



45
Years of
Leadership

INDIA DEALS
SNAPSHOT
NOVEMBER 2018

INDIA DEALS SNAPSHOT



PG 3-6

Snapshot of Mergers
& Acquisitions Update

PG 7-8

Summary of Mergers
& Acquisitions Update

PG 9-15

Snapshot of
PE/VC Update


PG 16-17

Summary of
PE/VC Update

PG 18

RBSA Range
of Services





MERGERS & ACQUISITIONS UPDATE

SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

Agriculture (NA)

Crystal Crop (*Acquirer*)

Brands of Syngenta (*Target*)

Automobile (NA)

(*Acquirer*) CarDekho

(*Target*) Carbiqi

Finance (₹ 65.6 Cr)

NTT Data (*Acquirer*)

Atom Technologies (*Target*)

Healthcare (NA)

(*Acquirer*) Nephrocare Health Services Pvt. Ltd.

(*Target*) DaVita Care India Pvt. Ltd.

Healthcare (NA)

CureFit (*Acquirer*)

Seraniti (*Target*)

IT/ITES (NA)

(*Acquirer*) Tata Consultancy Services (TCS)

(*Target*) W12 Studios

IT/ITES (NA)

Viithiisys Technologies Pvt. Ltd. (*Acquirer*)

Actiwave (*Target*)

IT/ITES (₹ 180 Cr)

(*Acquirer*) Mphasis Ltd

(*Target*) Stelligent Systems LLC



SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

IT/ITES (NA)

Tata Consultancy Services (TCS) *(Acquirer)*

BridgePoint Group *(Target)*

IT/ITES (NA)

(Acquirer) Dineout Services Pvt. Ltd.

(Target) Torqus Systems Pvt. Ltd.

Logistics (NA)

FarEye *(Acquirer)*

Dipper *(Target)*

Pharmaceuticals (₹ 72.08 Cr)

(Acquirer) Unichem Laboratories

(Target) Optimus Drugs Pvt. Ltd.

Pharmaceuticals (₹ 47.92 Cr)

Unichem Laboratories *(Acquirer)*

Opatrix Laboratories Pvt. Ltd. *(Target)*

Other (NA)

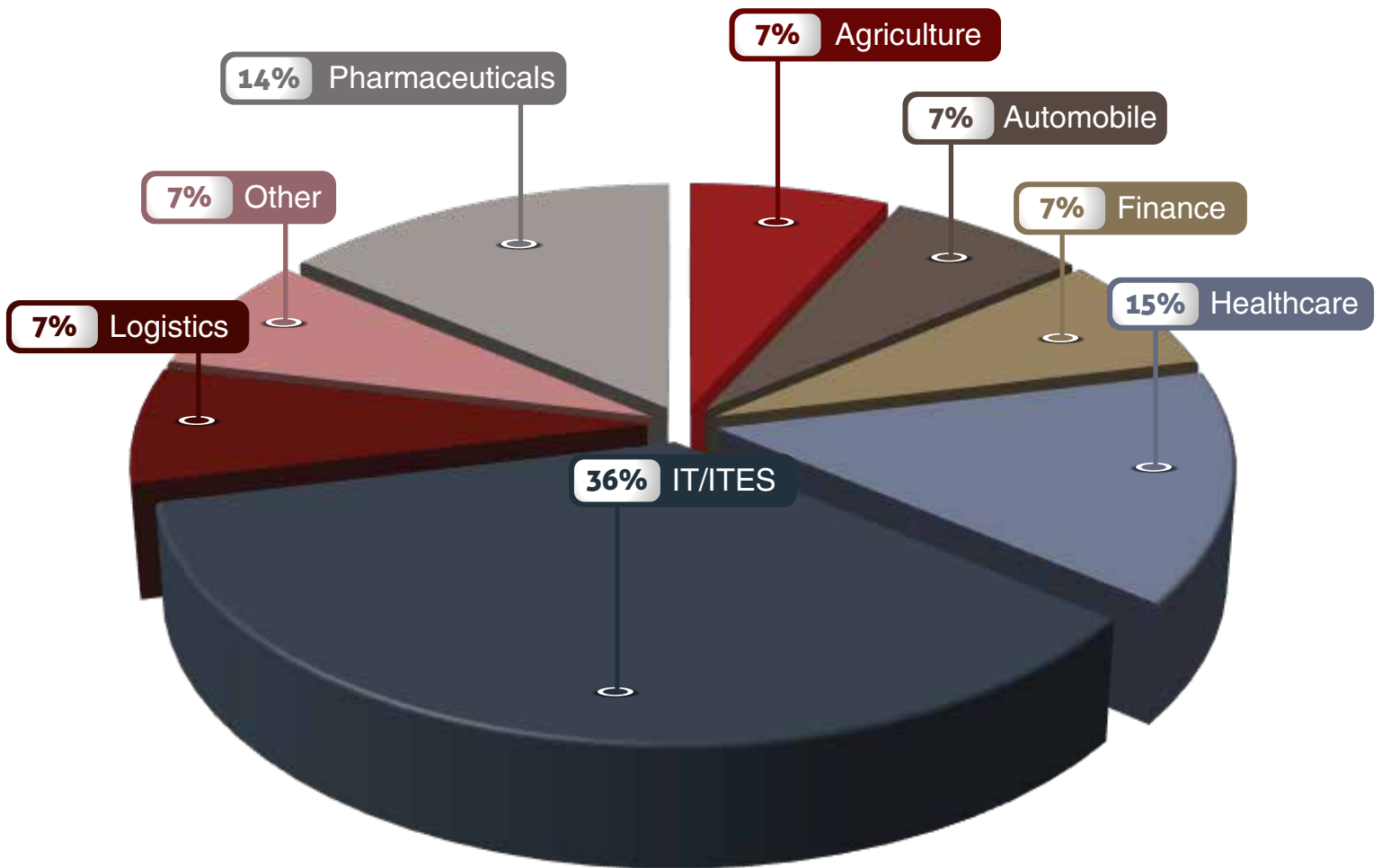
(Acquirer) SuperSeva Services Pvt. Ltd.

(Target) Enhance Your Life - EYL



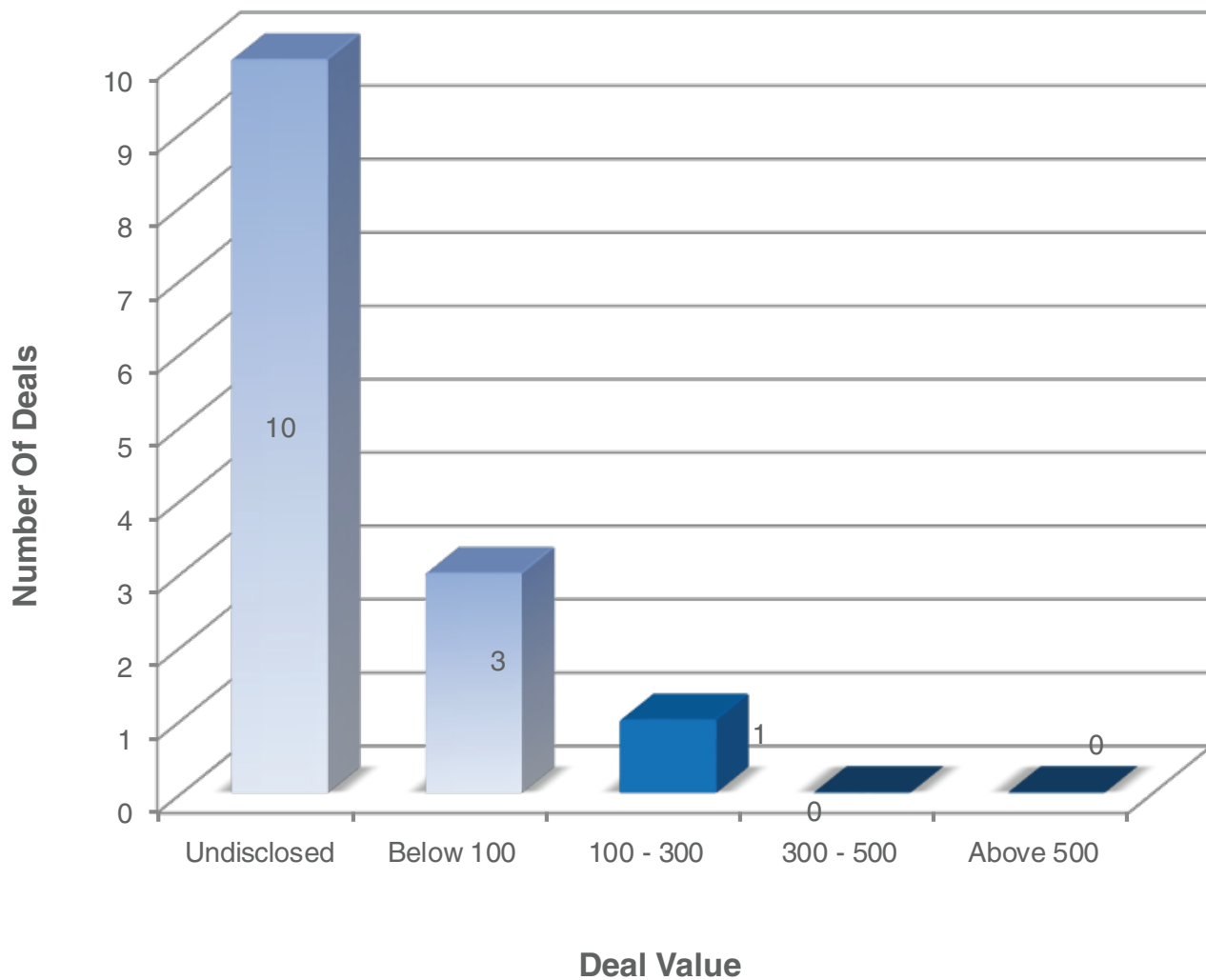
SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

M & A Deals by Sectors



SNAPSHOT OF Mergers & Acquisitions Update

M & A Deals By Size (₹ In Crore)





PE/VC UPDATES

SNAPSHOT OF PE/VC UPDATE

▲ Agriculture (₹ 58 Cr)

Clutch of Investors (*Investor Fund*)

CropIn Technology Solutions Pvt. Ltd. (*Target*)

▼ Automobile (₹ 10 Cr)

(*Investor Fund*) Trifecta Capital

(*Target*) Truebil

▲ Automobile (₹ 3.5 Cr)

Venture Catalysts (*Investor Fund*)

CleanseCar (*Target*)

▼ Automobile (₹ 141.4 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Drivezy

▲ Chemicals (₹ 1100 Cr)

India Resurgence Fund (*Investor Fund*)

Archean Chemical Industries Pvt. Ltd. (*Target*)

▼ E-Commerce (₹ 365 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Meesho

▲ E-Commerce (NA)

Amistad Ventures (*Investor Fund*)

EasyEcom (*Target*)

▼ E-Commerce (₹ 21 Cr)

(*Investor Fund*) RP-SG Ventures

(*Target*) The Souled Store

SNAPSHOT OF PE/VC UPDATE

Education (₹ 2 Cr) ▲

Angel Investors (*Investor Fund*)

Genius Corner Educom Pvt. Ltd. (*Target*)

Education (₹ 78 Cr) ▼

(*Investor Fund*) Omidyar Network

(*Target*) Vedantu Innovations Pvt. Ltd.

Finance (₹ 199 Cr) ▲

Steadview Capital (*Investor Fund*)

INDwealth (*Target*)

Finance (₹ 7 Cr) ▼

(*Investor Fund*) Angel Investors

(*Target*) CashRich

Finance (NA) ▲

IvyCap Ventures Advisors (*Investor Fund*)

Lendbox (*Target*)

Finance (₹ 154 Cr) ▼

(*Investor Fund*) Morgan Stanley Pvt. Equity Asia

(*Target*) Kogta Financial (India) Ltd.

FMCG (₹ 11 Cr) ▲

Angel Investors (*Investor Fund*)

EM & EM Personal Care Pvt. Ltd. (*Target*)

FMCG (₹ 10 Cr) ▼

(*Investor Fund*) Mayfield Fund

(*Target*) Milkbasket

SNAPSHOT OF PE/VC UPDATE

FMCG (₹ 34 Cr) ▲

Clutch of Investors (*Investor Fund*)

Delvit Solutions Pvt. Ltd. (*Target*)

▼ Foods & Beverages (₹ 3.6 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Hoi Food Concepts Pvt. Ltd.

Foods & Beverages (NA) ▲

Angel Investors (*Investor Fund*)

Clinical Nutrition (*Target*)

▼ Healthcare (₹ 50 Cr)

(*Investor Fund*) Clutch of Investors

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

Healthcare (NA) ▲

Mitsui & Co (*Investor Fund*)

GOQii Inc (*Target*)

▼ IT/ITES (₹ 7 Cr)

(*Investor Fund*) Alteria Capital

(*Target*) Dunzo

IT/ITES (₹ 3.5 Cr) ▲

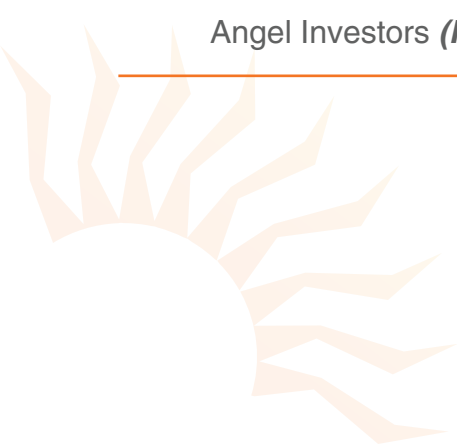
Angel Investors (*Investor Fund*)

Biizlo (*Target*)

▼ IT/ITES (₹ 1995 Cr)

(*Investor Fund*) SoftBank Vision Fund

(*Target*) Automation Anywhere



SNAPSHOT OF PE/VC UPDATE

IT/ITES (NA)

Clutch of Investors (*Investor Fund*)

MergerWare (*Target*)

IT/ITES (₹ 15 Cr)

(*Investor Fund*) Anicut Capital

(*Target*) Yaantra

IT/ITES (₹ 24 Cr)

Clutch of Investors (*Investor Fund*)

Signzy (*Target*)

IT/ITES (₹ 23.5 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) DeTect Technologies

IT/ITES (₹ 14 Cr)

Clutch of Investors (*Investor Fund*)

CloudSEK (*Target*)

IT/ITES (₹ 21.2 Cr)

(*Investor Fund*) IDFC Parampara Fund

(*Target*) Magiclance

Media & Entertainment (₹ 36.5 Cr)

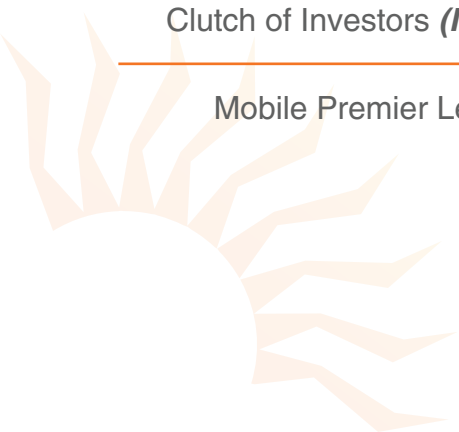
Clutch of Investors (*Investor Fund*)

Mobile Premier League (*Target*)

Media & Entertainment (₹ NA)

(*Investor Fund*) Sandip Ranjhan

(*Target*) SkillBox



SNAPSHOT OF PE/VC UPDATE

Media & Entertainment (₹ 12 Cr) ▲

Bertelsmann India Investments (*Investor Fund*)

Roposo (*Target*)

▼ Pharmaceuticals (₹ 130 Cr)

(*Investor Fund*) PremjiInvest

(*Target*) Koye Pharmaceuticals Pvt. Ltd.

Power (₹ 27 Cr) ▲

C4D Partners (*Investor Fund*)

Freyr Energy Services Pvt. Ltd. (*Target*)

▼ Real Estate (₹ 650 Cr)

(*Investor Fund*) Altico Capital

(*Target*) The Renaissance Group

Real Estate (₹ 120 Cr) ▲

Altico Capital (*Investor Fund*)

Project of Century Group (*Target*)

▼ Sports (NA)

(*Investor Fund*) Inflection Point Ventures

(*Target*) Sportido

Transportation (₹ 7 Cr) ▲

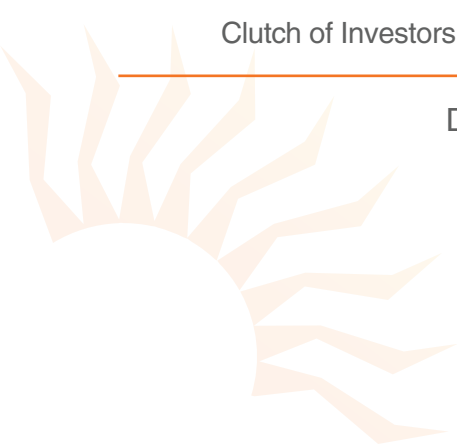
Clutch of Investors (*Investor Fund*)

DriveU (*Target*)

▼ Others (NA)

(*Investor Fund*) Neev Fund

(*Target*) Blue Planet



SNAPSHOT OF PE/VC UPDATE

Others (NA)

Clutch of Investors (*Investor Fund*)

Mobyicy (*Target*)

Others (₹ 3 Cr)

(*Investor Fund*) Angel Investors

(*Target*) Fresh Rooms

Others (₹ 142 Cr)

Clutch of Investors (*Investor Fund*)

Magicpin (*Target*)

Others (₹ 348 Cr)

(*Investor Fund*) Steadview Capital & Vy Capital

(*Target*) UrbanClap Technologies Pvt. Ltd.

Others (₹ 4 Cr)

Angel Investors (*Investor Fund*)

Career Anna (*Target*)

Others (NA)

(*Investor Fund*) Clutch of Investors

(*Target*) Perspectico Learning Pvt. Ltd.

Others (NA)

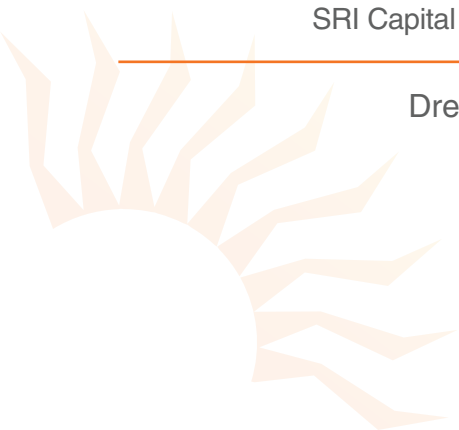
SRI Capital (*Investor Fund*)

DreamVu (*Target*)

Others (₹ 4.5 Cr)

(*Investor Fund*) Angel Investors

(*Target*) Hush



SNAPSHOT OF PE/VC UPDATE

Others (NA)

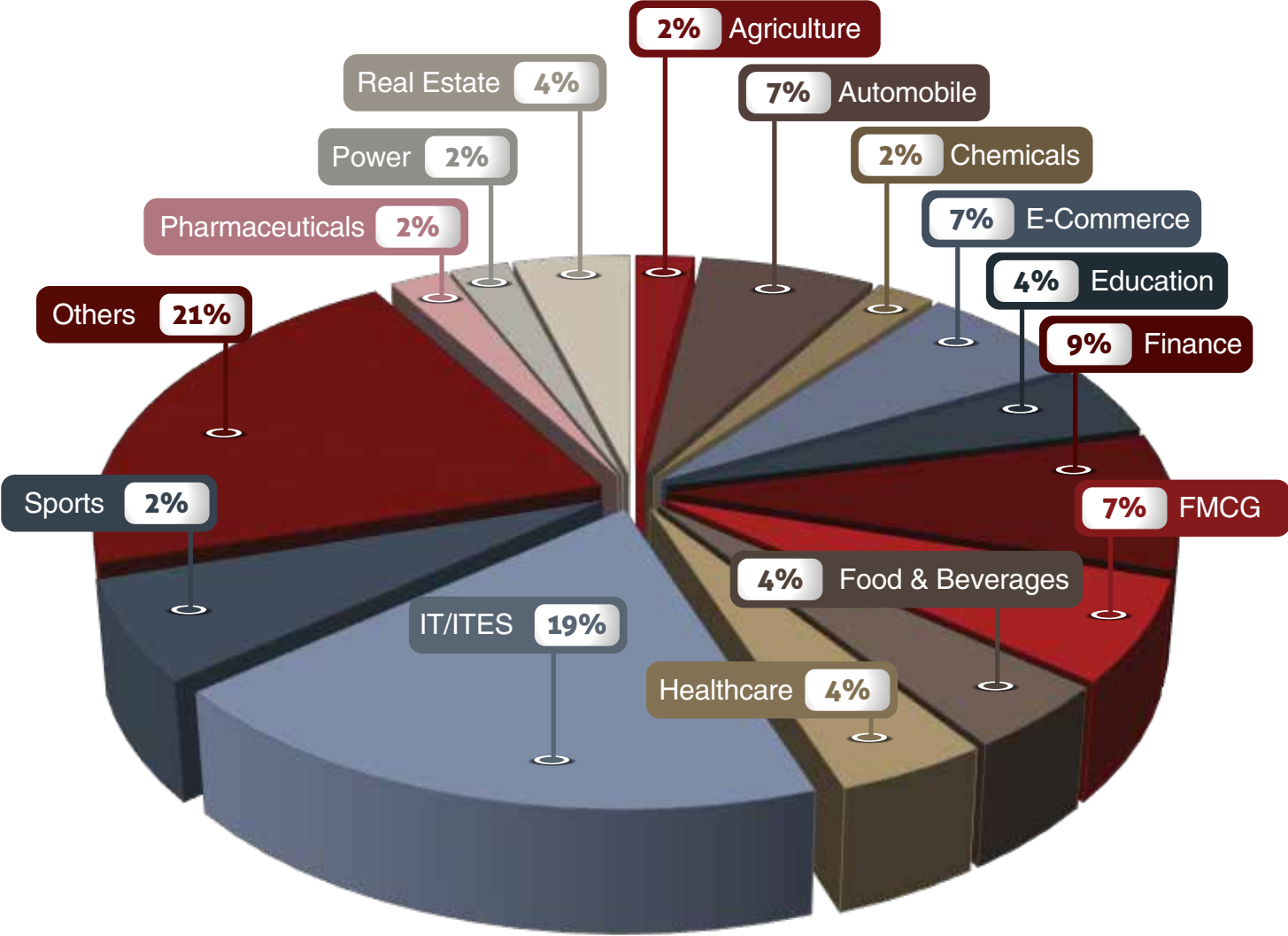
SucSeed Venture Partners (*Investor Fund*)

Paymatrix (*Target*)



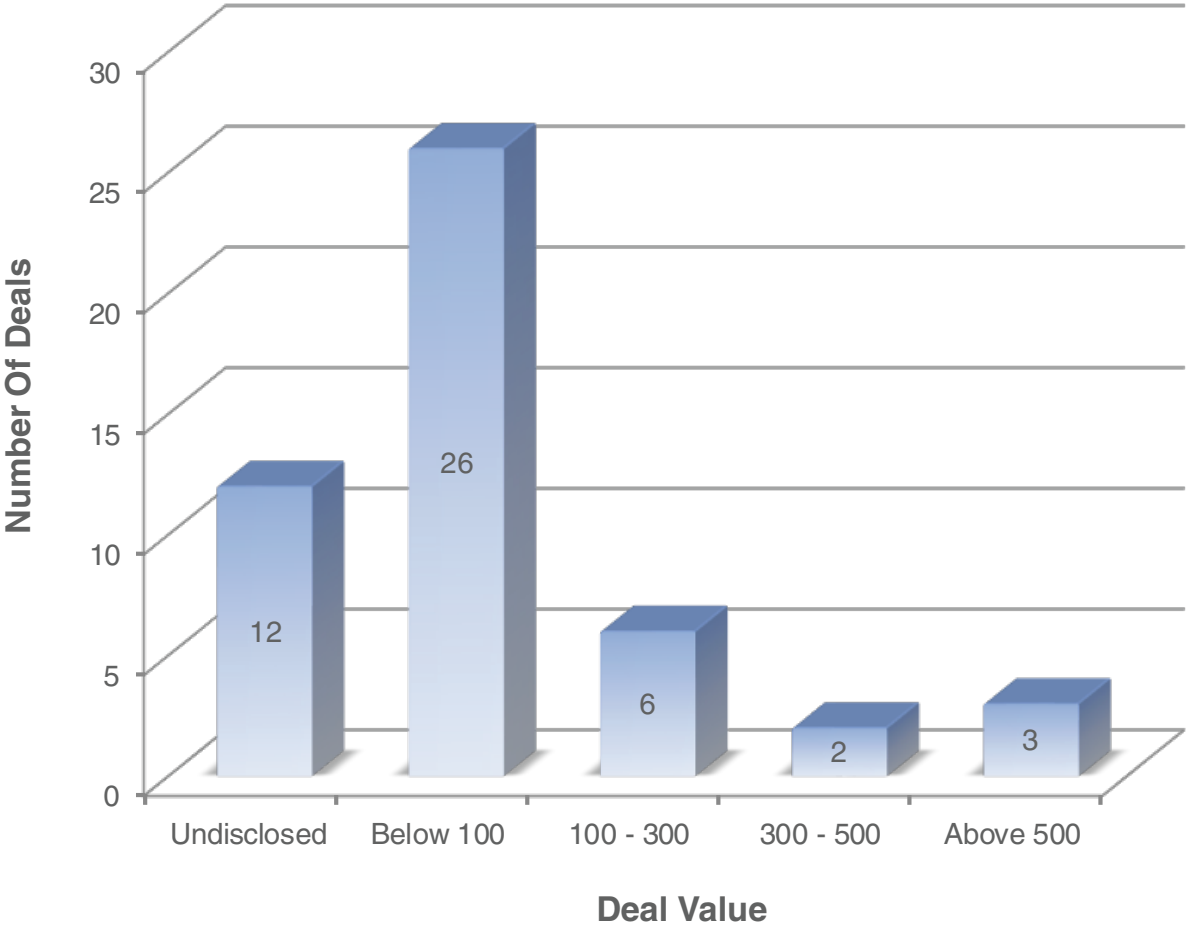
SUMMARY OF PE/VC UPDATE

PE/VC Deals by Sectors



SNAPSHOT OF PE/VC UPDATE

PE/VC Deals by Size (₹ In Crore)



RBSA

RANGE OF SERVICES

Valuation

- Business Valuation
- Valuation of Brands, Intangible Assets & Intellectual Property
- Valuation of Financial Securities, Instruments and Derivatives
- Valuation of Industrial Assets, Plant & Machinery
- Valuation of Real Estate
- Valuation of Infrastructure Assets & Specialized Assets
- Purchase Price Allocations for Mergers & Acquisitions
- Impairment Studies for Tangible Assets
- Impairment Studies for Intangible Assets & Goodwill
- Mines, Mineral Advisory and Valuation
- Valuation of ESOPs and Sweat Equity
- Valuation for Tax, Transfer Pricing and Company Law Matters
- Fairness Opinions

Investment Banking

- Mergers & Acquisitions
- Transaction Structuring & Advisory
- Due Diligence – Financial, Tax & Business
- Fairness Opinions
- Corporate Finance & Advisory
 - Private Equity and Venture Capital
 - Debt Solutions, Syndications
- Partner Search and Joint Ventures
- Corporate Restructuring, Business Reorganization

Restructuring

- Insolvency Professional Services
- Resolution Plan Preparation
- CRO Services – Chief Restructuring Officer
- Priority and Interim Funding
- Turnaround Advisory & Business Transformation
- Techno Economic Viability Studies / Feasibility Studies
- Fairness Opinions on Distress M & A
- Independent Evaluation of Restructuring Proposals
- Interim Management Services
- Transaction Structuring
- Special Situation Advisory
- Operations & Management of Stressed Companies

Advisory Services

- Strategic & Risk Advisory Services
- Technical Assurance Services
- Chartered Engineers Opinion & Certification
- Lender's & Investor's Engineer Services
- Project Cost Investigation and Forensic Advisory
- Project Appraisal and Monitoring
- Financial Advisory for Dispute & Litigation
- Cost Segregation
- Transfer Pricing Studies
- Reserve Fund Analysis

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