search, Recruitment & General Staffing), IT Staffing & Services, Facilities Management, Food services and Skill Development; all of which are ISO Certified.

### Deal Participant – Target

Founded in 1978 as a maintenance & materials consulting and training company, Hofincons specializes in providing high quality consulting and field asset management services for its clients.

### Deal Value

N. A.

### Synergy Benefits

The acquisition is a strategic fit and will further strengthen Ikya's position as India's leading player in the business services space.

## **Update: WPP Buys Creative Agency Temple Advertising**

### Deal Participant – Acquirer

WPP plc was founded in 1971 and is based in London, the United Kingdom provides communications services worldwide. Its Advertising and Media Investment Management segment plans and creates marketing and branding campaigns; and designs and produces advertisements for television, cable, the Internet, radio, magazines, and newspapers, as well as outdoor locations, including billboards.

### Deal Participant – Target

Temple Advertising was founded in 2003 and is based in Bangalore, it operates as a creative agency which offers advertising services. Its clientele include Wipro, Reliance Trends, TVS, Indigo Nation, Manchester United, and Scullers.

### Deal Value

N. A.

### Synergy Benefits

This acquisition would enable WPP to develop its networks in fast-growth markets.

## **Ezetap Buys Loyalty Platform Clinknow**

### Deal Participant – Acquirer

Co-founded in 2011 by CEO Abhijit Bose, CTO Bhaktha Kesavachar, and mobile payments pioneer Sanjay Swamy who serves as the company's Chairman, Ezetap is a Mobile-based Payments service provider for emerging markets based in Bangalore, India. The Ezetap service is PCI-DSS compliant, has been certified by multiple, leading financial institutions.

### Deal Participant – Target

Clinknow owns and operates an online platform and help merchants understand customer behaviour and present offers on mobile phone. It helps merchants analyze anonymous transaction data and target consumers according to past purchases, propensity to buy, location and lifetime value.

### Deal Value

N. A.

### Synergy Benefits

This acquisition will enable Ezetap to offer an integrated payments and loyalty solution for merchants across India.

## **IL&FS Transportation Hikes Stake in Srinagar Sonmarg Tunnelway**

### Deal Participant – Acquirer

IL&FS Transportation Networks Limited ("IL&FS Transportation") was formed in the year 2000 as a wholly owned subsidiary of Infrastructure Leasing and Financial Services Limited (IL&FS), which has been a major player in India in Infrastructure development and financing.

### Deal Participant – Target

Srinagar Sonmarg Tunnelway Limited provides construction, operation, and maintenance of Z-Morh Tunnel, including approaches on National Highway No 1 (Srinagar - Sonmarg - Gumri Road).

### Deal Value

N. A.

### Synergy Benefits

It's a strategic investment.

## **Varkey Group acquires stake in Dubai's International Horizons College**

### Deal Participant – Acquirer

Varkeys Group is a diversified holding company with significant ownership interests in a portfolio of companies operating across various sectors. It is committed to corporate transparency, high ethical standards and effective stakeholder communications.

### Deal Participant – Target

Founded in 2011, International Horizons College (IHC) is highly selective, College based in Dubai, UAE. The college enables students from the Middle East and Asia to complete their bachelor's degree in two portions, starting with two years in Dubai and ending with two years of education at a top U.S. university.

### Deal Value

N. A.

### Synergy Benefits

The acquisition helps Varkey group to enter the fast growing higher education segment in Dubai and the UAE.

## **Cox & Kings Sells Camping Business To French Firm Homair Vacances**

### Deal Participant – Acquirer

Homair was incorporated in 2005 and is based in Aix-en-Provence, France it operates in the mobile home vacations sector. It rents mobile homes and operates campsites primarily for families. It has approximately 8,000 mobile homes; and 125 campsites in France, Spain, Italy, and Croatia.

### Deal Participant – Target

Founded in 1758, Cox & Kings is an established travel company. The principal services offered by the company are: Destination Management, Outbound Tourism, Business Travel, Incentive & Conference Solutions, Domestic Holidays, NRI, Trade Fairs, Foreign Exchange and Insurance

### Deal Value

` 883 Cr

### Synergy Benefits

The sale of the camping business is consistent with their strategy of becoming a leisure and education travel group and allows them to focus on these businesses that have a global footprint and market leadership position.

## **en-Japan Acquires Recruitment Agency NewEra Consultancy**

### Deal Participant – Acquirer

Established in 2000, en-japan inc. provides online recruitment solution in Japan. It operates as a job information sites, including Job Info for Students, an employment Website that specializes in small and mid-size companies and ventures; Career Change Info, an information Website for general jobs and career change; Career Change Consultant, a portal Website for staffing agencies; and Temporary Placement Info, a portal Website for temporary labor dispatch companies.

### Deal Participant – Target

Established in 2000, New Era is a recruiting company targeting high-class professionals in India with core focus in introducing IT professionals with a large number of global clients.

### Deal Value

` 345 Cr

### Synergy Benefits

This Acquisition would enable en-Japan to access the New Delhi based company's clients and further enhance its transactions particularly with the Japanese firms and they will offer recruitment services that provide higher customer satisfaction and create ideal networks across borders.

# MERGERS & ACQUISITIONS DEALS

## **Zomato Acquires New Zealand's Restaurant Discovery Portal Menu Mania**

### Deal Participant – Acquirer

Zomato, founded in 2008, is a comprehensive online restaurant Zomato has forayed into print as well, launching the Citibank Zomato Restaurant Guide in 2012 and The Connoisseur's Guide to Eating Out in 2013.

### Deal Participant – Target

Founded in 2006, Menu Mania Ltd. operates a customizable, community-based restaurant guide that enables people to discover local eateries and menus, and to share about their eating-out experiences with others. It offers MenuMania, which allows users to add restaurants, rate them, and write reviews about them in Auckland. It also provides MenuMania Developer API, which enables clients to access its database of restaurant information to display within their own Website or application.

### Deal Value

Around ₹ 50 Mn

### Synergy Benefits

With its organic and acquisition growth strategy Zomato aims to triple its revenue. Menu mania enables users to discover local eateries and provides them with menus as also serves as a community for reviewing the restaurants.

## **Data Analytics Firm Mu Sigma Buys Webfluenz**

### Deal Participant – Acquirer

Mu Sigma founded in year 2004 is a category defining Decision Sciences and Big Data Analytics Company helping enterprises institutionalize data-driven decision making. Mu Sigma's unique interdisciplinary approach and cross-industry learning drive innovation in solving high-impact business problems across marketing, risk and supply chain.

### Deal Participant – Target

Founded in year 2010, Webfluenz provides social media intelligence and management solutions for enterprises. It offers, a social media intelligence system through the Web, and collects and collates mentions that a brand has earned on the Web across various platforms, including blogs, micro blogs, social networks, videos, and viral images; and enables users to monitor, analyze, engage, and manage social media

### Deal Value

N. A.

### Synergy Benefits

The acquisition Webfluenz's solutions will be integrated with Mu Sigma's products like muText and muESP which would enhance the company's offering to clients going beyond traditional social media monitoring.

## **Germany-based Günther Wirth acquires remaining 25% stake in GW Precision**

### Deal Participant – Acquirer

Founded in 1981, Günther Wirth Hartmetallwerkzeuge Betriebs-GmbH manufactures rotating and stationary metal-removing tools from hard metal. Its products include drills, end mills, thread and face milling cutters, reamers, core drills and special tools, and tool bits. The company also offers regrounding services for metal removing tools. It offers its products through a network of agencies in Germany, Belgium, China, Denmark, England, Finland, France, Hong Kong, India, Italy, Luxemburg, Mexico, the Netherlands, Norway, Poland, Portugal, Romania, Switzerland, Sweden, and the United States.

### Deal Participant – Target

Founded in 1987, G.W. Precision Tools India Pvt. Ltd. manufactures and supplies a range of solid carbide drills, end mills, and reamers for automotive, medical, aerospace, die and mold, and manufacturing machining industries in India and internationally. It offers custom carbide and coated tools. It specializes in precision drilling, cutting, and combination tools for machining of high-tech metal and composite materials.

### Deal Value

N. A.

### Synergy Benefits

The acquisition would enable Ceratizit and its business unit Günther Wirth to strengthen their presence and activities in Asian market. The German company provides comprehensive tooling solutions. It will also help the group to further strengthen their presence and activities in the Asian cutting tool market.

## **Advantage One Group Acquires Talent Search Firm MakeMyJob**

### Deal Participant – Acquirer

Founded in 2007 and based in Hyderabad, Advantage One Human Resourcing provides human resource (HR) solutions. It offers HR staffing services, including recruitment process outsourcing solutions; talent acquisition services, such as technical hiring and business function hiring; and executive search services.

### Deal Participant – Target

Founded in 2009 by Sumit Chandra, MakeMyJob focuses on offering tailor made job and candidate search. It provides specialized search services in Information Technology space which is its primary focus apart from offering consulting services in Banking & Finance, Life Sciences and Pharmaceuticals, Sales & Marketing domains.

### Deal Value

N. A.

### Synergy Benefits

With this deal Advantage One is planning to penetrate the US product staffing market as the company aims to build technology solutions around skill set mapping, information exchange and database management whereas MakeMyJob will have more focus on offering tailor made jobs to enhance IT Services.

## **Mahindra Holidays Acquires Finnish Vacation Ownership Firm Holiday Club**

### Deal Participant – Acquirer

Mahindra Holidays & Resorts India Ltd. (MHRIL), a part of the Mahindra Group, was founded in 1996 to provide holidays on a timeshare basis. MHRIL includes the brands Club Mahindra Holidays, Club Mahindra Travel, Club Mahindra Fun days, Mahindra Home stays and Zest.

### Deal Participant – Target

Founded in 1986 and is based in Helsinki, Finland, Holiday Club Resorts Oy owns and operates resorts, holiday homes, and spa hotels in Finland, Sweden, Spain, and the Canary Islands. It offers accommodation services. Its amenities include restaurants, spa and treatment, recreation, angry birds activity park, meeting and celebration, and golf facilities.

### Deal Value

₹ 73 million

### Synergy Benefits

The acquisition will lead Mahindra Holidays to have its presence in the European markets and to increase its ownership. Mahindra would be able to leverage Holiday Club's expertise in the vacation ownership model as well as its technology platform and talent pool.

## **Tribune Digital Acquires Television Guidance Firm What's On India**

### Deal Participant – Acquirer

Tribune Digital Ventures (TDV) was launched in 2013 as a stand-alone unit of Tribune Company for creation, design, and development of digital products and services and extend the reach of its distribution platform. TDV operates Tribune Media Services (TMS), a premier provider of television and movie metadata.

### Deal Participant – Target

Whats on India founded in year 2005 a TV guidance company, works with TV networks and operators in India. It enables TV content search, discovery, and guidance in various platforms and technologies. It runs multi-platform, multi-lingual, and multi-device electronic program guide system that covers various TV channels on the source side; and operates What's-On-India channel that is available in households in DTH and cable besides other media assets, such as portals, widgets, apps on tablets, and mobile and smart-TVs.

### Deal Value

₹ 1620 Mn

### Synergy Benefits

The deal would enable Tribune's TV listings and video metadata footprint to expand to cover more 50 countries and more than 30 languages, while reaching more than 600 million TV subscribers of What's On India Media Private Limited.

# MERGERS & ACQUISITIONS DEALS

## **EXL acquires management & tech consultancy firm Blue Slate**

### Deal Participant – Acquirer

Founded in 1999, EXL is a leading business process solutions provider that looks deeper to drive business impact through integrated services and industry knowledge. It provides operations management, decision analytics and technology platforms to organizations in insurance, healthcare, banking and financial services, utilities, travel, and transportation and logistics, among others. We work as a strategic partner to help our clients streamline business operations, improve corporate finance, manage compliance, create new channels for growth and better adapt to change.

### Deal Participant – Target

Blue Slate is a management consultancy founded in 2000 and specializes in improving and transforming operations through business process and analytic transformation, leveraging innovative techniques and technologies.

### Deal Value

N. A.

### Synergy Benefits

This acquisition brings enterprises to optimising their business processes and also architecting and implementing changes to their technology applications and infrastructure.

## **Carnival Films Acquires HDIL's Multiplex Business**

### Deal Participant – Acquirer

Founded in 2012, Carnival Films Private Limited operates a chain of cinema theaters in India. It operates as a subsidiary of Global Business Conexxtions Private Limited.

### Deal Participant – Target

Housing Development and Infrastructure Limited(HDIL) is engaged in the real estate development business in India. It is involved in the development and construction of residential projects, such as apartment complexes, towers, and townships; commercial projects, including office spaces and multiplex cinemas; retail projects comprising shopping malls; and infrastructure projects consisting of industrial parks, roads, and pipelines. It also operates multiplexes under the Kulraj Broadway brand name.

### Deal Value

N. A.

### Synergy Benefits

The deal provides an exit to HDIL from its non- core assets and enables it to reduce its debt.

## **Shapoorji Pallonji buys out Shipping Corp of India in 50:50 chemical tankers JV**

### Deal Participant - Acquirer

founded in 1865 and is based in Mumbai, Shapoorji Pallonji & Company Limited, through its subsidiaries, operates in construction, real estate, infrastructure, biofuels and agriculture, consumer products, electro-mechanical and MEP services, facades and interiors, engineering, textiles, business automation, and shipping and logistics businesses in India, the Middle East, and Africa.

### Deal Participant-Target

Shipping Corporation of India (SCI) founded in year 1961 it provides shipping services in India and internationally. It operates through Liner, Bulk, and Others segments. It's fleet comprises bulk carriers, crude oil tankers, product tankers, container vessels, passenger-cum-cargo vessels, phosphoric acid/chemical carriers, LPG/ammonia carriers, and offshore supply vessels.

### Deal Value

N. A.

### Synergy Benefits:

SCI had to sell its stake so as to bring down its losses, As per the guidelines by the Department of Public Enterprises for government-owned companies, any state-run company that posts losses for three consecutive years will lose its navratna status, a tag that gives greater financial autonomy.

## **Bright Star Corp Buys Majority Stake in Bharti's Beetel**

### Deal Participant – Acquirer

Brightstar Corp founded in year 1997 in Miami, Florida is a specialized wireless distributor and a leading global services company, serving mobile device manufacturers, wireless operators and retailers, with a presence in six continents. Its services include value-added distribution, supply chain solutions, handset protection and insurance, buy-back and trade-in solutions, multi-channel retail solutions and financial services.

### Deal Participant – Target

Incorporated in July 1985, this was the first entity of Sunil Bharti Mittal which became the stepping stone for the Bharti Group towards the telecom journey which is still touching new heights. Beetel Teletech Limited is into Selling, Distribution & Manufacturing Technology Products.

### Deal Value

N. A.

### Synergy Benefits

This acquisition will bring brightstar in new mobile technologies and services to the Indian market and leverage Beetel's distribution channels to sell the mobile and accessories from top manufacturers.

## **Social Agency Gozoop Buys Tech Startup iThink Media**

### Deal Participant – Acquirer

Gozoop is founded in year 2010 operates as a digital agency in India, Dubai, and Singapore. It offers social media marketing services, such as social media consulting, social media management, facebook fan building, social commerce, and fan loyalty tools; and mobile Websites, iphone and Blackberry application development, mobile marketing, and mobile analytics and monitoring.

### Deal Participant – Target

Founded in 2010 and is based in Mumbai, iThink Infotech Pvt. Ltd. operates as an application development company that designs and develops custom Web applications, sites, and portals for corporate and Internet-focused projects that include E-commerce, online servicing and order processing, social networking, and more.

### Deal Value

N. A.

### Synergy Benefits

The acquisition strengthens their foothold in the digital technology space as it seeks to transform into a digital service

## **Indian Hotels sells Blue Sydney Hotel to Hind Group for \$30M**

### Deal Participant – Acquirer

Founded in 1918, Hind Group is a group of companies owned and operated by the Jhunjhnuwala family focusing on key areas such as hospitality, F&B, investment and hardware.

### Deal Participant – Target

Founded in 1902, The Indian Hotels Company Limited, together with its subsidiaries, owns, operates, and manages hotels, palaces, and resorts in India and Internationally. It operates luxury full-service hotels, resorts, and palaces under the Taj brand. it provides airline catering services; and car rental, air and rail ticketing, and travel counselling services for leisure and business travellers.

### Deal Value

\$ 32 Mn

### Synergy Benefits

It's a strategic Investment.

# MERGERS & ACQUISITIONS DEALS

## **Aspire System Acquires Service Business of SRA Systems**

### Deal Participant – Acquirer

Founded in 1996 and is based in San Jose, California. Aspire Systems, Inc., a technology services company, provides product engineering; enterprise transformation, independent testing, and IT infrastructure support services for VC funded start ups and Fortune 500 enterprises. Its product engineering services include development, testing, and sustenance; and mobile and SaaS enablement services.

### Deal Participant – Target

SRA SYSTEMS founded in year 1985 operates as a software development and services company. It offers custom application development; product co-development; quality assurance and testing services, including load testing, functional testing, platform compatibility testing, usability testing, integration testing, and quality assurance; and document management systems.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition Aspire will increase its capability to design hardware products for auto component and medical equipment clients and adding a list of marquee names to its clientele.

## **Mahindra Holidays Acquires Covington S.a.r.l**

### Deal Participant – Acquirer

Mahindra Holidays & Resorts India Ltd. (MHRIL), a part of the Mahindra Group, was founded in 1996 to provide holidays on a timeshare basis. MHRIL includes the brands Club Mahindra Holidays, Club Mahindra Travel, Club Mahindra Fun days, Mahindra Home stays and Zest.

### Deal Participant-Target

Citigroup Global Markets Luxembourg S.a.r.l. operates as a subsidiary of Citigroup Global Markets Limited.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition Covington Sarl, Luxembourg, (“Covington”) has become a wholly owned subsidiary of the Mahindra Holidays.

## **Anil Lifesciences Acquires Wet Corn Milling Firm Siddhi Vinayak Agro**

### Deal Participant – Acquirer

Incorporated in 2010, Anil Life Sciences Limited operates as a subsidiary of Anil Limited. Anil Limited, the Flagship Company of Anil Group, manufactures Native Starch, Chemical Starch, Modified Starches, Dextrin, Dextrose Monohydrate, Liquid Glucose, Corn Syrup, and Sorbitol serving various industries, including Textile, Paper, Food & Beverages, Pharmaceuticals and Chemicals.

### Deal Participant – Target

Incorporated in 2010, Siddhi Vinayak Agro Industries Private Limited manufactures supplies, and exports corn starch and its derivatives for use in food products and other materials. It offers corn syrup, native starch powder, liquid corn glucose, modified starch, native starch, corn or maize germ, corn or maize fiber, dextrose monohydrate and dextrose anhydrous, corn oil, and corn flour products. It serves various industries, such as textile, chemical, pharmaceutical, food and beverages, paper and pulp, animal feed.

### Deal Value

₹ 460 Mn

### Synergy Benefits

This Acquisition would help Anil Industries to grow the Common Warehouse Metamodel (CWM) business organically and inorganically and be multi-location

## **Sun Pharma Buys Injectable Maker Pharmalucence Inc**

### Deal Participant – Acquirer

Sun Pharmaceutical Industries Limited is a multinational pharmaceutical company headquartered in Mumbai, Maharashtra that manufactures and sells pharmaceutical formulations and active pharmaceutical ingredients (APIs) primarily in India and the United States. It offers formulations in various therapeutic areas, such as cardiology, psychiatry, neurology, gastroenterology and diabetology. It also provides APIs such as warfarin, carbamazepine, etodolac, and clorazepate, as well as anticancers, steroids, peptides and controlled substances

### Deal Participant – Target

Pharmalucence is founded in year 2007, a Massachusetts based privately-held, employee-owned company specializing in the production and marketing of radiopharmaceuticals and the furnishing of contract drug formulation, analytical methods development and production services.

### Deal Value

N. A.

### Synergy Benefits

It was a Strategic Investment, as now Sun Pharma can leverage on the Research & Development Capabilities of Pharmalucence.

## **India Up Stake in BrownPaperBag**

### Deal Participant – Acquirer

India Webportal Pvt. Ltd. owns and operates online portals and Websites in India. It was incorporated in 2010 and is based in Mumbai, India. India Webportal Pvt. Ltd. operates as a subsidiary of Zee Entertainment Enterprises Ltd.

### Deal Participant – Target

Brown Paper Bag, an information blog serving info on various events, product launches, restaurants and things to do.

### Deal Value

N. A.

### Synergy Benefits

With this investment of India Webportal Private Limited that owns websites like India.com, BGR India, Cricket Country, among others Idea Web Shop becomes an associate of Zee Entertainment.

## **Sembcorp Picks Up Additional Stake in Thermal Powertech**

### Deal Participant – Acquirer

Sembcorp Industries Ltd. (Formerly Known as Minaret Ltd.) was incorporated in 1998 and is headquartered in Singapore. It is an investment holding company, which is engaged in the production and supply of utilities services, terminalling, and storage of petroleum products and chemicals. It operates through the following segments: Utilities, Marine, Urban Development, and Others.

### Deal Participant – Target

Incorporated in 2008, Thermal Powertech Corporation India Ltd., is a joint venture between Hyderabad-based Gayatri Energy Venture Pvt Ltd (GEVPL), a wholly-owned subsidiary company of Gayatri Projects Ltd. and Singapore-based Sembcorp Utilities, a wholly-owned subsidiary of Sembcorp Industries Ltd, to build, own and operate a 1,320-megawatt (2x660MW units) coal-fired coastal power plant in India.

### Deal Value

₹ 4000 Mn

### Synergy Benefits

With this acquisition Sembcorp has increased its stake from 49% to 65%, partly by way of conversion of Cumulative Participatory Redeemable Convertible Preference Shares into equity and partly by way of fresh infusion of Equity.

# MERGERS & ACQUISITIONS DEALS

## **Synchronoss Technologies Acquires VoxMobili from OnMobile**

### Deal Participant – Acquirer

Synchronoss Technologies founded in year 2000 is the mobile innovation leader that provides personal cloud solutions and software-based activation for connected devices across the globe. Specialises in area of Connected Devices, Activation, Provisioning, Service Bundles, Cloud, Personal Cloud, Broadband Solutions, Order Orchestration, Intelligent Speech Recognition

### Deal Participant – Target

Voxmobili S. A., is a French subsidiary of OnMobile which provides software solutions and its products include servers, clients, and SDKs, which provide end-user services to wireline /wireless operators, ISP, and hardware manufacturers. It Clients includes T-Mobile, Orange, AT&T, France Telecom, Vodafone etc.

### Deal Value

N. A.

### Synergy Benefits

This strategic acquisition will enable Synchronoss to bolster its position as the leading provider of personal cloud solutions to the world's largest mobile operators

## **Mobile Tech Firm Qliktag Acquires Digital Media Agency Buzz factory**

### Deal Participant – Acquirer

Founded in 2012, Qliktag Software Inc., US-based mobile software solutions provider provides mobile software solutions that bridge the gap between brands and buyers. The company provides a cloud-based software platform that allows brands and retailers to design and set up interactive mobile experiences on location.

### Deal Participant – Target

Buzz Factory founded in year 2009 is a consulting and training group that helps people in business, politics, education, and the arts and entertainment industry.

### Deal Value

N. A.

### Synergy Benefits

It's a Strategic decision to combine the innovation, technology product strength and vast business experience of Qliktag business with the creative abilities, digital marketing domain expertise and content development capabilities of Buzzfactory and grow a stronger combined business.

## **Startup Law Firm Legal Matrix Merges With Kochhar & Co.**

### Deal Participant – Acquirer

Kochhar & Co. was founded in 1994 and is headquartered in New Delhi, India. It offers its full service capabilities in legal advisory services and has expertise in areas such as banking, M&A, project finance, securities law, venture capital investments, maritime and Oil & Gas.

### Deal Participant-Target

Founded in 2011 Legal Matrix focuses on Property Conveyancing, Corporate Banking and Finance, HR and Labour Laws, Trademark and Patent law, Corporate and Secretarial services areas. It advises on legal issues that range from partnerships to mergers and acquisitions to structuring IP asset creation and buy-outs.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition Kochhar & Co. will now have strong foothold in handling cases and will have a strong team backed by 15 years of experience of Ms. Aruna Kumari who specialises in handling cases in real estate, litigation, corporate and commercial laws, intellectual property (IP) and labour.

## **Strides Arcolab Makes Strategic Investment in BioTech Firm OncoBiologics**

### Deal Participant – Acquirer

Founded in 1990, headquartered in Bangalore, Strides Arcolab Ltd. (Formerly known as Strides Pharmaceuticals Pvt. Ltd.), is a pharmaceutical company, develops, manufactures, and sells pharmaceutical products in India and internationally. It develops generic pharmaceutical product portfolio in therapeutic segments, such as immune-suppressants, anti-virals, antibiotics, complex vitamins, and anti-lipidemics and offers general tablets, hard and soft gelatin capsules, sachets, potent drugs, liquid filled hard gel capsules, creams, ointments, liquids and syrups.

### Deal Participant – Target

Oncobiologics Founded in year 2011 develops bio therapeutics for the treatment of cancer and immune system disorders. It provides biotherapeutics focusing on areas including on oncology, immuno-oncology, and immunology

### Deal Value

N. A.

### Synergy Benefits

This strategic investment will lead to high quality scientific management and proprietary approach to development that confer time & Cost advantage.

## **Every media pickup Stake in Digital Agency Plus1 Digital**

### Deal Participant – Acquirer

EveryMedia founded in year 2009 is a digital and mobile development, production and marketing company with offices in Delhi & Mumbai, Specializes in Mobile Marketing, Web Mobile Connect, Facebook Applications, ModX implementation, FB Connect, Experiential Marketing, Social Media, Silverlight, Flex, Flash etc.

### Deal Participant – Target

Founded in January 2013 by Karen Lane, Plus 1 Digital provides digital solutions and designs it specializes in Web Design, Web Development, Social Media Strategy, SEO, Data Analytics, UX, Information Architecture, Branding, and Video

### Deal Value

N. A.

### Synergy Benefits

With this acquisition Everymedia is able to strengthen its base in International Market.

## **Sintex buys out French plastic products maker Groupe Simonin for \$24.2M**

### Deal Participant – Acquirer

Founded in 1931, Sintex Industries Limited provides plastics and structured yarn dyed textiles related products in India, Europe, and internationally. It operates in three segments Textile, Plastic, and Infrastructure. They manufactures a range of building products, including prefabricated structures, monolithic concrete constructions, water storage tanks, plastic sections, sub-ground structures and waste management solutions, and environment products. It also provides custom moulding products.

### Deal Participant-Target

Groupe Simonin, through its subsidiaries manufactures metal and plastic sub-assemblies and technical components.

### Deal Value

\$ 24.2 Mn

### Synergy Benefits

The acquisition is strategic move towards consolidating Sintex's positioning in the European continent and expand its products portfolio of metal parts like moulded products and move up the supplier value chain

# MERGERS & ACQUISITIONS DEALS

## **Skanray Technologies acquires Italian X-ray tube manufacturer CEI**

### Deal Participant – Acquirer

Skanray Technologies Private Limited was founded in 2007 and is based in Mysore, India, it engages in the manufacturing and distribution of medical equipment in India and internationally. It offers high frequency X-ray imaging systems for medical, security, or industrial imaging; critical care devices.

### Deal Participant-Target

Founded in 1956 and based in Italy, C.E.I. Compagnia Elettronica Italiana Srl designs and manufactures X-ray tubes for medical and industrial applications. It provides dental, veterinary, industrial control, quality control, and alimentary X-ray tubes.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition Skanray will expand its manufacturing facilities in Europe.

## **Dentsu Aegis Acquires OOH Agency Milestone Brandcom**

### Deal Participant – Acquirer

Founded in 1978 and headquartered in London, Dentsu Aegis Network Ltd., through its subsidiaries, provides branding, media, and marketing services to customers worldwide. Its services includes branding solutions, media planning and buying, integrated cross media solutions, marketing and creative solutions, content marketing, entertainment marketing, sports marketing, event marketing, sales promotion, online and direct marketing, out-of-home media, corporate responsibility marketing, marketing consulting, and public relations.

### Deal Participant-Target

Founded in year 2009, Milestone Brandcom provides out of home (OOH) advertising services in India. It offers retail solutions at stores through exterior and interior designing; insight channel-planning solutions that help clients to create OOH micro planning platforms with data inputs for scientific planning; conceptualizing solutions through which it assists clients in creating and developing ideas and innovations relevant to brand needs; a tracking tool that monitors live and real time campaigns across India; and a brand simulator that guides the creative agency and client to create a successful OOH campaign

### Deal Value

N. A.

### Synergy Benefits

With the acquisition of Milestone Brandcom, Dentsu Aegis Network's becomes the leading centre of excellence within India's OOH market in terms of quality and volume

## **Aries Group's BizTV Acquires Vismayas Max Studio**

### Deal Participant – Acquirer

Biz TV network FZE produces and distributes 3D movies. It engages in producing movies for the clients from the maritime industry. The company also provides event planning, management, and marketing services for seminars, personal events, sports events, corporate events, exhibitions, consumer shows, and other activities.

### Deal Participant – Target

Vismayas Max founded in year 2004 services includes Animation as well as live action film production, Advertising films, Television programs, Online applications, Mobile applications and our team ready to full fill any such needs of International entertainment industry.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition it will help BizTv to enhance their services in Animation, Film Production and developing web application

## **Cliantha Research Acquires VC Backed CRO Karmic Lifesciences**

### Deal Participant – Acquirer

Founded in year 2004 and based in Ahmedabad, Cliantha Research, a life science company, is a global full service Contract Research Organization with integrated offerings in Clinical, Bio analytical, Dermatology, Biometrics, Pathology and Formulation services.

### Deal Participant-Target

Founded in 2005 and based in Mumbai, Karmic Lifesciences operates as a contract research organization. Its contract research services include clinical trial management, clinical data management, bio-statistics and statistical programming, medical writing, safety and pharmacovigilance, and regulatory consulting.

### Deal Value

N. A.

### Synergy Benefits

With this acquisition, Cliantha increases its foothold in the clinical data management, pharmaceutical analytics and medical marketing business.

## **IFCI Picks Up Stake in Consultancy Firm RAJCON**

### Deal Participant – Acquirer

IFCI was incorporated in July 1, 1948, as the first Development Financial Institution (DFI) in the country to cater to the long-term finance needs of the industrial sector. The newly-established DFI was provided access to low-cost funds through the central bank's Statutory Liquidity Ratio or SLR which in turn enabled it to provide loans and advances to corporate borrowers at concessional rates.

It offers debt products, such as short, medium, and long term loans to corporate; invests in IPO, right issue, qualified institutional placement, warrants, etc.; invests in listed and unlisted companies; and trades in the secondary market, including equity derivatives.

### Deal Participant – Target

Rajasthan Consultancy Organization Limited was founded in 1978 and is based in Jaipur, provides various types of consultancy services to 'entrepreneurs' and 'enterprises' in relation to any industry, business or service sector undertaking. It was promoted jointly by HARDICON Ltd, SIDBI, ICICI, RIICO, RFC, RSIC and Commercial Banks viz: SBBJ, CBI, PNB, BOB and UCO Bank. Its services comprises of Human resources development service, Project Consultancy services, Management restructuring services, Infrastructure Service, Market Survey etc..

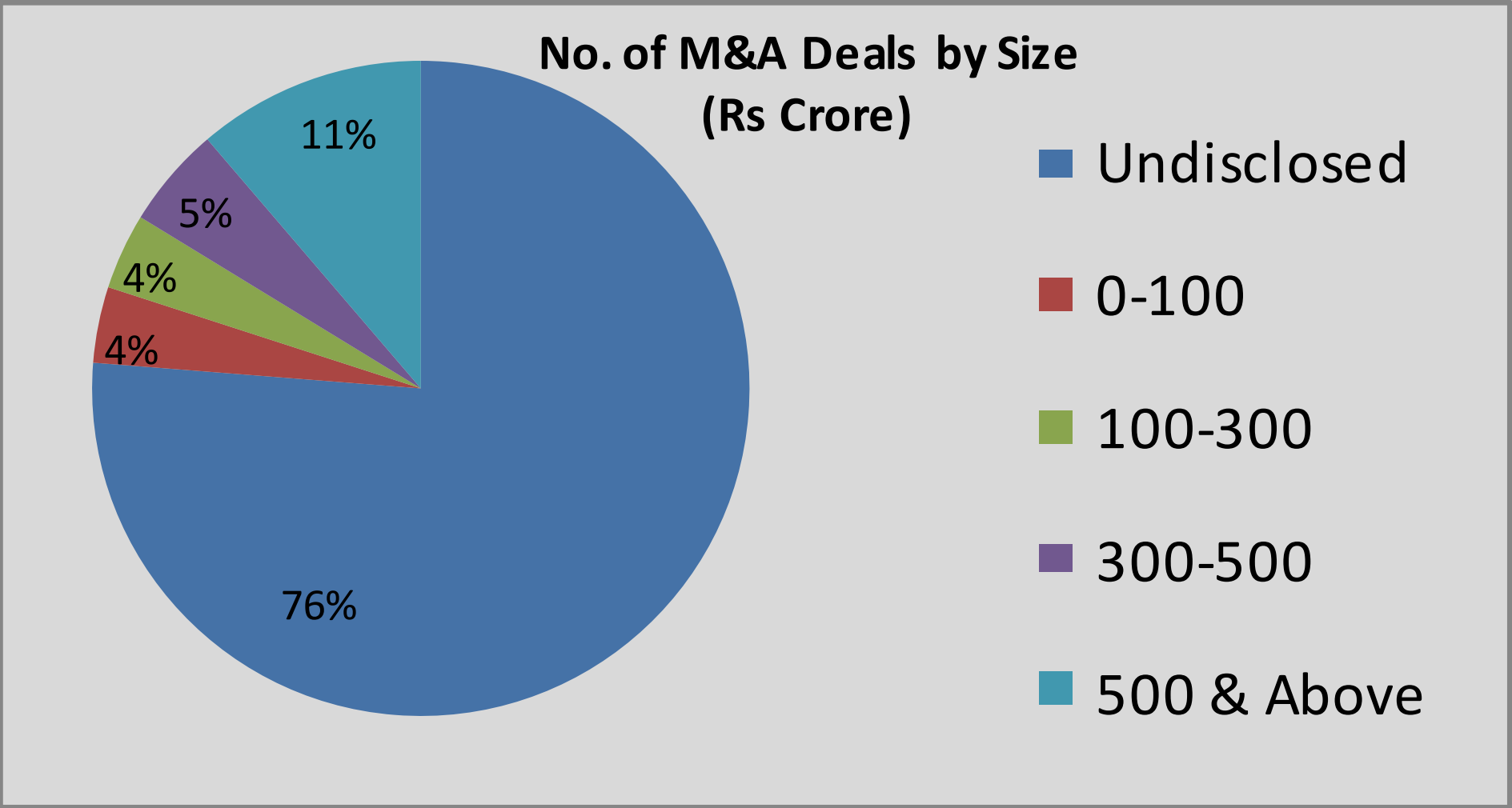
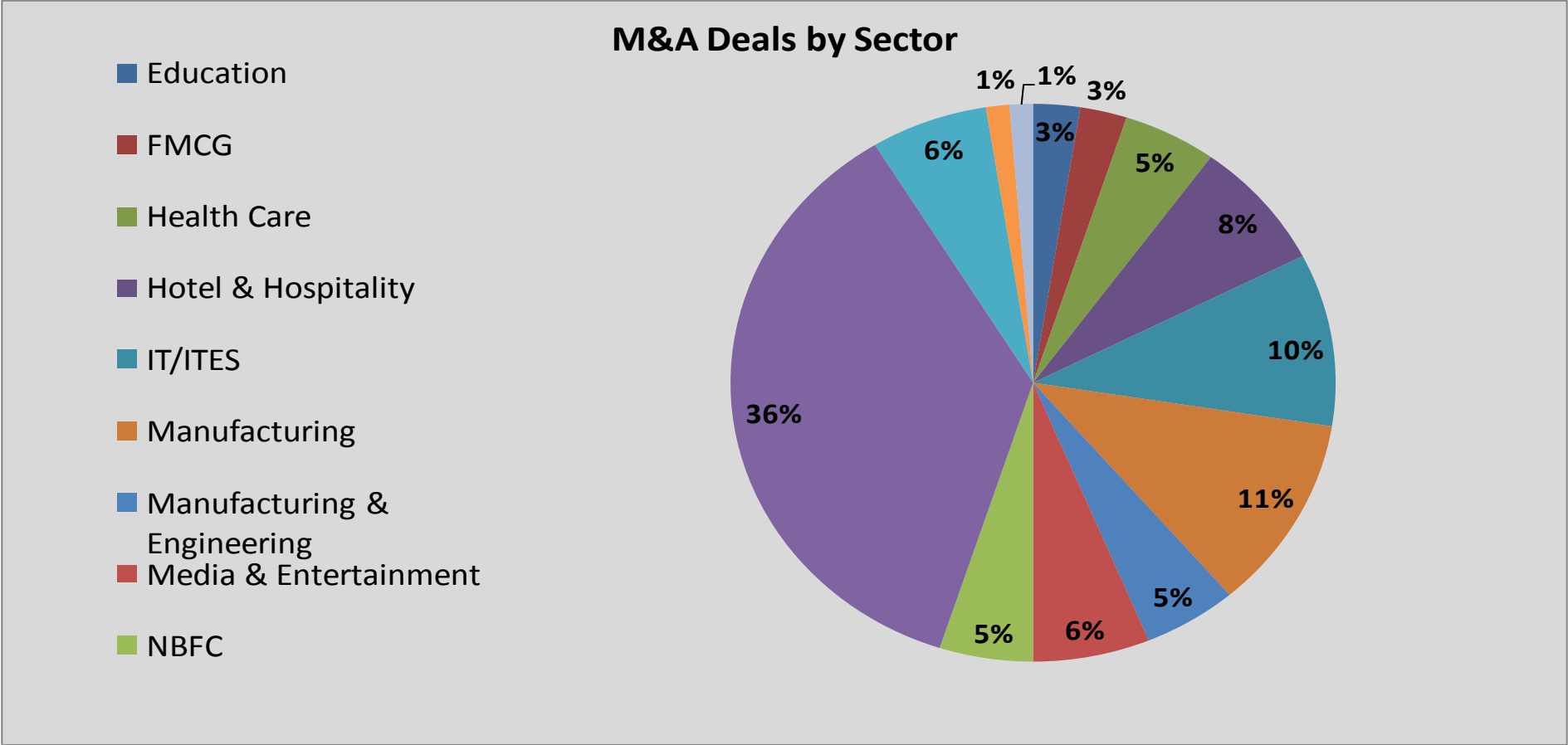
### Deal Value

N. A.

### Synergy Benefits

With this acquisition RAJCON will now become an associate company to IFCI and it will enhance its services with entrepreneur and enterprises.

SUMMARY OF MERGERS & ACQUISITIONS UPDATE



# PE/VC UPDATE



# SNAPSHOT OF PE / VC UPDATE FOR MAY 2014

Investor Fund	Target	Sector	Stake	Size
InvenZone	VentureNursery	Others	N. A.	N. A.
KKR & CO. L.P. (KKR)	Archean Group	Others	N. A.	₹ 500 - 600 Cr.
Olympus Capital Asia	Aster DM network	Health Care	N. A.	₹ 366 Cr
The ASK Group	Undisclosed	Others	N. A.	₹ 500 Cr
Bertelsmann India	Pepperfry.com	Others	N. A.	₹ 91.5 Cr
Policybazaar	Undisclosed	Others	N. A.	₹ 122 Cr
Undisclosed	Filmysphere	Media & Entertainment	3%	₹ 0.61 Cr
SAIF Partners	Toppr	Others	N. A.	₹ 12.2 Cr
Undisclosed	IAN Incubatee Skill Boost	IT/ ITES	N. A.	N. A
Undisclosed	TPG Capital	NBFC	N. A.	₹ 20130 Cr
DST Global	Flipkart	Others	N. A.	₹ 1281 Cr
WestBridge Capital	Vistaar Finance	NBFC	N. A.	₹ 150 Cr
Apax Partners LLP	Persistent develops software solutions	IT/ ITES	1.50%	₹ 57.87 Cr
The Pearson Affordable Learning Fund (PALF)	Zaya Labs	Education	N. A.	N. A
Temasek Holdings (Private) Limited	Snapdeal	Others	N. A.	₹ 610 Cr
Matrix Partners	Chumbak Design Pvt Ltd	Manufacturing	N. A.	N. A
The Abu Dhabi Investment Authority (ADIA)	MT Educare	Education	1%	₹ 3.88 Cr
Starwatch Entertainment	Talenthouse	Others	N. A.	N. A
Bessemer Venture Partners, FirstMark Capital	Pinterest	Others	N. A.	₹ 1220 Cr
Undisclosed	Zify, Violetstreet`	Others	N. A.	₹ 10 Lac
Helion Ventures Partners	Rapid Value	Others	N. A.	₹ 25 Cr
Manav Garg, Naveen Tewari	LetsVenture.com	Others	N. A.	₹ 4 Cr
Undisclosed	Norwest Venture Partners	NBFC	N. A.	₹ 7320 Cr
Mitsui Global Investment, nea, Infield Capital	Pinnacle	Manufacturing	N. A.	N. A
The Hive	Colabo	IT/ ITES	N. A.	₹ 9.15 Cr
Undisclosed	Emerald Hill	NBFC	N. A.	₹ 2440 Cr
Cipla	Chase Pharma	Pharmaceuticals	14.60%	₹ 9.15 Cr
T.V. Mohandas Pai, Mr. Sharad Hegde	GetActive	Others	N. A.	N. A
Axon Partners Group	iYogi	IT/ ITES	N. A.	₹ 170.8 Cr
Presha Paragash	Zostel	Others	N. A.	₹ 6.1 Cr
ChrysCapital	City Union Bank	BFSI	4.08%	₹ 139.7 Cr

# SNAPSHOT OF PE / VC UPDATE FOR MAY 2014

Investor Fund	Target	Sector	Stake	Size
Norwest Venture Partners	CRMnext	Others	N. A.	₹ 42 Cr
Undisclosed	DFJ Growth	IT/ ITES	N. A.	₹ 2867 Cr
Sherpalo Ventures	Cleartrip	Others	N. A.	N. A
Tiger Global Fund	LimeRoad	Textiles	N. A.	₹ 91.5 Cr
Innosight Ventures Other Investors: Cub Capital, Scott Anthony and Akshay Mehra.	Anchanto	Others	N. A.	N. A
Helion Ventures Partners	Dentys	Health Care	N. A.	₹ 27 Cr
Ascent Capital	Maiyas Beverages & Foods	FMCG	N. A.	₹ 100 Cr
Helion Venture Partners	TaxiForSure	Others	N. A.	₹ 61 Cr
Undisclosed	BankerBay	NBFC	N. A.	₹ 6.1 Cr

# SNAPSHOT OF PE / VC UPDATE FOR JUNE 2014

Investor	Target	Sector	Stake	Cr.
SAIF Partners	Touchtalent	IT/ITES	N. A.	₹ 40 Cr
Undisclosed	Reservoir Investment Managers	NBFC	N. A.	₹ 100 Cr
Patni Brothers	The Bombay Shirt Company	Others	N. A.	N. A.
Aspada Investments	Schedulers Logistics India Pvt. Ltd	Others	N. A.	₹ 118 Cr
Fidelity Growth Partners India	Milk Mantra	Others	N. A.	₹ 800 Cr
Kalaari	TripHobo	Others	N. A.	₹ 6.1 - 21.5 Cr
Let's Venture	Cardback	Others	N. A.	₹ 1 Cr
Gennext Ventures	Videonetics	IT/ITES	N. A.	N. A.
Google Capital	MapR	IT/ITES	N. A.	₹ 671 Cr
Bertelsmann SE & Co	Nirvana Venture Advisors	Others	N. A.	N. A.
Sequoia Capital	Akosha	Others	N. A.	₹ 30.5 Cr
OMICS International	MeraEvents	Media & Entertainment	N. A.	₹ 6 Cr
Kotak Realty Fund	Nirmal Group	Real Estate	N. A.	₹ 30000 Cr
Y Combinator	ClearTax	Others	N. A.	N. A.
New Enterprise Associates	VeloCloud	IT/ITES	N. A.	₹ 128.1 Cr
Prognosys Medical Systems	Somerset Indus Capital Partners	NBFC	N. A.	₹ 20 Cr
Intel Capital Nexus Venture partners True Ventures	Helpshift	Others	N. A.	₹ 61 Cr
Blume Ventures	Greytip	Others	N. A.	N. A.
Unitus Seed Fund	AddressHealth	Health Care	N. A.	N. A.
Mr.BinnyBansal India Quotient	Roposo	Others	N. A.	₹ 6.1 Cr
Aspada Investments	Capital Float	NBFC	N. A.	₹ 12 Cr
Growth Story Alok Dinesh Agarwal	Overcart	Others	N. A.	N. A.
Concept Solutions	CaptureSolar Energy Limited	Power	N. A.	₹ 762.5 Cr
Sequoia Capital	Octro Inc.	Others	N. A.	₹ 89 Cr
Intellectap Impact Investment Network	Surya Power	Power	N. A.	₹ 330 Cr
MotilalOswal Financial Services Ltd	Glass Wall Systems	Manufacturing	N. A.	₹ 7500 Cr
SAIF Partners Accel Partners The Network18 Group	Bookmyshow	Media & Entertainment	N. A.	₹ 1500 Cr
Undisclosed	Cerana Beverages	Others	N. A.	N. A.
Ramdas Madhav Pai	Careers360	Others	N. A.	₹ 60 Cr
Asian Development Bank	Welspun Renewables Energy Pvt. Ltd	Power	N. A.	
Creador	Vectus Industries Limited	Manufacturing	N. A.	₹ 1000 Cr
Battery Ventures Khosla Ventures	HackerRank	IT/ITES	N. A.	₹ 56.12 Cr

# SNAPSHOT OF PE / VC UPDATE FOR JUNE 2014

Investor	Target	Sector	Stake	Cr.
Undisclosed	Nykaa.com	Others	20%	N. A.
Blume Ventures LernerCisco Systems, Inc	Covacsis Technologies Pvt. Ltd	Others	N. A.	N. A.
Growx Indian Angel Network	AdSparx	Others	N. A.	₹ 3.5 Cr
BanyanTree Finance Pvt. Ltd.	Nilon's Enterprises Private Limited	Food & Beverages	N. A.	N. A.
Intel Capital Ascent Capital	Vizury Interactive Solution	IT/ITES	N. A.	₹ 940 Cr
Intel Capital Sequoia Capital Norwest Venture Partners	Fashionandyou.com	Others	N. A.	₹ 600 Cr
Future Lifestyle Fashions Limited	Unico Retail	Manufacturing	12%	N. A.
Peepul Capital LLC	CURA Healthcare	Health Care	N. A.	₹ 355.68 Cr
Kae Capital Growx	Fortune Payment Solutions India Pvt Ltd	IT/ITES	N. A.	Under 6.1 Cr
IFC	Power Grid Corporation of India Limited	Power	N. A.	₹ 120 Cr
India Value Fund Advisors Private Ltd	DM Healthcare Private Limited	Health Care	N. A.	₹ 366 Cr
The International Finance Corporation The Lok Capital AavishkaarGoodwell	Suryoday Micro Finance Pvt Ltd	NBFC	N. A.	₹ 270 Cr
Clearwater Capital Partners, LLC	Diamond Power Infrastructure Limited	Manufacturing	5.50%	₹ 27.9 Cr
Nadathur	Paladion Networks Pvt Ltd.	Others	N. A.	₹ 6.1 Cr

# SNAPSHOT OF PE / VC UPDATE FOR JULY 2014

Investor	Target	Sector	Stake	Cr.
Qualcomm Ventures	Portea Medical Private Limited	Healthcare	N. A.	N. A.
Blume Ventures Reliance Industries Limited (RIL) LernerCisco Systems, Inc	Covacsis Technologies Pvt. Ltd	Others	N. A.	N. A.
GE Energy Financial Services	Atria	Others	N. A.	N. A.
Apax Partners LLP	Cholamandalam Investment and Finance Company Limited	NBFC	N. A.	30000 Cr
The Chennai Angels	Fourth Partner Energy Pvt. Ltd	Others	N. A.	₹ 3 Cr
AT Capital	Orange Group	Power	N. A.	₹ 244 Cr
SAIF Partners	TravelTriangle.com	Others	N. A.	₹ 610 Cr
Rakesh Jhunjunwala	Remedinet Technologies Pvt Ltd	IT/ITES	N. A.	N. A.
Tiger Global Management, LLC	Flipkart Online Services Pvt. Ltd	Others	N. A.	₹ 3000 Cr
Venture Nursery	Seek Sherpa	Others	N. A.	N. A.
Euphoria Ventures	Room N House Co	Others	N. A.	₹ 61 Cr
Tata Opportunities Fund, L.P.	Shriram Venture Limited	NBFC	18%	₹ 488 Cr
Steadview	Olacabs	Others	N. A.	₹ 25000 Cr
Sequoia Capital	Capillary Technologies Pvt. Ltd	IT/ITES	N. A.	₹ 58.4 Cr
XebiaLabs	Updata Partners	IT/ITES	N. A.	₹ 73.2 Cr
Accel Partners	WizRocket Technologies	Others	N. A.	₹ 9.76 Cr
India Quotient	Grabhouse	Others	N. A.	₹ 3 Cr
JAFCO Investment (Asia Pacific) Ltd.	POKKT	Others	N. A.	₹ 15.25 Cr
Nirvana Venture Advisors	TranServ Private Limited	Others	N. A.	N. A.
Bessemer Venture Partner	Hungama Digital Media Entertainment Pvt. Ltd	Media & Entertainment	N. A.	₹ 244 Cr
Blume Ventures	Greytip Software	Others	N. A.	N. A.
Goldman Sachs & Co	ReNew Power Ventures Pvt. Ltd.	Power	N. A.	₹ 854 Cr
IDG Ventures India LLC Inventus Capital Partners	Peel-Works Outsourcing Pvt. Ltd	Others	N. A.	12.2 Cr
Asian Development Bank	Hippocampus Learning Centre	Education	N. A.	₹ 610 Cr
Akosha	Sequoia Capital	NBFC	N. A.	₹ 31.72 Cr

**Aster DM Healthcare raises \$60M from existing investors Olympus, IVFA**Deal Participant – Investor Fund

Olympus Capital Asia is an independent private equity firm that has been successfully investing in middle market companies across Asia for over 17 years. Since its founding in 1997, Olympus Capital Asia has invested more than \$1.9 billion of equity capital on behalf of its funds and co-investors in 40 portfolio companies throughout Asia, including China, India, Japan, South Korea and Southeast Asia.

Established in 1999, India Value Fund Advisors Private Ltd is a private equity and venture capital firm specializing in growth and buyout and industry consolidation transactions in mid-sized middle market companies.

India Value Fund Advisors (IVFA) was established with a focus on investing in and transforming mid-sized profitable businesses into world-class industry leaders, built on the strong foundation of IVFA Values. Steered since its inception by Vishal Nevatia,

Deal Participant – Target

Headquartered in Dubai, the Aster DM network is in the midst of exponential expansion in the GCC and India with the number of units set to double by the year 2017. The Aster Group in primary and secondary care with Clinics, Diagnostic Centres and Pharmacies; the Medcare Group in tertiary care with multi-speciality hospitals and clinics; Access Clinics the Budget Clinics, the Aster Medcity in quaternary care and EuroHealth in O&M consultancy. The MIMS Hospitals at Calicut and Kottakkal, are the preferred tertiary centres in North Kerala.

Deal Value

\$ 60 Mn.

**KKR Invests In Archean Group**Deal Participant – Investor Fund

Founded in 1995 and Based in Mumbai, KKR & CO. L.P. (KKR) is a leading global investment firm with deep roots in private equity, diversified capabilities, and an impressive track record. KKR India Financial Services Private Limited provides debt financing services to businesses.

Deal Participant – Target

Archean Group is a diversified industrial conglomerate with interests in Salt, Mines and Minerals, Shipping, Building materials, and Industrial Chemicals. The group employs over 3000 people across the globe with operations spanning thru coal mines in Indonesia to world's fourth largest phosphoric acid plant in Senegal.

Deal Value

₹ 500-600 Cr.

**ASK Group Raises Funds For Residential Investments**Deal Participant – Investor Fund

The ASK Group is a well diversified and renowned Financial Services Group. The company offers Portfolio Management Services, Financial Planning Services, Investment Advisory, Insurance Advisory, Real Estate Advisory and Art Advisory Services.

Deal Participant – Target

Undisclosed

Deal Value

₹ 500 Cr.

**InvenZone Secures Funding From VentureNursery's Angels**Deal Participant – Investor Fund

Founded by IIT Bombay graduate Vinay Kumar and Deekshith Marla, InvenZone is a networking platform for scholars and researchers to make the intellectual knowledge discovery an easy task. It launched its beta product in IIT, Bombay and is planning to launch in other top tier university soon. IT provides platform for academic search and networking.

Deal Participant – Target

VentureNursery (VN) is India's first angel-backed start-up accelerator. Established in March 2012 by two like-minded Angel Investors -Shravan Shroff, Founder and former MD, Fame Cinemas and Ravi Kiran, former CEO-South East & South Asia, Starcom MediaVest Group and Co-Founder and Managing Partner, Friends of Ambition, the accelerator runs its physical premises out of Mumbai, India. VentureNursery's acceleration process works on a hybrid model that includes BOOTCAMP and PARALLELTRACK mentoring.

Deal Value

N. A.

**PolicyBazaar Secures Series C Round**Deal Participant – Investor Fund

Policybazaar is an Indian online life insurance and general insurance comparison portal. Policybazaar.com is not a web aggregator and can act only as a comparison site but cannot be used for purchase of insurance policies directly. Policybazaar.com specializes in enabling the consumer to make a comparative analysis of the insurance products on the basis of price, quality and key benefits.

Deal Participant – Target

Undisclosed

Deal Value

\$ 20 Mn.

**Bertelsmann India, Norwest Venture Invest In Pepperfry**Deal Participant – Investor Fund

Bertelsmann has a worldwide presence in around 50 countries with its core businesses of media and services. Bertelsmann SE & Co. KGaA is a capital market-oriented, unlisted partnership limited by shares. It is engaged in the production, servicing, and marketing of media worldwide. As a corporate holding, it handles central Group functions such as corporate strategy development, capital allocation, financing, and management development. Its key geographical markets are Western Europe – especially Germany, France, Britain and Spain – as well as the United States.

For more than 50 years, Norwest Venture Partners (NVP) has actively partnered with entrepreneurs to build and grow successful businesses. VP makes early to late-stage venture and growth equity investments across a wide range of sectors including: technology, information services, business services, financial services, consumer products/services and healthcare.

Deal Participant – Target

Pepperfry.com opened for business on 3rd January 2012 to give customers a wide selection of amazingly priced Furniture and Home merchandize with a consistently great shopping experience.

Today they are India's No.1 online Furniture, Home and Living destination, offering more than 45,000 products to spice up your home across categories like Furniture, Home Décor, Furnishings, Kitchen and Pet Supplies

Deal Value

\$15 Mn.

**US Based Angel Investor Backs FilmySphere**Deal Participant – Investor Fund

Undisclosed

Deal Participant – Target

Filmysphere is a social movie platform to follow your favorite celebrities, movies and discover upcoming talents and jobs in entertainment. FilmySphere helps users discover feature, short and independent films and get recommendations from their network on which one to watch. On the other hand, FilmySphere connects young artists and film fraternity via its marketplace model. It allows production houses to post jobs and requirements for a particular film while assignment seekers (artists) create their profile and search jobs

Deal Value

\$ 100K

**IAN Incubatee Skill Boost Secures Angel Investment**Deal Participant – Investor Fund

Undisclosed

Deal Participant – Target

Founded by Abhinav, IAN Incubatee Skill Boost claims to be first of its kind in India to provide structured skill assessment and enhancement services in MS Office applications to make professionals and students more employable, in 2013.

Deal Value

N. A.

**Edu Startup Toppr Raises Seed Funding**Deal Participant – Investor Fund

SAIF Partners is a leading private equity firm that provides both early stage and growth capital to companies in India. It has been investing in India since 2001 and with over 30 investments, it has become one of the largest and most active funds in the country. Their primary areas of focus include Information Technology, Internet, Mobile, Consumer Products and Services, Healthcare, Education, Financial Services and Manufacturing.

Helion Ventures Partners is a \$605 Million India-focused, early to mid-stage venture fund, investing in technology-powered and consumer service businesses in sectors like Outsourcing, Internet, Mobile, Technology Products, Retail Services, Healthcare, Education and Financial Services. In helping manage rapid growth, they participate in future rounds of financing in syndication with other venture partners. Their prior experience in M&A is also available to entrepreneurs in driving inorganic growth.

Deal Participant – Target

Toppr is an online test preparation portal that helps students to crack their competitive exams. Currently, it offers engineering and medical exams courses and is planning to explore other segments in test preparation. The content offered to students is generated by the company itself. The company claims to have 8000 registered users and to increase their customer base, it is also planning to work with schools. Its mobile platform has played a crucial role in the company's growth as quarter of the users has been acquired through mobile.

Deal Value

\$ 2 Mn

## **Apax Partners picks 1.5% in Persistent Systems for just under \$10M**

### Deal Participant – Investor Fund

Founded in 1969, Apax Partners LLP is an investment firm specializing in direct and fund of fund investments in middle market. It specializes in private equity and venture capital investments. It has a multi-stage equity investment strategy, investing in late ventures, growth capital, leveraged acquisitions, management buyouts, buy-ins, and recapitalizations. It typically invests in technology and telecommunications; retail and consumer; financial and business services; media; and healthcare sectors.

### Deal Participant – Target

Founded in 1990 by IIT Kharagpur alumnus Anand Deshpande, Persistent develops software solutions in next-generation technology areas, including analytics, Big Data, cloud computing, mobility and social, for the telecommunications, banking & financial services, life sciences and healthcare verticals.

### Deal Value

₹ 57.87 Cr

## **Matrix Partners leads investment in design-led hybrid retailer Chumbak**

### Deal Participant – Investor Fund

Matrix Partners is a US-based private equity investment firm focusing on venture capital investments. The firm invests in seed and early stage companies in the United States and India, particularly in the software, communications, semiconductors, data storage, Internet or wireless sectors.

### Deal Participant – Target

Chumbak Design Pvt Ltd was founded in 2010 by Prabhakar, who had earlier worked at companies like Titan, Motorola and Sun Microsystems. The startup designs and manufactures souvenirs, travel & tech accessories, jewellery & apparel, fridge magnets, keychains, t-shirts, coffee mugs and phone cases all of which are inspired by everyday Indian sights and experiences.

### Deal Value

N. A.

## **WestBridge leads \$27.4M investment in Vistaar Finance**

### Deal Participant – Investor Fund

WestBridge Capital focuses on partnering for the long-term with market leading Indian companies run by impressive entrepreneurs and management teams.

### Deal Participant – Target

The idea of Vistaar dawned on the minds of two first generation entrepreneurs, who truly believe in supporting and creating new economic opportunity through credit provisioning, to deserving micro- entrepreneurs, to enhance and enrich their lives and the community they live in. Their objective is to make finance available at a reasonable cost, which is delivered in a transparent manner.

### Deal Value

₹ 160 Cr

## **TPG Capital raises \$3.3B in Asia buyout fund**

### Deal Participant – Investor Fund

Undisclosed

### Deal Participant – Target

TPG Capital is one of the largest private equity investment firms globally, focused on leveraged buyout, growth capital and leveraged recapitalization investments in distressed companies and turnaround situations.

### Deal Value

\$ 3.3 Bn

## **TransUnion Buys Sundaram Finance's Stake In CIBIL**

### Deal Participant – Acquirer

TransUnion is a global leader in credit and information management. For more than 40 years, It has worked with businesses and consumers to gather, analyze and deliver the critical information needed to build strong economies throughout the world. It provides service to approximately 45,000 businesses and approximately 500 million consumers worldwide

### Deal Participant – Target

Sundaram Finance Ltd. incorporated in 1954 is one of the most trusted financial services groups in India. The activities of the group span savings products like Deposits and Mutual Funds, Car and Commercial Vehicle Finance, Insurance, Home Loans, Software Solutions, Business Process Outsourcing, Tyre Finance, Fleet Cards, Tractor Finance and Mutual Funds R&T. Sundaram Finance has a Nation-wide presence with 581 branches.

## **Edu Startup Zaya Labs Gets Investment From Pearson**

### Deal Participant – Investor Fund

launched in July 2012, The Pearson Affordable Learning Fund (PALF) makes minority equity investments in for-profit companies to meet a growing demand for affordable education services across the developing world. The fund will focus on investing in LCPS chains serving any subset of K-12 and any low-cost service providers serving LCPS.

### Deal Participant – Target

Founded in 2010 by Neil D'Souza and Soma Vajpayee, Zaya Labs helps students to study in a new and better way. It has developed a blend of online and face-to-face teaching model for learning in schools. It operates a rotational model where students divide their time between content engagement via tablets, instructional time with a teacher and peer-to-peer group work, which also helps teachers to enhance student outcomes.

### Deal Value

N. A.

## **PE backed Snapdeal Receives Additional Funding**

### Deal Participant – Investor Fund

Temasek Holdings (Private) Limited is a sovereign wealth fund of the Government of Singapore specializing in growth capital, restructuring, and divestiture transactions. The firm also invests in private equity and debt funds.

BlackRock is the world's largest asset manager, and their business is investing on behalf of their clients, from large institutions to the parents and grandparents, the doctors and teachers who entrust their savings to them.

### Deal Participant – Target

Founded in 2010 by Kunal Bahl and Rohit Bansal, Snapdeal is an online marketplace. With 20 million registered users, Snapdeal is one of the first and largest online marketplaces in India.

### Deal Value

\$ 100 Mn

## **Abu Dhabi Investment Authority picks stake in MT Educare**

### Deal Participant – Investor Fund

The Abu Dhabi Investment Authority (ADIA) is a sovereign wealth fund owned by Emirate of Abu Dhabi (in United Arab Emirates) founded for the purpose of investing funds on behalf of the Government of the Emirate of Abu Dhabi. It manages the emirate's excess oil reserves, estimated to be as much as \$500 billion.

### Deal Participant – Target

MT Educare formerly known as Mahesh Tutorials started in 1988 with one branch in Mulund, today MT Educare has 199 coaching centers in 121 locations across Maharashtra, Gujarat, Tamil Nadu and Karnataka. It is the first stock listed coaching classes in India and also has a branch in Dubai.

### Deal Value

₹ 3.88 Cr.

## **Everstone Capital Invests In Dominos' Indonesian Franchise**

### Deal Participant – Investor Fund

Founded in 2006 by Atul Kapur and Sameer Sain, Everstone Capital has a strong partnership oriented culture and truly believes in working closely with entrepreneurs, corporations, asset owners and service providers to achieve mutual success.

### Deal Participant – Target

PT Dom Pizza Indonesia is an Indonesian franchise of Dominos Pizza. The Company is the market leader in the organized pizza market.

### Deal Value

\$ 20 Mn

## **Reliance Entertainment's crowdsourcing platform Talenhouse raises funding led by German media firm Starwatch**

### Deal Participant – Investor Fund

Starwatch Entertainment combines the areas of music, live entertainment, events, ticketing and artist management within the ProSiebenSat.1 Group. The company offers opportunities for brand partnerships in combination with artists and events.

### Deal Participant – Target

Led by Scharf and Amos Pizzey, Talenhouse is a global creative community, where brands can connect with artists who create content that connects with people.

### Deal Value

N. A.

## **DST Global Leads Investment In Flipkart**

### Deal Participant – Investor Fund

DST Global is a global investment group focused on Internet led by Yuri Milner. Iconiq Capital is a global multi-family office, operating as an independent SEC Registered Investment Advisor.

Established in 1915, Naspers is a South Africa-based multinational mass media company with principal operations in electronic media (including pay-television, internet and instant-messaging subscriber platforms and the provision of related technologies) and print media (including the publishing, distribution and printing of magazines, newspapers and books, and the provision of private education services).

Accel Partners is a venture and growth equity firm.

### Deal Participant – Target

Flipkart is an Indian e-commerce company founded in 2007, by Sachin and Binny Bansal. It is considered as the e-commerce company that made online shopping popular in India.

### Deal Value

\$ 210 Mn

## **VioletStreet, Zify Secure Angel Funding**

### Deal Participant – Investor Fund

Undisclosed

### Deal Participant – Target

Hyderabad based Zify, is a mobile-cum-web application aimed at addressing the everyday problem of commuting through ride sharing. Zify.co is a very young & innovative technology. It was started with the aim of solving daily life problems by leveraging on cutting-edge technology and mobile solutions.

Violetstreet is a fashion aggregator and social shopping portal, where a user can shop along with her friends, take their feedback and make better purchasing decisions.

### Deal Value

₹ 10 Lac

## **RapidValue Secures Funding From Helion Venture**

### Deal Participant – Investor Fund

Helion Ventures Partners is a \$605 Million India-focused, early to mid-stage venture fund, investing in technology-powered and consumer service businesses in sectors like Outsourcing, Internet, Mobile, Technology Products, Retail Services, Healthcare, Education and Financial Services. In helping manage rapid growth, they participate in future rounds of financing in syndication with other venture partners. Their prior experience in M&A is also available to entrepreneurs in driving inorganic growth.

### Deal Participant – Target

Rapid Value was co founded by Rajesh Padinjaremadam, Sirish Kosaraju and Rinish K. Nalini in 2009. Its offering helps companies to migrate their business operations to laptops, tablets and smartphones. It provides a chain of services in mobility space and is also building reusable solutions such as mobile field service and mobile HRMS.

### Deal Value

₹ 25 Cr

## **Chase Pharma Raises Series B Funding From Cipla**

### Deal Participant – Investor Fund

Cipla is a global pharmaceutical company whose goal is ensuring no patient shall be denied access to high quality & affordable medicine and support.

### Deal Participant – Target

Founded in 2007, Chase Pharma is focused on developing novel approaches to improve treatments for Alzheimer's disease. Their operations have focused on inventing or acquiring product candidates, adding value by advancing them towards global registration, and then licensing-out to commercial partners

### Deal Value

\$ 1.5 Mn

## **Big Data firm Colabo raises \$1.5M in seed funding from The Hive, angels**

### Deal Participant – Investor Fund

The Hive, the Big Data startup fund launched by Patni siblings—Amit and Arihant Patni and Ravi— The Hive is an independent full-service creative advertising and strategic marketing agency based in Toronto, Canada

A group of private investors - Paul Maritz, Raghu Raghuram and Ray Rothrock

### Deal Participant – Target

Set up in late 2010 by serial entrepreneurs Yoav Dembak, Asaf Wexler and Naama Halperin, Colabo is a multi-functional software that enables professionals across industries to achieve business objectives, including lead qualification, lead generation and trend prediction.

### Deal Value

\$ 1.5 Mn

## **Visual discovery platform Pinterest raises \$200M at \$5B valuation**

### Deal Participant – Investor Fund

Founded in 1911, Bessemer Venture Partners is an American global venture capital firm. They provided seed funding for early industrial companies.

FirstMark Capital is a private equity firm focusing on venture capital transactions. It invests in early stage technology companies, frequently as the second institutional investor, and is based in New York City.

### Deal Participant – Target

Founded in March 2010 by Ben Silbermann, Evan Sharp and Paul Sciarra, Pinterest helps people discover things they love and inspire them to do those things in real life. A free-to-use platform, Pinterest allows users to upload, save, sort and manage images (known as pins) through collections known as pinboards. Pinterest also acts as a personalised media platform, whereby users' content and the content of others can be browsed on the main page.

### Deal Value

\$ 200 Mn

## **mGaadi Gets Investment From Unitus Seed Fund**

### Deal Participant – Investor Fund

Unitus Seed Fund, part of the Unitus group, is a new investment fund based in Bangalore and Seattle that provides opportunities for economic self-reliance, education, and obtaining basic necessities to people living at the base of the economic pyramid.

### Deal Participant – Target

Started in 2013 by Solomon Prakash and Vishy Kuruganti, mGaadi has launched a service which enables consumers to order an autorickshaw for near-immediate pick-up, or to schedule a pickup using their mobile phone – either through an app or a voice call.

### Deal Value

N. A.

## **Bangalore-based LetsVenture raises over \$650K from Accel Partners, angels**

### Deal Participant – Investor Fund

Manav Garg is the CEO & Founder of Eka Software Solutions, a leader in Commodity Trade and Risk Management (CTRM) Software.

Naveen Tewari, 35, is the founder and CEO of InMobi, the world's largest independent mobile advertising network.

Sharad Sharma is the co-founder and Governing Council member of iSPIRT, a non-profit industry think tank.

And other 20 angel investors.

### Deal Participant – Target

Set up with a seed capital of Rs 30 lakh in May 2013, LetsVenture.com brings investors and startups on a single domain—750 startups and 375 Indian investors have already registered with its platform. Apart from helping startups raise investment, LetsVenture allows them to get their business plans reviewed by experts as well as connect to mentors.

### Deal Value

₹ 4 Cr

## **Norwest Venture Partners raises \$1.2B for its latest fund**

### Deal Participant – Investor Fund

Undisclosed

### Deal Participant – Target

For more than 50 years, Norwest Venture Partners (NVP) has actively partnered with entrepreneurs to build and grow successful businesses. VP makes early to late-stage venture and growth equity investments across a wide range of sectors including: technology, information services, business services, financial services, consumer products/services and healthcare.

### Deal Value

\$ 1.2 Bn

## **Private equity fund of funds Emerald Hill Capital Partners raises \$400M**

### Deal Participant – Investor Fund

Undisclosed

### Deal Participant – Target

Emerald Hill is a Hong kong based firm of highly experience private equity limited partners. It is currently investing in private equity fund of funds.

### Deal Value

\$ 400 Mn

## **Wearable Tech Startup GetActive Secures Angel Investment**

### Deal Participant – Investor Fund

T.V. Mohandas Pai is the Chairman of Manipal Global Education. He used to be a Member of the Board of Directors of Infosys, and Head – Administration, Education and Research, Financial, Human Resources, and Infosys Leadership Institute. Mr. Sharad Hegde served as Senior Vice President and Chief Technology Officer of Infosys for over 20 years.

### Deal Participant – Target

Launched in 2013 by Mohammed, Murtaza, Sreejith and Saurav, GetActive develops wearable devices which tracks physical activity, calories burned, number of hours slept and weight.

### Deal Value

N. A.

## **Axon Partners, Others Invest In iYogi**

### Deal Participant – Investor Fund

Axon Partners Group (Axon) is an international firm dedicated to value creation through investing and to providing advisory services in the broad technology sector, from ICT to Energy. It is an international Investment, Corporate Development and Consulting firm, specialised in global emerging markets.

### Deal Participant – Target

iYogi that was started in 2007 by Uday Challu and Vishal Dhar, offers technical support through its various products like iYogi Smart PC Scan, iYogi Support Dock, iYogi Green PC and iYogi PC Optimization

### Deal Value

\$ 28 Mn

## **Accommodation Chain Zostel Secures Angel Funding**

### Deal Participant – Investor Fund

Presha Paragash - an angel investor from Southeast Asia.

### Deal Participant – Target

Founded in 2013 by seven young travel enthusiasts Dharamveer Chauhan, Paavan Nanda, Akhil Malik, Tarun Tiwari, Chetan Singh Chauhan, Abhishek Bhutra and Siddharth Janghu, Zostel provides affordable, centrally-located and friendly accommodation to young travellers. It also provides AC dormitories, laundry service, TV, internet, library, board games and other interactive facilities at a price R500 per night.

### Deal Value

\$ 1 Mn

## **ChrysCap picks 4% stake in City Union Bank**

### Deal Participant – Investor Fund

ChrysCapital manages \$2.5 billion across six funds and aspires to build the leading investment firm

### Deal Participant – Target

City Union Bank, 'The Kumbakonam Bank Limited' as it was then called was incorporated as a limited company on 31st October, 1904.

### Deal Value

₹ 139.7 Cr

## **TaxiForSure gets \$10M in Series B led by Bessemer**

### Deal Participant – Investor Fund

Helion Ventures Partners is a \$605 Million India-focused, early to mid-stage venture fund, investing in technology-powered and consumer service businesses in sectors like Outsourcing, Internet, Mobile, Technology Products, Retail Services, Healthcare, Education and Financial Services. In helping manage rapid growth, they participate in future rounds of financing

Blume Ventures is a leading early-stage seed & pre-series A venture fund. Blume provides seed funding in the range of \$50K – \$300K to early-stage tech-focused and tech-enabled ventures.

### Deal Participant – Target

Founded by Raghunandan and Aprameya Radhakrishna, TaxiForSure is mainly competing with Olacabs. It is an aggregator of car rentals and taxis in India. They work with various taxi operators and enable them with technology to ensure customers get an easily accessible, safe & reliable taxi ride 'for sure'.

### Deal Value

\$ 10 Mn

## **LimeRoad Raises Series B Round From Tiger Global**

### Deal Participant – Investor Fund

US based Tiger Global Fund focused on later-stage, privately-held technology companies, has backed firms like Flipkart, Olacabs, Caratlane, Myntra, Freshdesk, Babyoye, Commonfloor, Zovi, Just Dial and MakeMyTrip.

### Deal Participant – Target

Founded by Suchi Mukherjee, Ankush Mehra and Prashant Malik, LimeRoad operates an online fashion portal for women to discover, share and shop the best of lifestyle products. The shopping on LimeRoad allows one to shop-by-city, shop-by-brand, or shop-by-flagship store, where one can browse and connect with shops, brands and retailers of your choice.

### Deal Value

\$ 15 Mn

## **Innosight Ventures, Others Invest In Anchanto**

### Deal Participant – Investor Fund

Innosight Ventures is the strategic investment arm of Innosight Consulting, which invest in early stage companies based in Singapore.

Other Investors: Cub Capital, Scott Anthony and Akshay Mehra.

### Deal Participant – Target

Founded in 2012 by Vaibhav Dabhade, Abhimanyu and Shafique Muhammad, Anchanto helps business, brands and retailers to create web stores and also offers fulfillment services like inventory warehousing, picking, packing, forward logistics and reverse logistics to clients across South East Asia.

### Deal Value

N. A.

## **Sherpalo Ventures confirms exiting OTA Cleartrip, sells stake to Concur**

### Deal Participant – Exit Fund

Sherpalo Ventures, the venture capital firm launched by Google board member Kavitar Ram Shriram, guide and mentor exceptional entrepreneurs as they take their innovative ideas and disruptive technologies and turn them into successful businesses.

### Deal Participant – Target

Mumbai-headquartered Cleartrip is one of the top online travel firms in India, alongside Makemytrip.com, Yatra.com, and Goibibo.com.

### Deal Value

N. A.

## **DFJ Growth raises fresh \$470M fund**

### Deal Participant – Investor Fund

Undisclosed

### Deal Participant – Target

DFJ Growth was formed in 2006 to focus on financing young technology companies. Globally, the fund has invested in game changing and disruptive technology companies including AdMob, Box, SolarCity, SpaceX, Tesla Motors, Tumblr, Twitter and Yammer.

### Deal Value

\$ 470 Mn

## **Denty's Dental Care Secures Funding From Helion**

### Deal Participant – Investor Fund

Helion Ventures Partners is a \$605 Million India-focused, early to mid-stage venture fund, investing in technology-powered and consumer service businesses in sectors like Outsourcing, Internet, Mobile, Technology Products, Retail Services, Healthcare, Education and Financial Services. In helping manage rapid growth, they participate in future rounds of financing

### Deal Participant – Target

Founded in 2009 by Rajesh Nandipati and Chennupati, Dentys is a multi-specialty dental care chain. Currently, it operates 10 clinics in Andhra Pradesh and Tamil Nadu. The healthcare firm equips dentists with technology to collate and analyse patient data and provide evidence-based dentistry. It also manufactures dental products such as crowns under its in house laboratory.

### Deal Value

₹ 27 Cr

## **Norwest Venture Partners invests \$7M in customer relationship management firm CRMnext**

### Deal Participant – Investor Fund

NVP is a multi-stage venture capital and growth equity investment firm that has partnered with entrepreneurs to build great businesses for more than 50 years.

### Deal Participant – Target

Founded by Singh in 2002, CRMnext runs CRM implementation which includes managing sales, marketing and customer service across the organisation and sharing of information by centralising all customer data and processes in markets like Asia Pacific, Africa and Middle East regions.

### Deal Value

₹ 42 Cr

## **TouchTalent Raises Seed Funding From SAIF Partners, Others**

### Deal Participant – Investor Fund

SAIF Partners is a leading private equity firm that provides both early stage and growth capital to companies in India. They makes privately negotiated equity or equity-linked investments in early and growth stage companies across sectors such as consumer products & services, technology, media, telecom, financial services, healthcare, travel and tourism, and manufacturing. They generally make individual equity investments between \$2 Mn to \$75 Mn in one or more rounds of financing.

### Deal Participant – Target

Founded by alumnus of IIT Delhi Ankit Prasad and Mohammad Wasim, Touchtalent is a web based community platform which connects creative users to share and display their creations and also to monetize on the content they have created.

### Deal Value

₹ 40 Cr

## **Exfinity Technology Fund Achieves First Close**

### Deal Participant – Investor Fund

Undisclosed

### Deal Participant – Target

Reservoir Investment Managers was incorporated in October, 2013 based in Bangalore, is a private equity and venture capital firm specializing in early stage, start up, growth capital, and emerging stage investments. It does not invest in traditional information technology services. The firm seeks to invest in technology sector with a focus on information technology, software, products, services, and applications targeting global footprint; investments in a mix of B2B and B2C space; enterprise space, big data and analytics, mobility, social, cloud computing, SaaS, application development, e-commerce, and IP creation.

### Deal Value

₹ 100 Cr

## **Pinnacle Raises Series C Round**

### Deal Participant – Investor Fund

Mitsui Global Investment (MGI) is a subsidiary of Mitsui & Co., Ltd., which invests in opportunities that have potential for growth.

Ventureast is a pioneering Indian VC fund manager with close to \$300 million under management.

As one of the world's largest and most active venture capital firms, NEA focuses on a variety of investment stages, ranging from seed stage through growth stage. NEA invests in three broad industry sectors: information technology, health care, and energy technology, with investment professionals allocated to each industry. NEA invests in companies in various stages of development, from seed stage through growth stage

Founded in 2008, Infield Capital is a venture capital firm specializing in early-stage investments. The firm typically invests in clean technologies for the transportation industry, with an emphasis on future powertrain technologies, internal combustion, stored energy, mobile energy transmission, new materials, nanotechnology, and alternative fuels and systems.

### Deal Participant – Target

Founded in 2007 by James Montague Cleaves, Pinnacle Engines develops and commercializes internal combustion engines for transportation and stationary applications

### Deal Value

N. A.

## **Deal origination platform for financial institutions BankerBay raises under \$1M in angel funding**

### Deal Participant – Investor Fund

Undisclosed

### Deal Participant – Target

BankerBay was founded in 2012 by Narain and Romesh Jayawickrama. It's an opportunity network for high finance transactions. BankerBay helps members raise capital, buy and sell companies, locate potential investments and deals and new clients.

### Deal Value

Under \$ 1 Mn

## **Bombay Shirt Secures Seed Funding From Patni Brothers**

### Deal Participant – Investor Fund

Amit and Arihant Patni, the sons of Gajendra Patni (eldest brother of the three co-founders of Patni brothers) have been anchoring and cofounding funds including Nirvana Venture (an Internet Digital Fund), Elysium Investment Advisors (a Hedge Fund) and @Hive (a Big Data Fund), post their exit from Patni Computer System in 2011.

### Deal Participant – Target

The Bombay Shirt Company is the first online made-to-measure shirt company in India geared towards bringing out our individuality, whilst providing us with convenient options for smart comfortable clothing. They are consistently innovating with fabrics and refining designs to ensure the perfect balance - blend modern design with classic tailoring.

### Deal Value

Undisclosed

## **Aspada Invests In 3PL Firm Schedulers Logistics**

### Deal Participant – Investor Fund

Aspada Investments is a holding company backed with a significant commitment from the Soros Economic Development Fund. It invests in small firms in large markets with annual turnover of between \$1-10 per annum, operating in the agricultural supply chain health care, K-12 affordable education, financial services, and basic utilities.

### Deal Participant – Target

Schedulers Logistics India Pvt. Ltd. incorporated in 2011 a Mumbai based firm, provides supply chain management and allied services in India. It offers customized transportation solutions; and in plant operations, including design and operation of warehouses in customer's manufacturing facilities.

### Deal Value

₹ 118 Cr

## **Ascent Capital Invests In Packaged Food Maker Maiyas**

### Deal Participant – Investor Fund

Founded by Raja Kumar, Ascent Capital is a leading independent private equity firm focused exclusively on India. It manages three funds of which the first two are fully invested in 40 companies.

### Deal Participant – Target

Founded by Dr. P Sadananda Maiya, Maiyas Beverages & Foods is the fastest growing vegetarian processed food company in India.

### Deal Value

₹ 100 Cr

## **Fidelity Growth Partners Invests In Dairy Firm Milk Mantra**

### Deal Participant – Investor Fund

Fidelity Growth Partners India is the private equity arm of Fidelity group of companies involved in the process of making investments / divestments focussed in India. They are a leading sector-agnostic growth capital investor. It seeks to invest in high quality, high growth companies led by exceptional management teams.

### Deal Participant – Target

Started in 2009 by SrikumarMisra, Milk Mantra produces a range of dairy products like milk, probiotic dahi, paneer, lassi and buttermilk under the 'Milky Moo' brand.

### Deal Value

₹ 800 Mn

## **Online Travel Planner TripHobo Secures Series A FromKalaari Capital**

### Deal Participant – Investor Fund

Kalaari is a \$160 million venture capital fund with a strong advisory team in Bangalore investing in early-stage, technology-oriented companies in India. They are passionate about investing in entrepreneurs who are poised to be tomorrow's global leaders. They seek companies that are capturing new markets, providing innovative solutions, and creating new wealth for India and beyond.

### Deal Participant – Target

TripHobo is the world's leading resource for creating itineraries, searching interesting places, finding and booking the best hotels & travel experiences worldwide.

### Deal Value

\$ 1 – 3.5 Mn

## **Bank card scheme notifications venture Cardback raises \$170K through LetsVenture**

### Deal Participant – Investor Fund

Let'sVenture enables startups looking to raise seed / angel money to create investment ready profiles online, and connect to accredited Investors. They also allow startups to get their business plans reviewed by thier experts as well as connect to mentors.

### Deal Participant – Target

Founded in 2012 by Wason and NidhiGurnani, Cardback offers rewards, cash-back and EMI schemes on credit, debit, prepaid and loyalty cards on phone without taking the card numbers whenever you enter a mall or market they provide an automatic push notification about the offers of the Card.

### Deal Value

₹ 1 Cr

## **Videonetics Secures Funding From GenNext Ventures**

### Deal Participant – Investor Fund

Gennext Ventures is a venture capital arm of Reliance Industries Limited specializing in early stage investments. It is based in Mumbai andfocuses on start-ups which will scout for investment opportunities in new technologies including product innovation.

### Deal Participant – Target

Founded by TinkuAcharya in 2008, Videonetics develops video analytics software to conduct video surveillance across multiple platforms and sites. Its products enable to monitor the crowd, face detection and recognition, intelligent object monitoring, intelligent vice management server as well as statistical analysis.

### Deal Value

Undisclosed

## **Enterprise software firm MapR raises \$110M from Google Capital, Qualcomm Ventures, others**

### Deal Participant – Investor Fund

Google Capital is a growth equity fund backed by Google. They invest in people who are passionate about the potential for technology to change how they live and are rapidly building the companies of tomorrow. They focus on emerging, long-term technology trends and the companies that are leading or are poised to drive disruption in their respective markets by harnessing these technologies.

### Deal Participant – Target

MapR was founded in 2009 by MC Srivas (CTO) and Schroeder. It is a San Jose, California-based enterprise software company that develops and sells Apache Hadoop-derived software.MapR provides three versions of their product known as M3, M5 and M7. M3 is a free version of the M5 product with degraded availability features. M7 is like M5, but adds a purpose built rewrite of HBase that implements the HBase API directly in the file-system layer.

### Deal Value

\$ 110 Mn

## **Bertelsmann Invests In Nirvana Ventures To Back Digital Startups**

### Deal Participant – Investor Fund

Bertelsmann SE & Co. KGaA is a German multinational mass media corporation founded in 1835, based in Gütersloh, Germany.it handles central Group functions such as corporate strategy development, capital allocation, financing, and management development.

### Deal Participant – Target

Nirvana Venture Advisors invests in earlystage and market leading companies in the fast growing Indian internet and mobile segments.

### Deal Value

N. A.

## **Customer feedback platform Akosharaises \$5M from Sequoia Capital**

### Deal Participant – Investor Fund

Founded by Don Valentine in 1972, Sequoia Capital is a venture capital firm specializing in incubation, seed stage, start-up stage, early stage, and growth stage investments in private companies. It also invests in public companies.

### Deal Participant – Target

Founded in 2010 by AnkurSingla, Akosha is an online platform in India that connects consumers and brands for customer service and feedback. They take up the consumer complaints with the escalation departments at leading brands. Through their online consumer complaint platform, they help brands and consumers in giving timely resolutions to complaints.

### Deal Value

\$ 5Mn

## **OMICS International Makes Strategic Investment InMeraEvents**

### Deal Participant – Invesor Fund

OMICS Group International is an amalgamation of Open Access publications and worldwide international science conferences and events. Established in the year 2007 with the sole aim of making the information on Sciences and technology 'Open Access', OMICS Group publishes 400 online open access scholarly journals in all aspects of Science, Engineering, Management and Technology journals.

### Deal Participant – Target

Founded in 2009 by Naidu Darapaneni, MeraEvents is an end to end events listing, ticketing and events promotion platform. It is India's largest portal solely dedicated to events, conferences, exhibitions & trade fairs.

### Deal Value

\$ 1 Mn

## **Kotak's Offshore Fund Makes Debut Investment InNirmal Group**

### Deal Participant – Investor Fund

Established in 2005, Kotak Realty Fund (KRF) is a private equity fund with USD 811 million in assets under management. They focus on investments in real estate and real estate intensive businesses. They provide investment management services to four funds that are domiciled in India and provide investment advisory services in relation to one Offshore Fund.

### Deal Participant – Target

Nirmal, builds premium residential projects as well as townships in Mumbai. Having built more than 50 lac sq. ft. residential and commercial complexes, the group is a name to reckon with the real estate markets in Mumbai. Building and construction has been the core activity for the company.

### Deal Value

₹ 3000 Mn

## **ClearTaxStartup Gets Investment from Y Combinator**

### Deal Participant – Investor Fund

Y Combinator was founded in 2005 and is based in Mountain View, California. It is an accelerator specializing in seed funding for early stage startups. The firm primarily invests in technology companies with a focus on web and mobile applications.

### Deal Participant – Target

Started by Archit and Raja Ram Gupta in 2011, ClearTax aims to simplify the process of filing taxes online easier. The users need to upload the form onto the website and then its software automatically pulls out relevant data, so users don't have to manually key in any numbers or information, and prepares tax forms for each user.

### Deal Value

Undisclosed

## Former OnMobile COO's cloud venture VeloCloud raises \$21M from NEA, others

### Deal Participant – Investor Fund

New Enterprise Associates (NEA) is a global venture capital firm. NEA focuses on a variety of investment stages, ranging from seed stage through growth stage. NEA invests across a broad array of industry sectors. With over \$13 billion in committed capital, NEA ranks as the world's largest venture capital firm.

Venrock, a compound of "Venture" and "Rockefeller", is a pioneering venture capital firm formed in 1969 to build upon the successful investing activities of the Rockefeller family.

### Deal Participant – Target

Founded by Uppal, AjitMayya and Steve, VeloCloud is a pioneer in Cloud-Delivered WAN. VeloCloud dramatically simplifies the WAN by delivering virtualized services from the cloud to branch offices and mobile users everywhere. VeloCloud services deliver enterprise grade performance, visibility and control over both Internet and private networks, combining the economy of the Internet with the flexibility of the cloud.

### Deal Value

\$ 21 Mn

## Somerset Indus Capital invests in medical equipment firm Prognosys, Chayagraphics

### Deal Participant – Investor Fund

Established in 2005, Prognosys Medical Systems is a Bangalore based company designing, manufacturing and integrating a range of world class products and solutions in Radiology and Telehealth.

Founded in 1996, Chayagraphics (India) Pvt. Ltd. sells medical imaging equipments.

### Deal Participant – Target

Somerset Indus Capital Partners is a private equity firm specializing in providing leveraged buyouts, build-ups, growth equity, and growth financing in privately held companies. It invests in middle market companies in the healthcare sector focusing on healthcare delivery, medical devices, diagnostics, pharma, retail models, patient delivery models, and healthcare information technology and communications

### Deal Value

₹ 20 Cr

## Helpshift Raises Series A Round From Intel Capital, Others

### Deal Participant – Investor Fund

Intel Capital is a venture capital and private equity arm of Intel Corporation specializing in seed, startup, early venture, emerging growth, growth capital, mid venture, late venture, middle market, and mature investments. It focuses on both established and new technologies that help to develop industry standard solutions, drive global internet growth, facilitate new usage models, and advance the computing and communications platforms

Nexus Venture partners is a Venture Capital fund. They invest in early and early growth stage companies across sectors in India and US.

True Ventures is a venture capital firm specializing in investments in seed/startups and early stage companies. It seeks to provide series A funding.

### Deal Participant – Target

Founded by AbinashTripathy and BaishampayanGhose in 2011, Helpshift provides a native mobile SDK that can be integrated into any mobile app to enable two-way communications, helping companies talk to their customers directly inside their apps.

### Deal Value

\$ 10 Mn

## Online financing platform for SMEs Capital Float raises \$2M from Aspada

### Deal Participant – Investor Fund

Aspada Investments is a holding company backed with a significant commitment from the Soros Economic Development Fund. It invests in small firms in large markets with annual turnover of between \$1-10 per annum, operating in the agricultural supply chain health care, K-12 affordable education, financial services, and basic utilities.

### Deal Participant – Target

Capital Float is a digital finance company serving small businesses in India. They provide fast, flexible, and transparent working capital finance to Small & Medium Enterprises (SMEs) looking to grow their customer base, purchase inventory, or manage cash flows. It is the trade name of Zen Lefin Pvt. Ltd., a non-banking finance company (NBFC) registered with the RBI.

### Deal Value

₹ 12 Cr

## Fashion-focused social network Ropos raises \$1M from Binny Bansal & India Quotient

### Deal Participant – Investor Fund

Mr. Binny Bansal co-founded Flipkart Online Services Private Limited in 2007 and serves as its Chief Operating Officer. In Flipkart, Mr. Bansal oversees all operational activities. This spans across divisions like warehousing, logistics and customer support.

India Quotient is based in Mumbai. It is a venture capital firm specializing in early stage companies and startups. It focuses on investments in B2C companies in the following sectors: internet and mobile; fashion; lifestyle; consumer finance; technology-oriented businesses in the healthcare and education segments; financial services; food and travel; and consumer discretionary.

### Deal Participant – Target

Roposo is a unique social commerce platform that employs a proprietary recommendation engine to match shoppers with the most relevant products according to their individual tastes, from anywhere on the web.

### Deal Value

\$ 1 Mn

## SaaS-based HR & payroll management firm Greytip raises funding from Blume Ventures

### Deal Participant – Investor Fund

Blume Ventures is a leading early-stage seed & pre-series A venture fund typically fund start-ups through multiple rounds, leading up to larger institutional rounds like Series A and B from Venture Capital firms.

### Deal Participant – Target

Founded in 1994 by the duo of Rowjee and Sayeed Anjum, Greytip offers a complete employee lifecycle management solution, including employee information management, headcount analysis, payroll processing, leave and attendance management and workflow management.

### Deal Value

Undisclosed

## GrowthStory, Others Invest In Re-Ecommerce Startup Overcart

### Deal Participant – Investor Fund

Krishnan Ganesh and Meena Ganesh, a serial entrepreneur couple had started a family office, christened Growth Story which focuses on startups building internet-based solutions in areas such as education, healthcare and spirituality that drive consumer spending in everyday life.

Alok is responsible for providing strategic leadership and direction to the team with his business acumen and consumer-centric thinking.

Dinesh Agarwal is the founder and CEO of IndiaMART.com, India's largest online B2B marketplace connecting Indian suppliers with domestic and international buyers.

### Deal Participant – Target

Overcart (Formerly known as BootstrappRecommerce) is marketplace for over-stock, unboxed, refurbished and pre-owned products. With a comprehensive quality-check process, expert product knowledge and unparalleled customer focus it is the safest place to purchase secondary products

### Deal Value

Undisclosed

## Cyprus Based Concept Solutions Invests In CaptureSolar

### Deal Participant – Investor Fund

Concept Solutions is a leading Enterprise Web 2.0 implementer with a proven track record of making the daily work of organizations measurably more productive, efficient, and innovative. They use proven program management methodologies and cutting-edge techniques in IT integration, system engineering, network management and business process automation to transform commercial and government organizations into efficient business information systems.

### Deal Participant – Target

CaptureSolar Energy Limited was founded in 2013 and is based in Pune, is an organization working in the field of 'Renewable Resource' based applications. Its focus is to 'Integrate' renewable energy solutions which will help in conservation of energy and contribute to sustainable development.

### Deal Value

\$ 125 Mn

## **Delhi-based mobile gaming company Octro raises \$15M in Series A round from Sequoia**

### Deal Participant – Investor Fund

Founded by Don Valentine in 1972, Sequoia Capital is a venture capital firm specializing in incubation, seed stage, start-up stage, early stage, and growth stage investments in private companies. It also invests in public companies.

### Deal Participant – Target

Octro Inc. was founded in 2006 a California based firm, designs and develops mobile games like Teen Patti, Indian Rummy and Tambola topping charts on Apple iOS, Google Play, and Windows Phone 8 platforms.

### Deal Value

₹ 89 Cr

## **Intellectap's Angel Network Leads Investment in Surya Power Magic**

### Deal Participant – Investor Fund

Intellectap Impact Investment Network (I3N) is an angel network of high net worth individuals and institutional investors seeking investments in early stage enterprises in the Intellectap Focus Sectors. It is a pioneer in providing innovative business solutions that help build and scale profitable and sustainable enterprises dedicated to social and environmental change.

### Deal Participant – Target

Founded by AbhilashThirupathy and KarthicRavindranath in 2012, Surya Power Magic offers solar-based irrigation solutions for farmer and sells affordable solar water pumps that allow farmers to access water for irrigation

### Deal Value

₹ 33 Mn

## **Glass Wall System Secures Funding From MotilalOswal PE**

### Deal Participant – Investor Fund

MotilalOswal and RaamdeoAgrawal, founders of MotilalOswal Financial Services Ltd. (MOFSL), built a successful financial services business based on the core principles of knowledge and long-term investing philosophy.

### Deal Participant – Target

Established in 2003, Glass Wall Systems, Designs, manufacture and install architectural aluminium and glass elements for commercial and residential buildings.

### Deal Value

₹ 750 Mn

## **SAIF Partners, Others Invest In BookMyShow**

### Deal Participant – Investor Fund

Founded in 2001, SAIF Partners is a leading private equity firm that provides growth capital to companies in Asia.

Founded in 1983 by Arthur Patterson and Jim Swartz, Accel Partners is a venture and growth equity firm. Accel funds companies from inception through the growth stage.

The Network18 Group is a media and entertainment company with interests in television, internet, films, e-commerce, magazines, mobile content and allied businesses.

### Deal Participant – Target

Bookmyshow is the website portal that sells tickets on behalf of multiple cinemas. With an investment by the Network18 Group, Bigtree Entertainment Pvt Ltd was founded in 1999, is a comprehensive entertainment ticketing applications and analysis solutions providerhas launched an aggregator service called www.bookmyshow.com (A Movie & Entertainment ticketing service). This allows film goers & entertainment seekers to book tickets for movies, plays & live events across sales channels

### Deal Value

₹ 1500 Cr

## **Cerana Beverages Secures Seed Funding**

### Deal Participant – Investor Fund

Undisclosed

### Deal Participant – Target

Cerana Beverages was incorporated in 2008 and is based in New Delhi, India. It imports and distributes craft beer including Belgian Blonde Ale of Duvel, Fruit Beers of Liefmans, Trappist Beers of Chimay, and EstrellaDamm brands.

### Deal Value

Undisclosed

## **Career Counselling Portal Careers360 Secures Angel Funding**

### Deal Participant – Investor Fund

Ramdas Madhav Pai is the current Chancellor of Manipal University. He also serves as chairman of the Manipal Education and Medical Group.

Other Investors details were undisclosed

### Deal Participant – Target

Careers360 is a Student Community and Career Counselling Platform. It provides career advice and information on education, jobs and professional options to youth in this age group, through their Careers360 magazine & portals.

### Deal Value

₹ 60 Cr

## **Asian Development Bank, KfW Invest In Welspun Renewable**

### Deal Participant – Investor Fund

Asian Development Bank was founded in 1966 and is headquartered in Mandaluyong, the Philippine. It is an multilateral development financial institution which provides financial assistance to facilitate economic development of countries in Asia. They provide assistance through loans, grants, policy dialogue, technical assistance and equity investments.

### Deal Participant – Target

Incorporated in 2009 and based in Mumbai,Welspun Renewables Energy Pvt. Ltd. operates as a subsidiary of Welspun Energy Limited. It offers renewable energy generation services. It develops, owns, and operates solar and wind power projects.

### Deal Value

₹ 3100 Cr

## **Vectus Industries Secures Funding From Creador**

### Deal Participant – Investor Fund

Creador was founded in September 2011 and is based in Kuala Lumpur, Malaysia. It is a private equity firm specializing in growth capital investments in the field of Financial Services, Consumer Durables, Pharma, and Media. It primarily invests in Asia with a focus on South-East Asia including India, Indonesia, Singapore, and Malaysia

### Deal Participant – Target

Vectus Industries Limited was founded in 2004 and is based in Noida, India. It designs, manufactures, and distributes piping and storage solutions for agricultural and household applications.

### Deal Value

₹ 1000 Cr

## **Programmer Hiring Platform HackerRank Raises Series B**

### Deal Participant – Investor Fund

Battery Ventures is a venture capital firm that invests principally in technology markets including: Internet & Digital Media, Financial & Information Services, Cleantech, Software, Semiconductors & Components, Infrastructure Technologies, Communication Services, and Industrial Technologies.

Khosla Ventures was founded in 2004 and is based in Menlo Park, California. It is a private equity and venture capital firm specializing in seed, start up, early venture, mid venture, late stage venture, emerging growth and growth capital investments.. They focus on next-generation energy projects, new materials, mobility, Internet and silicon technology

### Deal Participant – Target

Founded by VivekRavisankar and HarishankaranKarunanidhi in 2012, HackerRank(formerly Interviewstreet) is a platform for coding contests used by programmers to hone their skills and a tool for companies to streamline their own recruiting process.

### Deal Value

\$ 9.2 Mn

## **Beauty Portal Nykaa Secures Funding**

### Deal Participant – Investor Fund

Undisclosed

### Deal Participant – Target

Nykaa.com is online portal for beauty & wellness. With over 200 brands, 6000 products they retail 100% authentic products sourced directly from brands and provide a superior delivery experience across India.

### Deal Value

Undisclosed

## AdSparx Secures Angel Funding From IAN, Others

### Deal Participant – Investor Fund

Growx is an early-stage investment firm helps start-ups scale by investing time and money in the businesses and typically works closely with the investee companies at a strategic and operational level.

Indian Angel Network is Asia's largest network of Angel investors keen to invest in early stage businesses, which have potential to create disproportionate value.

### Deal Participant – Target

Founded in 2012, AdSparx enables monetization for Linear TV, Live Events and On-demand Videos delivered through the Internet by the use of targeted, in-stream Video Ads. It uses advanced algorithms and patent-pending techniques to deliver targeted, high impact & quality video Ads that works across all Internet devices, ranging from low-end feature phones, smart devices, tablets, PCs, IP Set top boxes and Connected TVs.

### Deal Value

₹ 3.5 Cr

## BanyanTree Invests In Packaged Food Maker Nilon's

### Deal Participant – Investor Fund

BanyanTree Finance Pvt. Ltd. is based in Mumbai, India is a private equity and venture capital firm specializing in growth equity, growth capital, middle market, and mezzanine investments. It seeks to invest in small and medium companies in industrial sector of India.

### Deal Participant – Target

Nilon's Enterprises Private Limited was founded way back in 1962 by Shri Suresh B. Sanghavi as a cottage industry. It operates as a food company which offers a very wide range of quality products including Pickles, Papads, Tooty-Fruity, Sauces, Vermicelli, Macaroni, Tomato Ketchup and Jams.

### Deal Value

Undisclosed

## Vizury Secures Series C Round From Intel Capital, Others

### Deal Participant – Investor Fund

Intel Capital is a venture capital and private equity arm of Intel Corporation specializing in seed, startup, early venture, emerging growth, growth capital, mid venture, late venture, middle market, and mature investments. It focuses on both established and new technologies that help to develop industry standard solutions, drive global internet growth, facilitate new usage models and advance the computing and communications platforms.

Ascent Capital is a leading independent private equity firm focused exclusively on India.

### Deal Participant – Target

Vizury Interactive Solution was incorporated in 2008 and is based in Bengaluru, India, It operates as an Internet marketing company. It offers Visitor Relationship Management, a messaging solution that enables advertisers to engage in various conversations with their Website visitors using display advertisements. It serves advertisers in e-commerce, travel and leisure, financial services, banking, consumer durables, hi-tech, and Web 2.0 verticals. It offers its services in Asia, Europe, and internationally.

### Deal Value

₹ 940 Cr

## Online Fashion Retailer FashionAndYou Raises Series D

### Deal Participant – Investor Fund

Intel Capital is a venture capital and private equity arm of Intel Corporation specializing in seed, startup, early venture, emerging growth, growth capital, mid venture, late venture, middle market, and mature investments. It focuses on both established and new technologies that help to develop industry standard solutions, drive global internet growth, facilitate new usage models, and advance the computing and communications platforms

Sequoia Capital helps founders turn imaginative ideas into enduring companies.

Smile Group is an internet Group based in Asia, focused on the digital industry with extensive holdings in the consumer internet and media space.

Norwest Venture Partners (NVP) is a global, multi-stage venture and growth equity investment firm that has partnered with entrepreneurs to build great businesses for more than 50 years. It makes early to late-stage venture and growth equity investments across a wide range of sectors including: technology, information services, business services, financial services, consumer products/services and healthcare.

### Deal Participant – Target

Fashionandyou.com is a leader in the Indian e-retailing Industry and has van guarded the High Growth, Dynamic Online Sales Business model in India with the largest market share and the highest membership base growing at an enormous rate.

### Deal Value

₹ 600 Cr

## Future Lifestyle acquires 12% stake in Delhi-based handbags maker Unico Retail

### Deal Participant – Investor Fund

Future Lifestyle Fashions Limited [FLF] has been formed through the demerger of the lifestyle fashion businesses of Future Retail Limited (formerly Pantaloon Retail (India) Limited) and Future Ventures India Limited. It operates as an integrated fashion company in India. It offers formal menswear, casual wear, active or sportswear, women's ethnic wear, women's denim wear, women's casual wear, footwear, and accessories under a portfolio of fashion brands.

### Deal Participant – Target

Unico Retail is a leading manufacturer & marketer of accessory lifestyle brands & products that are functional, fashionable, qualitative & affordable that inspires people to feel good. Their products are sold through national chains, merchants, boutiques, home shopping networks & online retailers.

### Deal Value

Undisclosed

## Cura Healthcare Raises Funds From Existing Investor Peepul Capital

### Deal Participant – Investor Fund

Founded in 2000, Peepul Capital LLC is an Institutional Investor that partners with companies and helps them grow fundamentally stronger and better through its extensive operating and entrepreneurial experience

### Deal Participant – Target

Established in 2001, CURA Healthcare is a Radiographic Imaging solutions provider with products ranging from Digital Radiography Systems (DR), CT Scanners, MRI Systems, Mammography Systems, Bone Mineral Densitometers (BMD) and Imaging Software solutions.

### Deal Value

₹ 355.68 Cr

## E-Payments processing startupFortunePay raises under \$1M from Kae Capital, Mumbai Angels, Growx

### Deal Participant – Investor Fund

Kae Capital invests in early stage companies which bring about innovative solutions for the existing gaps in the markets, all backed by a great team capable to execute and build a large business.

Growx is an early-stage investment firm helps start-ups scale by investing time and money in the businesses and typically works closely with the investee companies at a strategic and operational level.

### Deal Participant – Target

Fortune Payment Solutions India Pvt Ltd. provides electronic payment platform solutions and services to acquiring banks and merchants in India. It offers Paavati Platform, a cloud-based payment infrastructure enabling banks to acquire and process electronic payments; and Paavati Gateway, an Internet payment gateway solution. It is a venture started by seasoned payments professional with a track record in delivering innovative solutions for both emerging and developed markets.

### Deal Value

Under \$ 1 Mn

## IDG, Inventus Invest In Big Data Startup Peel-Works

### Deal Participant – Investor Fund

Founded in 2006, IDG Ventures India LLC specializes in early stage and growth capital investments. The fund seeks to invest in the technology sector with a focus on information technology and business process outsourcing services, offshore services, design engineering, electronics and hi-tech manufacturing, consumer internet and digital media, product application software, semiconductors, telecom and value-added mobile services, financial services and other emerging technology-enabled areas.

Inventus Capital Partners is a venture capital firm specializing in seed, startup, early stage, mid venture, and early-growth investments. It seeks to invest in embedded software, business software as a service, software products, cloud technology, digital services businesses, mobile data services, applications, consumer Internet, health care technology, marketing services, internet advertising, online retail, media, travel agencies, Internet infrastructure, consumer electronics, consumer technology electronic newspaper publishing, movies and entertainment, and education services sector.

### Deal Participant – Target

Founded in 2010 by Sachin Chhabra, Peel-Works Outsourcing Pvt. Ltd. provides 9 Yards, a solution for managing org structure, recruiting an employee, training and development, managing careers, differentiating talent, administering compensation, recognizing top performers, managing exits, and productivity spikers.

### Deal Value

\$ 2 Mn

## IFC Invests In Power Grid Corporation

### Deal Participant – Investor Fund

IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector. They help developing countries achieve sustainable growth by financing investment, providing advisory services to businesses and governments, and mobilizing capital in the international financial markets.

### Deal Participant – Target

Power Grid Corporation of India Limited (Powergrid), is an Indian state-owned electric utilities Company headquartered in Gurgaon, India. It is a central transmission utility and engaged in the transmission of power. It plans, coordinates, supervises, and controls inter-state transmission systems; and operates national and regional power grids.

### Deal Value

₹ 120 Cr

## Update: Aster DM Healthcare Gets Additional Funding

### Deal Participant – Investor Fund

India Value Fund Advisors Private Ltd is a private equity and venture capital firm specializing in growth and buyout and industry consolidation transactions in mid-sized middle market companies. It prefers to make investments in businesses in the following sectors: pharmaceuticals, biotechnology, outsourced services, healthcare; retailing and supply chain management; manufacturing; consumer products and services; media and entertainment; logistics; infrastructure services; education; auto ancillary; clean energy.

### Deal Participant – Target

DM Healthcare Private Limited was incorporated in 1987 and is based in Dubai, United Arab Emirates with operations in the GCC and India, is a healthcare conglomerate, operates hospitals, diagnostic centers, medical centers, and pharmacies in the Middle East and India. It offers primary, secondary, and tertiary healthcare with management and consultancy services.

### Deal Value

\$ 60 Mn

## Update: IFC, Existing Investors Invest In MFI Suryoday

### Deal Participant – Investor Fund

The International Finance Corporation (IFC) is an international financial institution that offers investment, advisory, and asset management services to encourage private sector development in developing countries.

The Lok Capital initiative was launched at the end of 2000 with the support of a grant from the Rockefeller Foundation. Lok Capital means People's Capital. It defines itself as a hands-on financial investor with social performance goals and standards, dedicated to promoting financial and social inclusion through all its activities.

Aavishkaar Goodwill II is the follow-on fund of Aavishkaar Goodwill I and was also established with the aim of investing in enterprises active in the microfinance sector on a socially and commercially sustainable basis.

### Deal Participant – Target

Founded in 2008 by Baskar Babu, V.L. Ramakrishnan and Ganesh Rao, Suryoday Micro Finance Pvt Ltd, is a registered Non-Banking Finance Company, engaged in providing loans to women from Economically Weaker Sections, Below Poverty Line and the Marginal Poor who do not have access to traditional banking, with an objective to reduce poverty in its area of operation.

### Deal Value

₹ 270 Cr

## Qualcomm Ventures Invests In Portea Medical

### Deal Participant – Investor Fund

Founded in 2000, QUALCOMM Ventures is a venture capital arm of QUALCOMM Inc. specializing in seed, start-up, early stage, growth stage, mid stage, late stage, and expansion stage investments. The firm typically invests in following sectors: communication devices, wireless communication components and infrastructure, wireless software infrastructure, 3G, wireless internet, platforms, applications, and services, enabling and complementary technologies, clean technology, etc.

### Deal Participant – Target

Founded in 2012, Portea Medical Private Limited provides in-home healthcare services in India. It offers home healthcare services, such as in-home primary (family doctor) care; senior care packages; NRI packages, including medication regimen and compliance, nutrition, key vitals, environmental factors impacting health, activity levels, ENT assessment (ear, nose, and throat), basic cancer screening, cardio and respiratory systems.

### Deal Value

N. A.

## Clearwater Capital part exits Diamond Power Infrastructure

### Deal Participant – Exit Fund

Clearwater Capital Partners, LLC incorporated in December 2001 a New York based firm, is a private equity firm specializing in direct and fund of fund investments in financial restructurings; operational turnarounds; special situations; stressed; undervalued assets and securities; and distressed investments. The firm invests in post-restructured or operationally sound public and private companies; portfolios; pools; and individual non-performing loans.

### Deal Participant – Target

Diamond Power Infrastructure Limited incorporated in 1970 a Vadodara based firm, manufactures and sells power transmission and distribution equipment and provides turnkey services primarily in India.

### Deal Value

₹ 27.9 Cr

## Information risk management solutions provider Paladion raises \$10M more from Nadathur

### Deal Participant – Investor Fund

Founded by N. S. Raghvan, Nadathur manage an investment portfolio spread across multiple asset classes and investment life cycles - from angel and venture funds to private equity, public equity and debt.

### Deal Participant – Target

Founded in 2000 and based in Bengaluru, India, Paladion Networks Pvt Ltd. is a specialized partner for information risk management to leading organizations across industries in Asia, US and EMEA. It provides complete spectrum of information risk management comprising of security assurance, compliance, governance, monitoring, security analytics and security management services to large and medium sized organizations.

### Deal Value

\$ 10 Mn

## GenNext Ventures, Others Invest In Covacsis Technologies

### Deal Participant – Investor Fund

Blume Ventures is a leading early-stage seed & pre-series A venture fund typically fund startups through multiple rounds, leading up to larger institutional rounds like Series A and B from Venture Capital firms.

Reliance Industries Limited (RIL) is an Indian conglomerate holding company headquartered in Mumbai, Maharashtra, India. The company operates in five major segments: exploration and production, refining and marketing, petrochemicals, retail and telecommunications.

Founded in 1984 by Leonard Bosack & Sandy Lerner Cisco Systems, Inc. designs, manufactures, and sells networking equipment.

### Deal Participant – Target

Covacsis Technologies Pvt. Ltd incorporated in 2003 a Mumbai based firm, designs and implements intelligent plant framework (IPF) for manufacturing industries. Its IPF captures all micro events across all locations on the plant floor and models them into key and extremely relevant business KPI's. It's platform allows the acquisition of data from disparate machines in real-time; and allows the management to view cost, quality, and productivity related parameters that are acquired and analyzed in real-time. It serves clients in chemical, textile, pharmaceutical, and other industries.

### Deal Value

Undisclosed

## GE Energy Financial Services Invests In Atria's Wind Power Projects

### Deal Participant – Investor Fund

GE Energy Financial Services is a private equity and venture capital arm of General Electric Co. specializing in investments in growth capital, bridge financing, acquisition, buyout, and recapitalization. It invests across the capital spectrum in the form of structured, common and second and third stage venture equity and private equity, debt products such as: leases, debt financing, preferred limited partnerships, limited partnerships, and project equity and finance.

### Deal Participant – Target

Atria invest in building indigenous technology to develop CSP with the goal of achieving grid parity. It builds de-risked portfolio both in terms of renewable energy sources of wind, hydropower and CSP assets as well geographical diversification and intends to increase the installed capacity by developing new Greenfield assets as well Brownfield expansion.

### Deal Value

N. A.

## Apax Partners Invests In Chola Finance

### Deal Participant – Investor Fund

Founded in 1972, Apax Partners LLP is an investment firm specializing in direct and fund of fund investments in middle market. Within direct investments, it specializes in private equity and venture capital investments. It has a multi-stage equity investment strategy, investing in late ventures, growth capital, leveraged acquisitions, management buyouts, buy-ins, and recapitalizations. It typically invests in technology and telecommunications; retail and consumer; financial and business services; media; and healthcare sectors.

### Deal Participant – Target

Cholamandalam Investment and Finance Company Limited, a non-banking finance company, provides various financial services in India. It offers loans for the purchase of new and old commercial vehicles, tractors, construction equipment, cars, MUVs, etc.; secured long term loans against properties; home loans for self construction, purchase of plots and ready to occupy homes, balance transfer; gold loans; business loans for small and medium enterprises to grow and diversify their business, as well as corporate mortgage loans.

### Deal Value

₹ 5 Bn

## Chennai Angels Invests In Fourth Partner Energy

### Deal Participant – Investor Fund

The Chennai Angels (TCA), (Formerly known as Chennai Entrepreneurship Trust Fund) was established in November 2007 with the objective of fostering Entrepreneurship with prime focus on nurturing and mentoring new generation entrepreneurs.

### Deal Participant – Target

Founded in 2010, Fourth Partner Energy Pvt. Ltd. develops and supplies AC light emitting diodes lighting systems. It offers lighting products, such as solar lanterns, solar home lighting systems, solar street lights and solar outdoor lighting systems; and solar power packs, SPV modules, solar thermal products, and solar accessories.

### Deal Value

₹ 30 Mn

## Orange Group Secures Investment from AT Capital

### Deal Participant – Investor Fund

AT Capital is a financial institution in Bangladesh focusing on Asset Management, Corporate Advisory and Macro-Economic Consulting. It invests in number of sectors including infrastructure, real estate, hospitality and renewable energy.

### Deal Participant – Target

Orange Group, headquartered in Delhi, is a renewable energy developer and operator of wind, biomass, small hydro and solar energy projects.

### Deal Value

Approx \$ 40 Mn

## Online Travel Marketplace Travel Triangle Raises Funds from SAIF Partners

### Deal Participant – Investor Fund

Founded in 2001, SAIF Partners is a leading private equity firm that provides growth capital to companies in Asia. The primary areas of focus include Information Technology, Internet, Mobile, Consumer Products & Services, Healthcare, Cleantech, Education, Modern Agriculture, Financial Services and Manufacturing. The firm invests organically and through acquisitions.

### Deal Participant – Target

Founded in 2010 by Sankalp Agarwal, Prabhat Gupta and Sanchit Garg, TravelTriangle.com is a registered portal of Holiday Triangle Travel Pvt. Ltd. It is a group of passionate and determined group of professionals who wish to create an excellent buying experience for you by leveraging the best of breed technology.

### Deal Value

₹100 Mn

## Ace Investor Rakesh Jhunjhunwala Backs Remedinet Technologies

### Deal Participant – Investor Fund

Rakesh Jhunjhunwala is an Indian investor and trader. He is a qualified Chartered accountant. He manages his own portfolio as a partner in his asset management firm, Rare Enterprises.

Nirvana Venture Advisors is a private equity and venture capital firm specializing in startups, early-stage, later stage, and early growth investments. The firm invests in mobile, internet, network companies, and electronic payments markets with a focus on e-commerce, online travel, online advertising and marketing, mobile and digital content, and other areas that leverage internet for scale, distribution or low cost customer acquisition.

### Deal Participant – Target

Remedinet Technologies Pvt Ltd. offers software solutions with a focus on healthcare information exchange and authentication. It owns and operates Remedinet.com, a payer-provider network that enables providers and payers to use an electronic data interchange technology to exchange information electronically to manage the preauthorization process, as well as hosts state health insurance schemes and several community based health schemes.

### Deal Value

N. A.

## Flip kart Raises Fresh Round of Funding

### Deal Participant – Investor Fund

Founded in 2001, Tiger Global Management, LLC is an employee owned hedge fund sponsor. It provides its services to pooled investment vehicles. It launches and manages hedge funds for its clients and invests in the public equity markets across the globe. Founded in 1983, Accel Partners is a private equity and venture capital firm specializing in investments in incubation, seed, start-ups, early venture, mid venture, late venture, emerging growth, later stage, and growth capital companies. It invests in information technology, cloud computing and storage technologies and infrastructure, big data, next generation infrastructure and data-driven services.

### Deal Participant – Target

Founded in 2007, Flipkart Online Services Pvt. Ltd. operates an online shopping portal. It provides books, movies, music, games, consoles, gaming accessories, mobiles, mobile accessories, cameras, camera accessories, computers, computer accessories, network components, software, peripherals, home and kitchen appliances, TV and video products, and personal and health care products

### Deal Value

\$ 5 Bn

## Venture Nursery's Angels Invest In Seek Sherpa

### Deal Participant – Investor Fund

Established in March 2012 by two like-minded Angel Investors Shravan Shroff, Founder and former MD, Fame Cinemas and Ravi Kiran, former CEO-South East & South Asia, Starcom Media Vest Group and Co-Founder and Managing Partner, Venture Nursery is a principal investment firm. It undertakes an intensive and immersive coaching and mentoring role in the chosen start-ups and helps each with end-to-end infrastructural and learning support.

### Deal Participant – Target

Seek Sherpa owns and operates a travel information website. It provides local travel information and experiences. The portal connects travellers and locals and transfers micro information points.

### Deal Value

N. A.

## Room N House Gets Investment from Euphoria Ventures

### Deal Participant – Investor Fund

Euphoria Ventures is a virtual incubator and provides essential business support to early stage start ups as well high growth mid scale organizations.

### Deal Participant – Target

Founded in 2010, Room N House Co develops an online platform that connects hosts who have accommodations to rent with guests seeking to rent such accommodations. It offers apartments, rooms, villas, cottages, and beach houses for rent.

### Deal Value

₹10 Mn

## Tata Opportunities Fund Picks Up Stake in Shriram Properties (Stake – 18%)

### Deal Participant – Investor Fund

Founded in 2010, Tata Opportunities Fund, L.P. specializes in growth capital and buyouts. It is a sector and stage agnostic fund. It prefers to invest in auto components manufacturing sector. The fund seeks to invest in select Tata group entities as well as other independent Indian businesses

### Deal Participant – Target

Founded in 1995, Shriram Venture Limited (Formerly known as Shriram Entrepreneurial Ventures Ltd.) operates as a holding company which provides services in non-financial businesses including power, infrastructure, construction, and real estate sectors.

### Deal Value

\$ 80 Mn

## Steadview, Sequoia, Others Invest In Olacabs

### Deal Participant – Investor Fund

Steadview is a leading alternative asset manager based in Hong Kong. It makes concentrated long-term investments across multiple industries. It has a sophisticated group of institutional investors including leading family offices, endowments and pension funds, who seek to capture attractive long-term returns over managing short-term volatility

### Deal Participant – Target

Olacabs founded in year 2010, Olacabs.com is a marketplace for all types of cabs and car rentals.

### Deal Value

₹ 2500 Mn

## Capillary Technologies Secures Series B Round from Sequoia Capital

### Deal Participant – Investor Fund

Founded in 1972, Sequoia Capital helps founders turn imaginative ideas into enduring companies. It is a private equity and venture capital firm specializing in incubation, seed, start-up, early, growth, emerging growth, mature, mid-venture, late-venture, and PIPE investments in private and public companies. The firm seeks to invest in all sectors with a focus on energy, financials and financial services, healthcare and healthcare services, Internet, mobile, outsourcing, and technology. Within energy, the firm invests in alternative energy, conventional energy, energy efficiency, energy storage, and energy services markets.

### Deal Participant – Target

Founded in 2008, Capillary Technologies Pvt. Ltd. provides cloud-based customer engagement software for retailers. The company offers loyalty, clientele, social consumer relationship management, back-end analytics, and multichannel campaign management solutions. It also provides InTouch, a cloud-based retail customer engagement and loyalty solution; and Capillary InStore that captures and analyses data on customer behaviour and shopping preferences through social, email, local and mobile channels and arms sales associates with a host of tools for cross-selling, up-selling and strengthening customer engagement directly on the sales floor.

### Deal Value

\$ 14 Mn

## Xebialabs Raises Funds from Udata Partners

### Deal Participant – Investor Fund

XebiaLabs founded in year 2008 based in Boston, is provider of automation software for DevOps and Continuous Delivery helping companies to accelerate the delivery of new software. Its products provide the automation, efficiency and insight organizations need to meet the demand for faster software deployment cycles.

### Deal Participant – Target

Udata Partners founded in year 1998, is a leading technology-focused growth equity firm with nearly \$500 million of capital under management. It invests in high-growth software, Internet, and technology-enabled service businesses with innovative intellectual property and market-leading solutions. Led by an investment team averaging more than 20 years of experience in the technology industry, it seeks investments where the combination of the firm's financial backing and the operating expertise of its partners will accelerate growth.

### Deal Value

\$ 12 Mn

## WizRocket Raises Funding From Accel Partners

### Deal Participant – Investor Fund

Founded in 1983, Accel Partners has a long history of excellence and innovation in early and growth-stage venture capital. Specializes in Investments in focused sectors including: Computing & Storage Infrastructure, Consumer Internet & Media, Energy, Enterprise Software & Services, Mobile, Networking Systems, Retail Consumer, Security, Semiconductors, Technology Enabled Services

### Deal Participant – Target

WizRocket Technologies is a user behavior analysis & targeting tool that helps web businesses interact with their users across offline and online mediums. It enables web businesses to do web messaging, push notifications, in-app messaging and even reach out to customers via SMS or Email.

### Deal Value

\$ 1.6 M

## India Quotient Invests In Grabhouse

### Deal Participant – Investor Fund

Founded by Mohit Dubey, Kashyap Dalal and Vishal Mehta, India Quotient is a venture capital firm specializing in early stage companies and startups. It focuses on investments in B2C companies in the following sectors: internet and mobile; fashion; lifestyle; consumer finance; technology-oriented businesses in the healthcare and education segments; financial services; food and travel and consumer discretionary

### Deal Participant – Target

Founded in July 2013 by Prateek Shukla and Pankhuri Shrivastava, Grabhouse create a platform where tenants and property owners can deal directly without paying any brokerage fee..

### Deal Value

\$ 500 K

## Alternate Payment Platform Pokkt Secures Series a Funding

### Deal Participant – Investor Fund

JAFCO Investment (Asia Pacific) Ltd. is a venture capital firm specializing in investments in technology and technology related companies. It invests in companies based in Asia Pacific region with a focus on Northern China, Southern and Eastern China including Yangtze and Pearl River Delta regions, Taiwan, Korea, South Asia and Australia, India, and Hong Kong.

Founded in 2011, SingTel Innov8 Ventures Pte. Ltd. is a venture capital arm of Singapore Telecommunications Ltd. specializing in seed, startups, early stage and growth capital investments. It invests in internet applications, new digital media, next generation devices, digital content services, and technology sectors.

Jungle Ventures is a venture capital firm specializing in incubation, seed, early-stage and startup investments.

### Deal Participant – Target

Founded by Rohit Sharma, former CEO of Digital Business, Reliance ADA group, POKKT is an Alternate Mobile Monetization Platform that helps owners of Paid Digital Goods and Services to monetise their users through an advertiser-funded Model. They provide multiple engagement tools via their proprietary transactional advertising technology to Advertisers

### Deal Value

\$ 2.5 Mn

## TranServ Secures Funding From Faering Capital

### Deal Participant – Investor Fund

Founded in 2011, Nirvana Venture Advisors is a private equity and venture capital firm specializing in startups, early-stage, later stage, and early growth investments. It invests in mobile, internet, network companies, and electronic payments markets with a focus on e-commerce, online travel, online advertising and marketing, mobile and digital content and other areas that leverage internet for scale, distribution or low cost customer acquisition.

Faering Capital is a venture capital firm specializing in growth capital investments. It seeks to invest in companies based in India.

### Deal Participant – Target

Incorporated in 2010, TranServ Private Limited builds, operates and manages prepaid card programs to banks, retailers, and other companies. It's services include mobile payment solutions, delivering through a low cost platform, and distribution of business correspondents.

### Deal Value

N. A.

## Bessemer Venture Partners Leads Investment in Hungama Digital

### Deal Participant – Investor Fund

Bessemer Venture Partner founded in year 1911 and is based in Larchmont, Newyork, is a venture capital firm specializing in investments in seed stage, early stage, start-up companies, early venture, hyper-growth startups, late venture, emerging growth, and growth capital.

### Deal Participant – Target

Established in 1997, Hungama Digital Media Entertainment Pvt. Ltd. is an aggregator, developer, publisher and distributor of Bollywood and South-Asian entertainment content and serves content to consumers in 47 countries across Mobile, Internet, IPTV, DTH services and Applications

### Deal Value

\$ 40 Mn

## Blume Ventures Invests In HR SaaS Provider Greytip

### Deal Participant – Investor Fund

Blume Ventures founded in year 2011, is an angel and seed venture fund that backs start-ups with both funding as well as active mentoring and support.

### Deal Participant – Target

Greytip Software is a HR & Payroll Software solutions company. Founded in 1994, Greytip's solutions are used by 2500+ organizations including 25+ Fortune 500 clients. Specializes in HR and Payroll Software, Online Payroll, Leave and Claims application, Employee self service, attendance and leave tracking

### Deal Value

N. A.

## **Goldman Backed ReNew Power Secures Additional Funding**

### Deal Participant – Investor Fund

Founded in 1999, Goldman Sachs & Co. focuses on the distribution of Goldman Sachs Funds. It provides services that include securities brokerage, dealership and underwriting; investment banking; commodity trading; and investment consulting.

### Deal Participant – Target

Founded in 2011 by Mr. Sumant Sinha, ReNew Power Ventures Pvt. Ltd. operates as a renewable energy independent power producer in India. It focuses on the ownership and operation of wind farms.

### Deal Value

\$ 140 Mn

## **Akosha Raises Series A Round From Sequoia Capital**

### Deal Participant – Investor Fund

Akosha founded in year 2010 is a customer engagement platform which provides a one stop online solution for customers to contact all the companies in India. Specialities in Consumer Complaints, Customer Service, Online Reputation Management, Customer Experience, Customer Satisfaction.

### Deal Participant – Target

Sequoia Capital founded in year 1972, is basically Venture Capital & Private Equity Industry, specializes in seed Stage, Early Stage, Venture Stage, Growth Stage, Consumer, Energy, Financial Services, Healthcare Services, Infrastructure, Internet, Mobile, Outsourcing, Technology, Venture Capital

### Deal Value

\$ 5.2 Mn

## **Asian Development Bank, Others Invest In Hippocampus Learning**

### Deal Participant – Investor Fund

Asian Development Bank, a multilateral development financial institution, provides financial assistance to its developing member countries in Asia and the Pacific region. Its primary instruments include loans, technical assistance (TA), grants, guarantees and equity investments, which are financed through ordinary capital resources, special funds, and trust funds.

### Deal Participant – Target

Hippocampus Learning Centre is privately held primary & Secondary Institution which provide after schooling facilities called primary education centres

### Deal Value

₹100 Mn

## **AddressHealth Secures Funding From Unitus Seed Fund**

### Deal Participant – Investor Fund

Unitus Seed Fund is a new \$13 million seed-stage investment fund based in Bangalore and Seattle that invests in startups serving large, underserved low-income populations. They help startups “prepare for growth” via seed funding, strategic & operating support, providing critical connections, and securing growth capital.

### Deal Participant – Target

Founded in 2010 by doctor entrepreneurs Anand Lakshman and AnoopRadhakrishnan, AddressHealth is about Healthy Children-Happy Children. We are India's first primary healthcare network focused on child health. They use public health tools & community based initiatives that are focused on prevention & control. They are creating a service platform using interpersonal contact and telehealth media to deliver primary healthcare to children

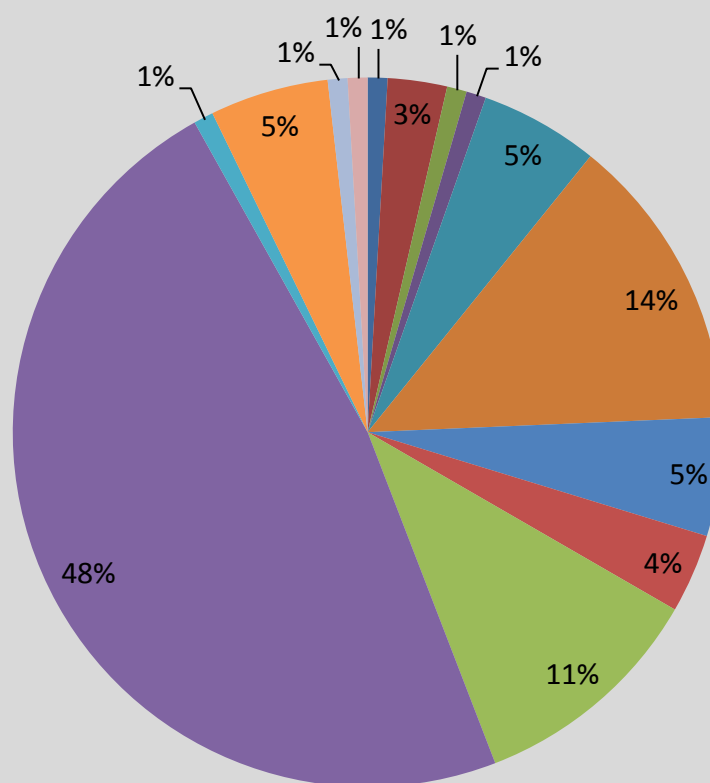
### Deal Value

Undisclosed

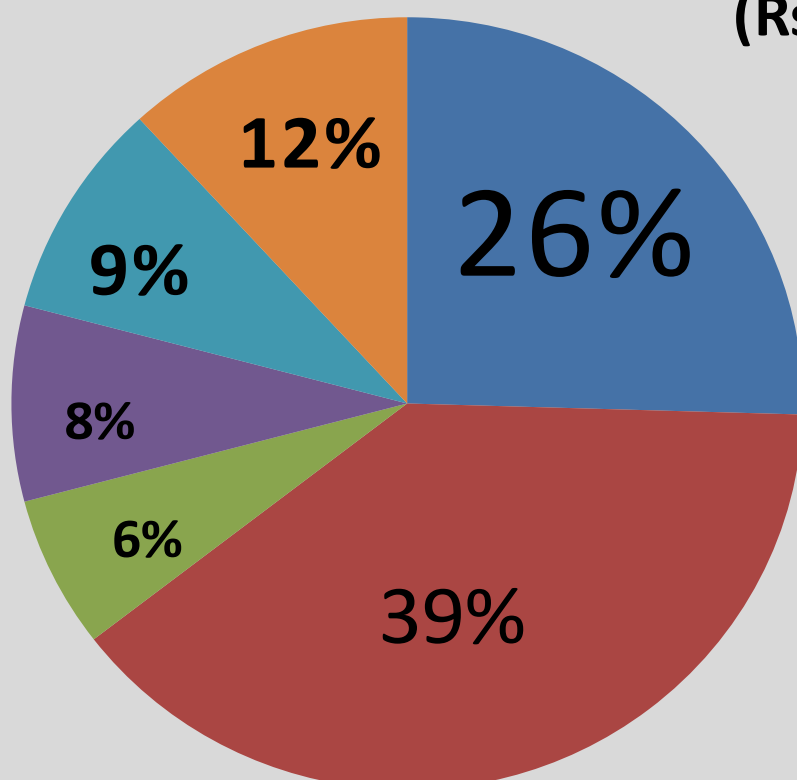
# SUMMARY OF PE / VC UPDATE

## No. of PE/Vc Deals by Sector

- BFSI
- Education
- FMCG
- Food & Beverages
- Health Care
- IT/ITES
- Manufacturing
- Media & Entertainment
- NBFC
- Others
- Pharmaceuticals
- Power
- Real Estate
- Textiles



## No. of PE / VC Deals by Size (Rs Crore)



- Undisclosed
- 0-100
- 100 - 200
- 200-500
- 500-1000

# REAL ESTATE UPDATE



## **ATS Raises Funds From ASK Group for Noida Project**

### Deal Participant – Investor Fund

Established in 2011, ASK Capital Management is the Investment Manager (Fund Management Company) for India focused Offshore Real Estate Funds domiciled in Singapore. This is a 100% subsidiary of ASK Investment Managers Private Limited, India (ASK IM).

### Deal Participant – Target

Founded in 2011, ATS Group, LLC supports a range of server, storage, and operating systems in the Northeast and Mid-Atlantic regions. It offers infrastructure design, implementation, system upgrade, backup and recovery, performance assessment, performance charting for infrastructure utilization and capacity planning, information technology staffing, and system administration services.

### Deal Value

₹1270 Mn

## **ASK Property exits Darode Jog's Pune residential project with 2.35x**

### Deal Participant – Exit Fund

The ASK Group is a well diversified and renowned Financial Services Group it is positioned at the summit in the areas of portfolio management, real estate investment and advisory and wealth advisory services managing the wealth of some of the richest families in India.

### Deal Participant – Target

Darode Jog's Pune residential project

### Deal Value

₹ 87 Cr

## **Housing.com secures \$19M from Helion, Nexus & Qualcomm**

### Deal Participant – Investor Fund

Housing.com is a map based home search portal. One can sort listings based on price or filter these listings based on property type, furnishing, number of rooms, bathrooms, beds and availability of features like Lift, Gym, Security and Parking among others.

### Deal Participant – Target

Helion Venture Partners is an early to mid-stage, India-focused venture fund, investing in high growth technology powered businesses and consumer service businesses in sectors like Outsourcing, Internet, Mobile, Technology Products, Retail Services, Healthcare, Education and Financial Services.

### Deal Value

₹115 Cr

## **Ozone's Metrozone Project Gets Funding From Blackstone**

### Deal Participant – Investor Fund

Founded in 1985 by Peter G. Peterson & Stephen A. Schwarzman, The Blackstone Group L.P. is an American multinational private equity, investment banking, alternative asset management and financial services corporation. It specializes in private equity, credit and hedge fund investment strategies, as well as financial advisory services, such as mergers and acquisitions (M&A), restructurings, reorganizations and private placements.

### Deal Participant – Target

Ozonegroup is provides higher quality innovative real estate products. Their offerings range from residential condominiums, row houses, villas, serviced apartments, hotels, resorts, spas, business parks, SEZs, integrated townships and retail malls.

### Deal Value

₹1750 Cr

## **IndiaBulls Group Buys London Property**

### Deal Participant – Acquirer

Founded in 2000, Indiabulls Group is one of India's top Business houses with businesses spread over Real Estate, Infrastructure, Financial Services, Securities, Retail, Multiplex and Power sectors.

### Deal Participant – Target

Locon Solutions Pvt Ltd incorporated in 20112 owns and operates an online portal and offers renting and buying of properties online.

### Deal Value

N. A.

## **ASK Pravi PE Acquires Educomp's Stake In Gateforum**

### Participant – Acquirer

ASK Pravi Capital Advisors Private Limited ("ASK Pravi") is a private equity investment advisory firm. ASK Pravi is a joint venture between ASK Group and Pravi Capital, a unique combination of a wealth management and advisory services institution with an experienced entrepreneurial investment management team.

### Deal Participant – Target

Educomp Solutions Limited, founded in 1994 is a globally diversified education solutions provider and the largest education company in India.

### Deal Value

N. A.

## **Valuation Advisors**

Business Valuation  
Valuation of Brands, 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

## **Advisory Services**

Strategic Advisory Services  
Business Plan Formulation & Feasibility Studies  
Forecast Assessment , Economic Viability & Financial Appraisal  
Transaction Structuring  
Real Estate Advisory Services  
Financial Modeling, Highest & Best Use Studies  
Investment Related Due-Diligence Exercises  
Location / Entry Strategies  
Infrastructure Advisory  
Partner Identification - Joint Venture, Public Private Partnership  
Bid Advisory and Bid Process Management  
Preparation of Information Memorandums  
Preparation of Detailed Project Reports  
Technical Assurance Services  
Technical Due Diligence Reviews for Mergers & Acquisitions  
Independent Engineer's Services  
Lender's & Investor's Engineer Services  
Feasibility Studies, Technical Opinion and Audits  
Chartered Engineers Opinion & Certification  
Project Cost Investigation and Forensic Advisory  
Project Appraisal and Monitoring  
Project Management Consultants

## **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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