



45  
Years of  
Leadership

INDIA DEALS  
SNAPSHOT  
OCTOBER 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

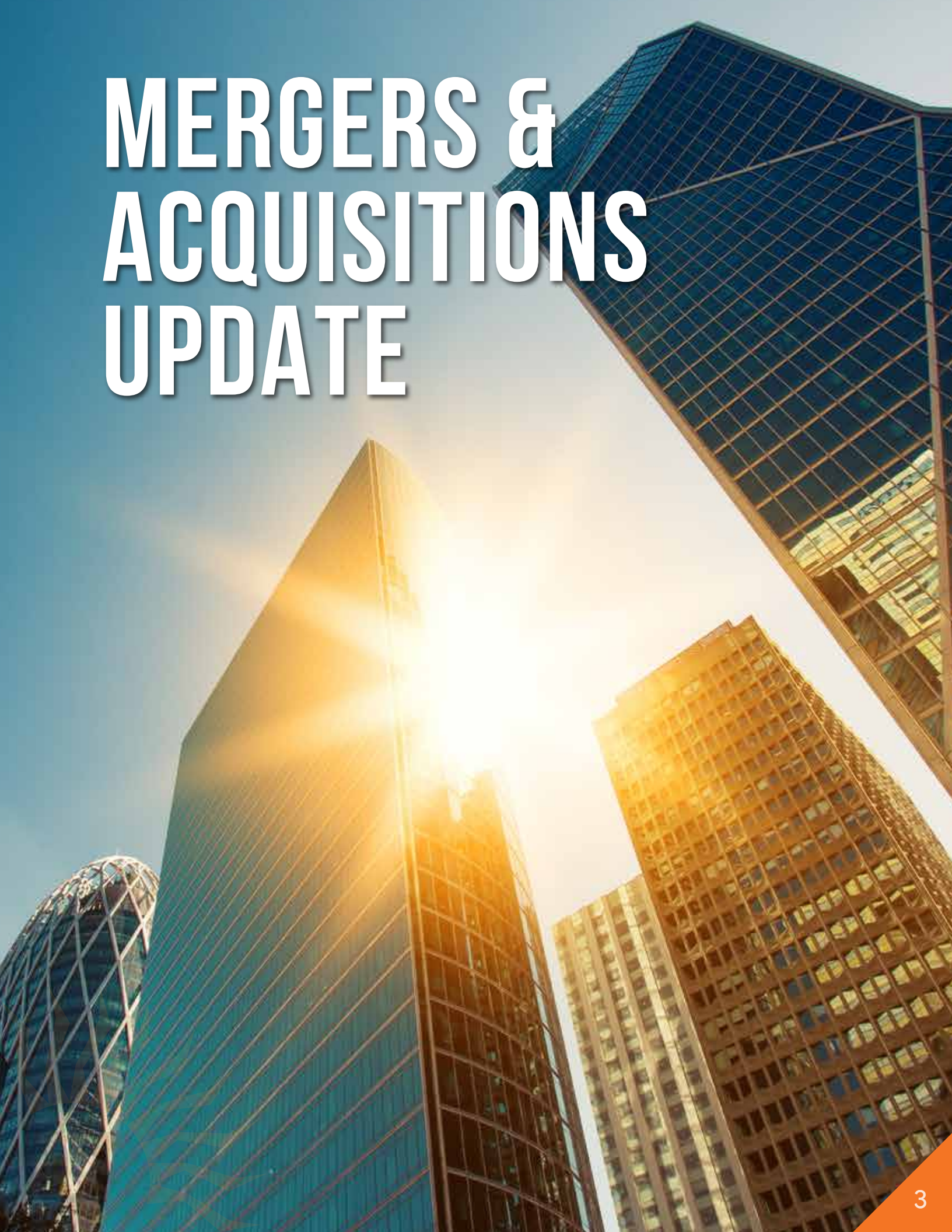
## PG 18

▼ RBSA Range  
of Services





# MERGERS & ACQUISITIONS UPDATE



# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## E-Commerce (NA)

BigBasket (*Acquirer*)

---

RainCan (*Target*)

## E-Commerce (NA)

(*Acquirer*) DailyNinja

---

(*Target*) WakeupBasket

## E-Commerce (NA)

Foodpanda India (*Acquirer*)

---

Holachef (*Target*)

## Education (NA)

(*Acquirer*) Sorting Hat Technologies Pvt. Ltd.

---

(*Target*) WiFiStudy

## Finance (₹ 110 Cr)

One MobiKwik Systems Pvt. Ltd. (*Acquirer*)

---

Clearfunds (*Target*)

## Healthcare (NA)

(*Acquirer*) Zydus Hospital

---

(*Target*) Columbia Asia Hospitals-A'Bad Unit

## IT/ITES (NA)

Bharti Airtel (*Acquirer*)

---

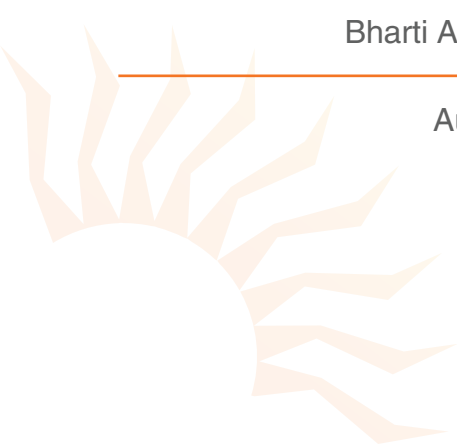
AuthMe (*Target*)

## IT/ITES (₹ 110 Cr)

(*Acquirer*) OnMobile Global Ltd.

---

(*Target*) Appland AB



# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## IT/ITES (NA)

Tata Communications Ltd. (*Acquirer*)

---

Teleena (*Target*)

## IT/ITES (NA)

(*Acquirer*) Bluecore, Inc.

---

(*Target*) Betaout, Inc.

## Logistics (NA)

EbixCash (*Acquirer*)

---

Routier (*Target*)

## Pharmaceuticals (₹ 75 Cr)

(*Acquirer*) Ipca Laboratories Ltd.

---

(*Target*) Bayshore Pharmaceuticals LLC

## Pharmaceuticals (NA)

Neopharma LLC (*Acquirer*)

---

Dr Reddy's Laboratories Ltd's-US (*Target*)

## Transportation (NA)

(*Acquirer*) EbixCash

---

(*Target*) Business Travels Pvt. Ltd.

## Transportation (NA)

ZipGo Technologies Pvt. Ltd. (*Acquirer*)

---

Supreme Trans Concepts (*Target*)

## Others (₹ 3.5 Cr)

(*Acquirer*) One Internet Pvt. Ltd

---

(*Target*) IShareSpace

# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## Others (NA)

Blue Planet Environmental Solution (*Acquirer*)

---

Rudra Environmental Solution Ltd. (*Target*)

## Others (NA)

(*Acquirer*) Mercer

---

(*Target*) Mettl

## Others (NA)

Moka (*Acquirer*)

---

GetFocus (*Target*)

## Others (NA)

(*Acquirer*) UpGrad Education Pvt. Ltd.

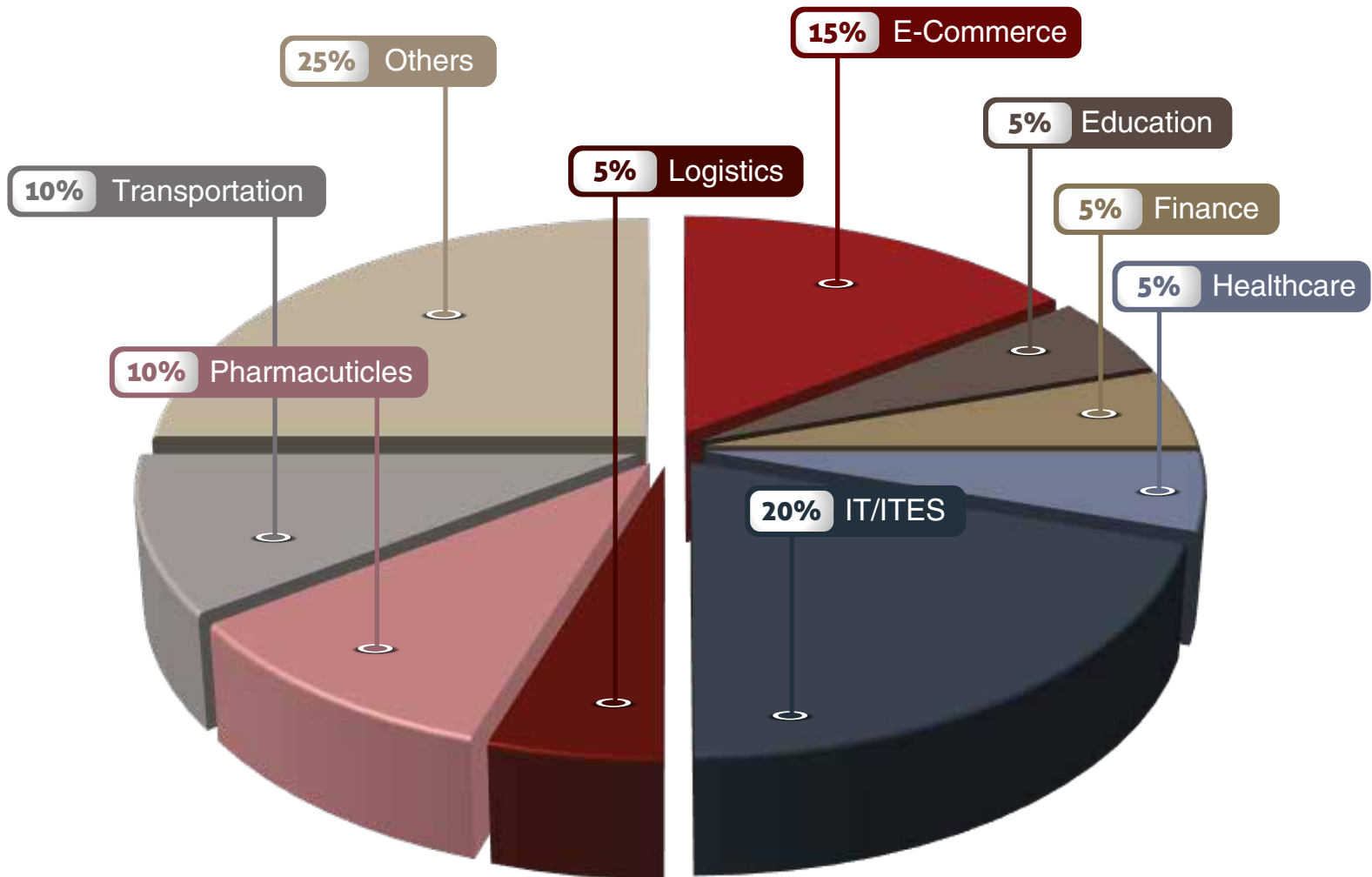
---

(*Target*) Acadview Software Pvt. Ltd.



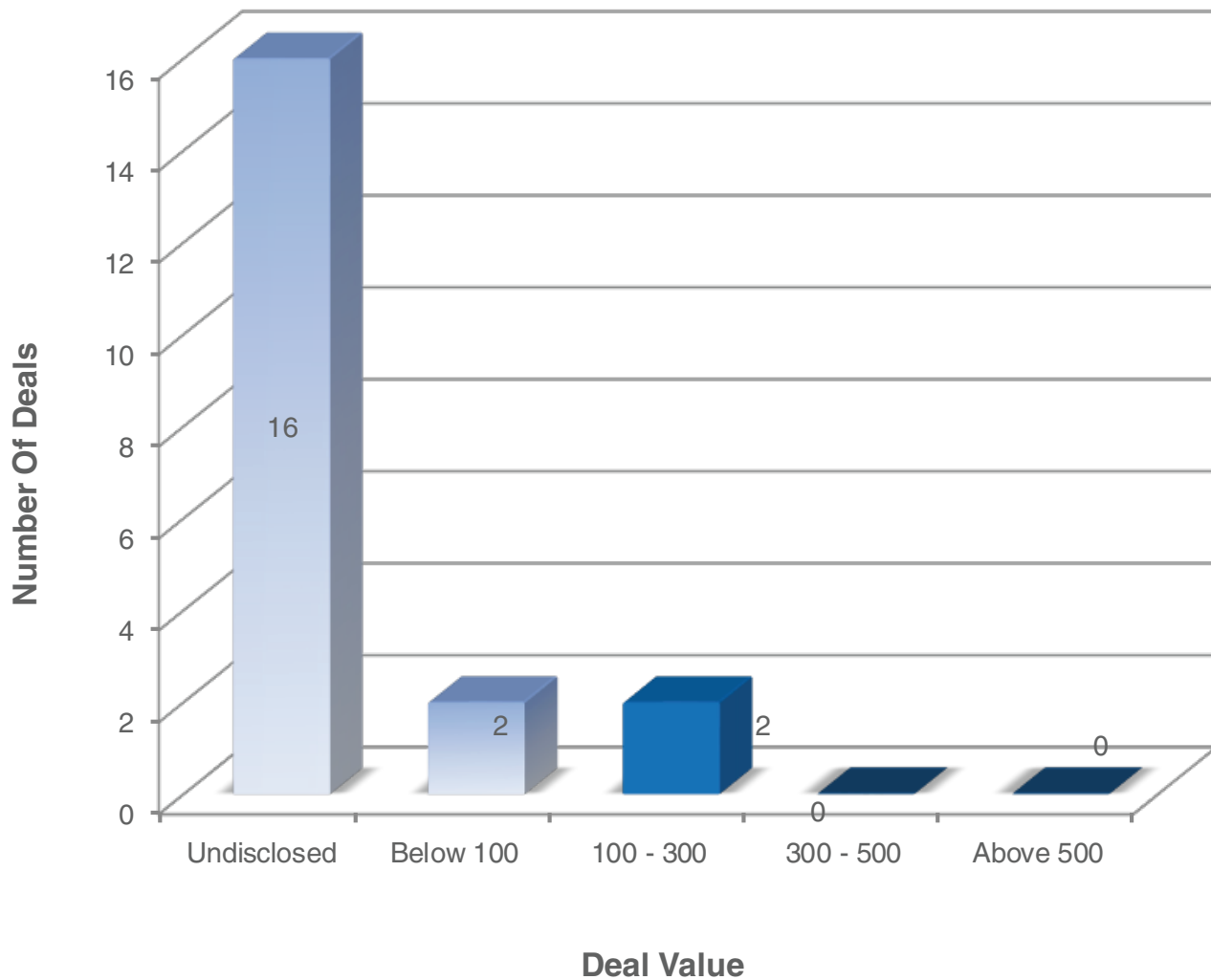
# SNAPSHOT OF Mergers & Acquisitions Update

## M & A Deals by Sectors



# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## M & A Deals By Size (₹ In Crore)





# PE/VC UPDATES



# SNAPSHOT OF PE/VC UPDATE

## ▲ Agriculture (₹ 80 Cr)

Clutch of Investors (*Investor Fund*)

---

Origo Commodities India Pvt. Ltd. (*Target*)

## ▼ Agriculture (NA)

(*Investor Fund*) responsAbility

---

(*Target*) Suminter India Organics Pvt. Ltd.

## ▲ Agriculture (NA)

CIIE & OmniActive Health (*Investor Fund*)

---

Sattvaponics Solutions Pvt. Ltd. (*Target*)

## ▼ Automobile (₹ 480 Cr)

(*Investor Fund*) Kymco

---

(*Target*) Twenty Two Motors Pvt. Ltd.

## ▲ E-Commerce (NA)

Clutch of Investors (*Investor Fund*)

---

FarmersFZ (*Target*)

## ▼ E-Commerce (₹ 100 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Universal Sportsbiz Pvt. Ltd.

## ▲ Education (₹ 2.5 Cr)

Angel Investors (*Investor Fund*)

---

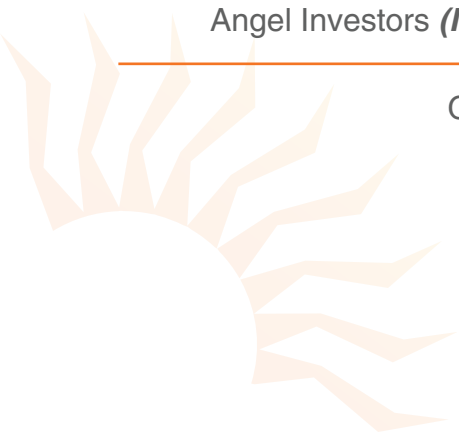
GuruQ (*Target*)

## ▼ Finance (NA)

(*Investor Fund*) Angel Investors

---

(*Target*) RevFin Services Pvt. Ltd.



# SNAPSHOT OF PE/VC UPDATE

## Finance (₹ 14.6 Cr)

Clutch of Investors (*Investor Fund*)

---

Cube Wealth (*Target*)

## Finance (₹ 400 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) ClearTax

## Finance (₹ 0.1 Cr)

Angel Investors (*Investor Fund*)

---

NIRA (*Target*)

## Finance (₹ 311 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) Ess Kay Fincorp Ltd.

## Finance (₹ 140 Cr)

Centana Growth Partners (*Investor Fund*)

---

Sentieo (*Target*)

## Foods & Beverages (NA)

(*Investor Fund*) Angel Investors

---

(*Target*) LightSaber Food Ventures Pvt. Ltd.

## Foods & Beverages (₹ 60 Cr)

Clutch of Investors (*Investor Fund*)

---

Grover Zampa Vineyards Ltd. (*Target*)

## Foods & Beverages (₹ 13 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) InnerChef Pvt. Ltd.

# SNAPSHOT OF PE/VC UPDATE

## ▶ Foods & Beverages (₹ 73.5 Cr)

Clutch of Investors (*Investor Fund*)

---

TabSquare Pte. Ltd. (*Target*)

## ▼ Healthcare (₹ 22 Cr)

(*Investor Fund*) Chiratae Ventures & Alkemi Partners

---

(*Target*) Elawoman

## ▶ Healthcare (NA)

Angel Investors (*Investor Fund*)

---

Mynvax Pvt Ltd. (*Target*)

## ▼ Healthcare (NA)

(*Investor Fund*) IAN Fund

---

(*Target*) Clensta International Pvt. Ltd.

## ▶ Healthcare (NA)

BlueSky Capital Management (*Investor Fund*)

---

Medimetry (*Target*)

## ▼ Healthcare (NA)

(*Investor Fund*) Clutch of Investors

---

(*Target*) RAHI Care Pvt. Ltd.

## ▶ IT/ITES (₹ 28 Cr)

Clutch of Investors (*Investor Fund*)

---

SparSkills Technologies Pvt. Ltd. (*Target*)

## ▼ IT/ITES (₹ 2.2 Cr)

(*Investor Fund*) Angel Investors

---

(*Target*) Bnext

# SNAPSHOT OF PE/VC UPDATE

## IT/ITES (₹ 2 Cr)

ASM Technologies Ltd. (*Investor Fund*)

---

Lavelle Networks Pvt. Ltd. (*Target*)

## IT/ITES (₹ 3.7 Cr)

(*Investor Fund*) Angel Investors

---

(*Target*) Betterhalf.ai

## IT/ITES (NA)

Clutch of Investors (*Investor Fund*)

---

Singularity Dynamics Pvt. Ltd. (*Target*)

## IT/ITES (₹ 65 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) myGate

## IT/ITES (₹ 16.5 Cr)

Clutch of Investors (*Investor Fund*)

---

Worxogo Solutions Pvt. Ltd. (*Target*)

## IT/ITES (₹ 6.83 Cr)

(*Investor Fund*) SRI Capital & Touchstone

---

(*Target*) VideoKen Inc.

## IT/ITES (₹ 29.5 Cr)

Clutch of Investors (*Investor Fund*)

---

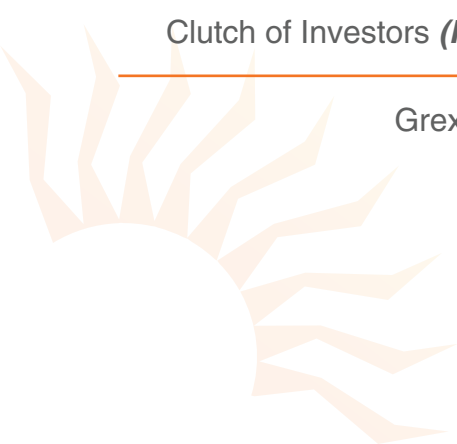
Grexit Inc (*Target*)

## IT/ITES (₹ 36 Cr)

(*Investor Fund*) JC2 Ventures

---

(*Target*) Lucideus Technologies Pvt. Ltd.





# SNAPSHOT OF PE/VC UPDATE

## IT/ITES (NA)

Advent International (*Investor Fund*)

---

Manjushree Technopack (*Target*)

## Logistics (₹ 40 Cr)

(*Investor Fund*) Aavishkaar-Intellectap

---

(*Target*) GoBolt

## Logistics (₹ 202.96 Cr)

Clutch of Investors (*Investor Fund*)

---

Zinka Logistics Solutions Pvt. Ltd. (*Target*)

## Media & Entertainment (NA)

(*Investor Fund*) Clutch of Investors

---

(*Target*) GamingMonk

## Sports (₹ 75 Cr)

Gaja Capital (*Investor Fund*)

---

Kooh Sports Pvt. Ltd. (*Target*)

## Textiles (₹ 6.3 Cr)

(*Investor Fund*) Angel Investors

---

(*Target*) Bigphi Technologies Pvt. Ltd.

## Tours & Travels (₹ 22 Cr)

InnoVen Capital (*Investor Fund*)

---

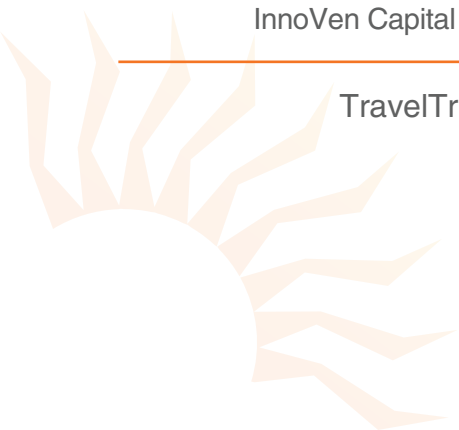
TravelTriangle (*Target*)

## Transportation (₹ 60 Cr)

(*Investor Fund*) Ntex Transportation Services

---

(*Target*) Parkwheels



# SNAPSHOT OF PE/VC UPDATE

## Transportation (₹ 7.3 Cr) ▲

Trifecta Capital (*Investor Fund*)

---

Shuttl (*Target*)

## ▼ Others (NA)

(*Investor Fund*) Reliance Investments & Holdings

---

(*Target*) SkyTran

## Others (₹ 160 Cr) ▲

Lighthouse Advisors Pvt. Ltd. (*Investor Fund*)

---

Duroflex Pvt. Ltd. (*Target*)

## ▼ Others (NA)

(*Investor Fund*) Prashant Jaiswal

---

(*Target*) Northmist Pvt. Ltd.  
Angel Investors

## Others (₹ 30 Cr) ▲

Clutch of Investors (*Investor Fund*)

---

Innov8 (*Target*)

## ▼ Others (₹ 21 Cr)

(*Investor Fund*) Clutch of Investors

---

(*Target*) GoZefo

## Others (NA) ▲

CCube Angels Network (*Investor Fund*)

---

Alfa Transformers Ltd. (*Target*)

## ▼ Others (₹ 5 Cr)

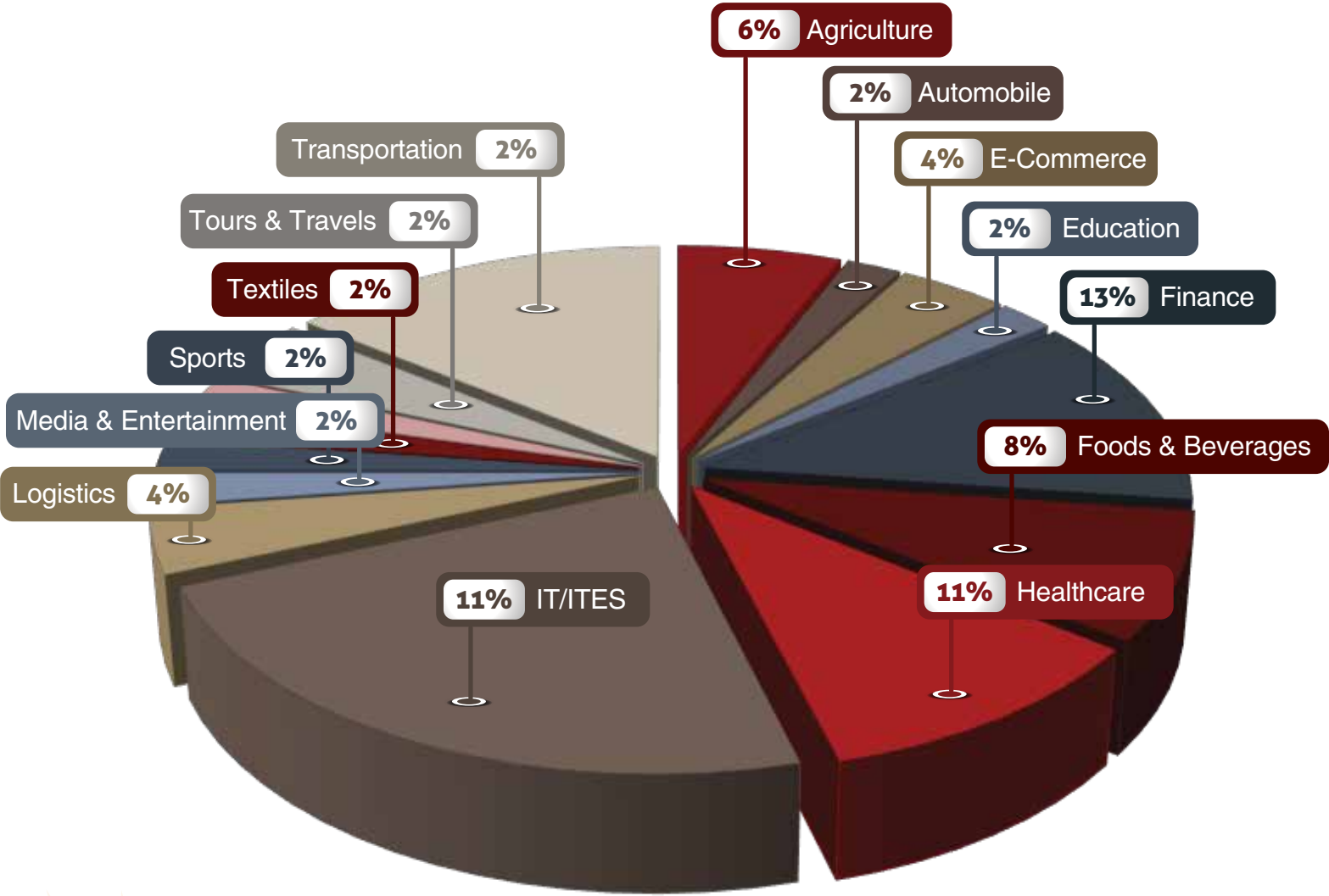
(*Investor Fund*) Angel Investors

---

(*Target*) Virtual Metalstreet Pvt. Ltd.

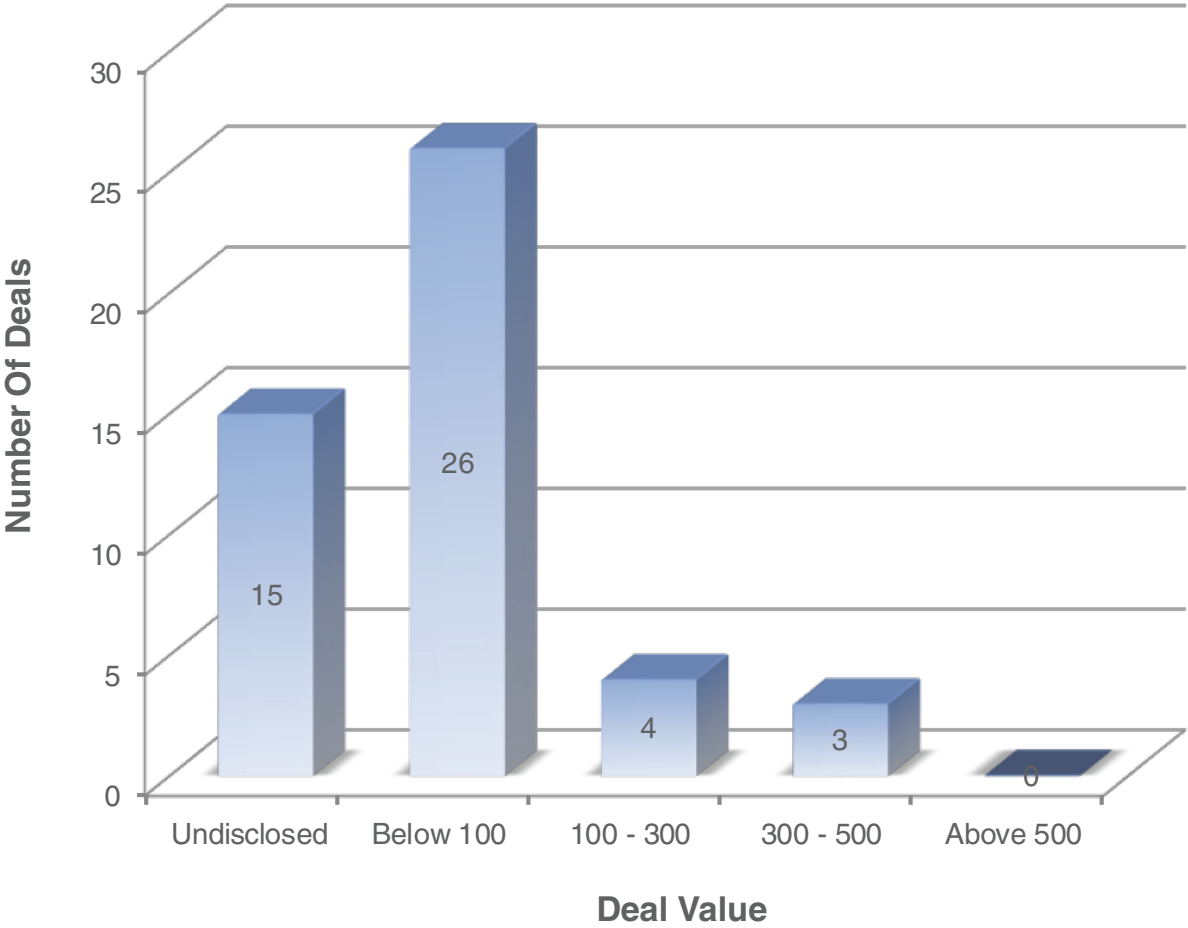
# SUMMARY OF PE/VC UPDATE

## 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

### Corporate Office Mumbai:

21-23, T.V. Industrial Estate, 248-A, S.K. Ahire Marg, Off. Dr. A. B. Road, Worli, Mumbai - 400 030, INDIA.  
M: +91 90040 50600  
Tel: +91 22 6130 6000  
Fax: +91 22 6130 6001

### Head Office Ahmedabad:

912, Venus Atlantis Corporate Park, Anand Nagar Road, Prahladnagar, Ahmedabad - 380 015, INDIA.  
M: +91 97243 44445  
Tel: +91 79 4050 6000  
Fax: +91 79 4050 6001

### Bangalore Office:

Unit No.: 104, 1<sup>st</sup> Floor, Sufiya Elite, #18, Cunningham Road, Near Sigma Mall, Bangalore - 560 052, INDIA.  
M: +91 97435 50600  
Tel: +91 80 4112 8593

### Delhi Office:

9 C, Hansalaya Building, 15, Barakhambha Road, Connaught Place, New Delhi - 110 001, INDIA.  
M: +91 99585 62211  
Tel: +91 11 2335 0635 / 0637 / 0638  
Tel: +91 11 6616 5300

### Kolkata Office:

9<sup>th</sup> Floor, KAHM Tower, 13, Nellie Sengupta Sarani, Kolkata - 700 087, INDIA.  
M: +91 97243 44446

### Dubai Office:

2001-01, Level 20, 48 Burj Gate Tower, Sheikh Zayed Road, Downtown - 36615, Dubai, UAE.  
M: +971 52 382 2367, +971 52 617 3699  
Tel: +971 4 518 2608  
Email: dubai@rbsa.in

### Singapore Office:

105 Cecil Street, # 18-00 The Octagon, Singapore - 069 534  
M: +65 8589 4891  
Email: singapore@rbsa.in