



48
Years of
Leadership

**INDIA DEALS
SNAPSHOT
APRIL 2019**

INDIA DEALS SNAPSHOT



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▼ Snapshot of Mergers
& Acquisitions Update

PG 6-7

▼ Summary of Mergers
& Acquisitions Update

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▼ Snapshot of
PE/VC Update

PG 17-18

▼ Summary of
PE/VC Update

PG 19

▼ RBSA Range
of Services





MERGERS & ACQUISITIONS UPDATE

SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

Fashion & Lifestyle (NA)

Wipro Consumer Care & Lighting (*Acquirer*)

Splash Corporation (*Target*)

Food & Beverages (₹ 483 Cr)

(*Acquirer*) PayU

(*Target*) Wibmo Inc.

Food & Beverages (NA)

Firmenich SA (*Acquirer*)

VKL Seasoning Pvt. Ltd. (*Target*)

Health Care (NA)

(*Acquirer*) Cure Fit Healthcare Pvt. Ltd.

(*Target*) Rejoov

Health Care (NA)

M3 Inc (*Acquirer*)

DailyRounds (*Target*)

IT/ITES (NA)

(*Acquirer*) Netcore Solutions Pvt. Ltd.

(*Target*) Quinto.ai

IT/ITES (NA)

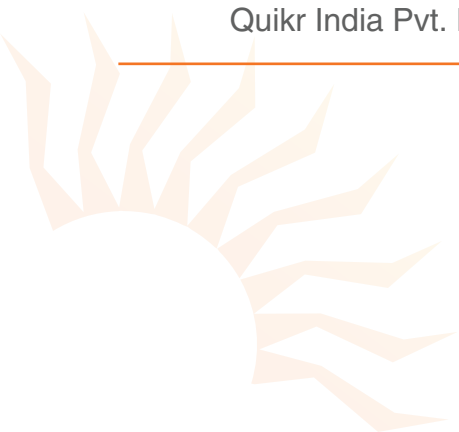
Quikr India Pvt. Ltd. (*Acquirer*)

Zefo (*Target*)

IT/ITES (₹ 3211 Cr - 20%)

(*Acquirer*) L&T

(*Target*) Mindtree Ltd.



SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

Real Estate (₹ 364 Cr)

Prestige Estates (*Acquirer*)

Babji Realtors (*Target*)

Travels & Tourism (NA)

(*Acquirer*) MakeMyTrip

(*Target*) Quest2Travel

Others (NA)

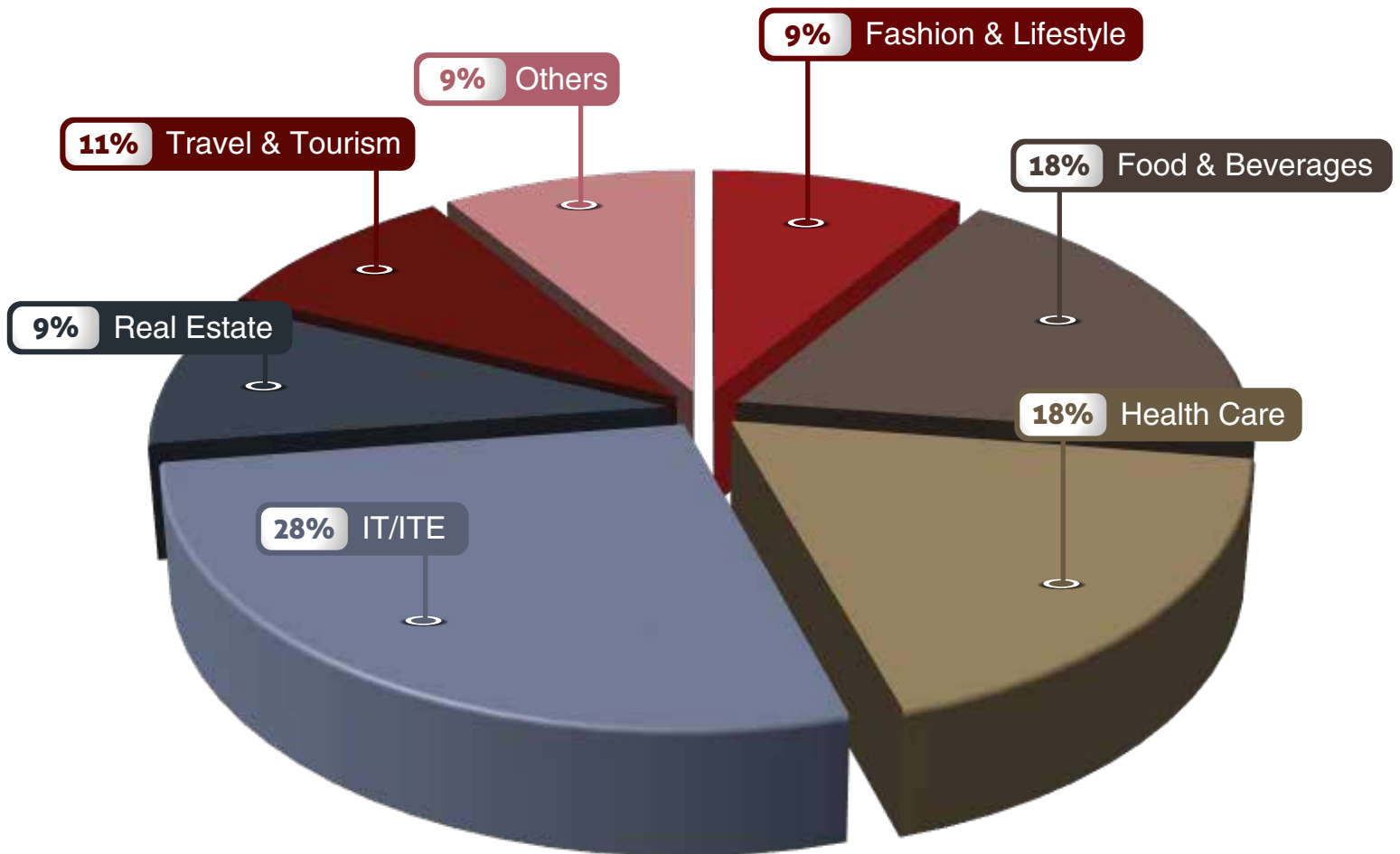
Elara Technologies Pte. Ltd. (*Acquirer*)

FastFox.com (*Target*)



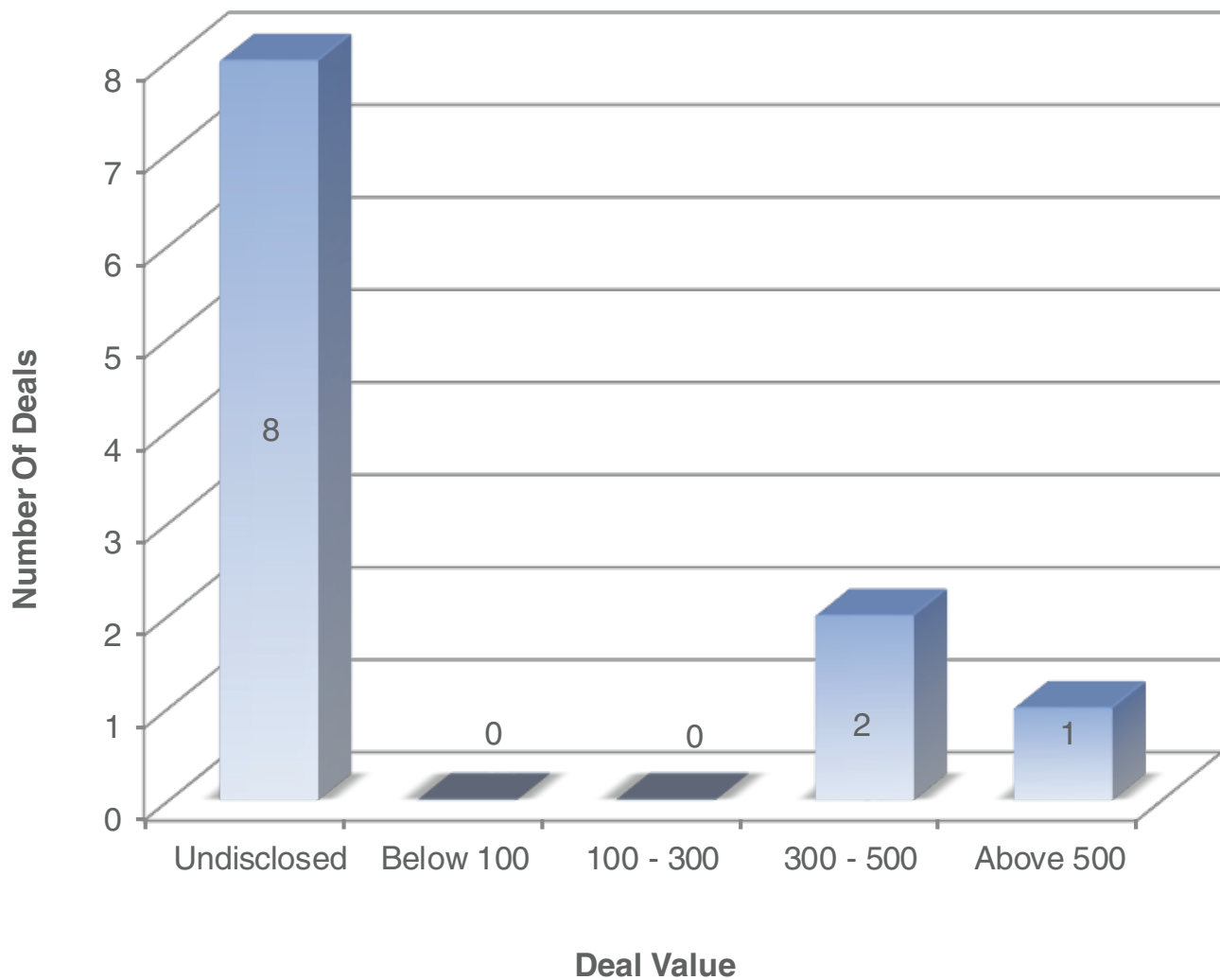
SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

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 (₹ 10 Cr) ▲

IPM Potato Group Ltd. (*Investor Fund*)

Utkal Tubers India Pvt. Ltd. (*Target*)

▼ **Agriculture (₹ 625 Cr - 26.47%)**

(*Investor Fund*) Tiger Global Management LLC

(*Target*) Ninjacart

Automotive (₹ 170 Cr) ▲

ChrysCapital (*Investor Fund*)

LivGuard (*Target*)

▼ **Education (₹ 9 Cr)**

(*Investor Fund*) Nexus Venture & Omidyar Network

(*Target*) WhiteHat Jr

Education (₹ 23 Cr) ▲

Clutch of Investors (*Investor Fund*)

DoubtNut (*Target*)

▼ **Education (₹ 12.5 Cr)**

(*Investor Fund*) Clutch of Investors

(*Target*) Mihup Communications Pvt. Ltd.

Electricals (NA) ▲

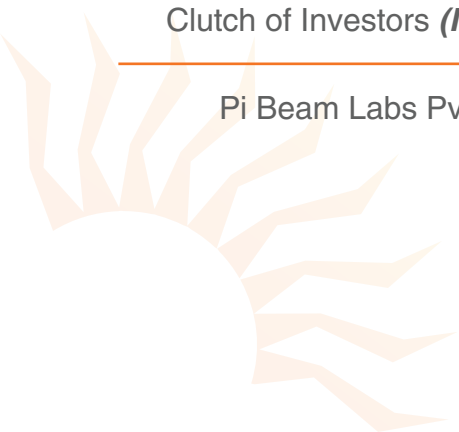
Clutch of Investors (*Investor Fund*)

Pi Beam Labs Pvt. Ltd. (*Target*)

▼ **Electricals (₹ 401.03 Cr)**

(*Investor Fund*) Clutch of Investors

(*Target*) Polycab



SNAPSHOT OF PE/VC UPDATE

Energy (NA - 9%)

Spring Energy (*Investor Fund*)

solar energy portfolio of Shapoorji Pallonj (*Target*)

Fashion & Lifestyle (₹ 625 Cr)

(*Investor Fund*) TPG Growth

(*Target*) Nykaa

Fashion & Lifestyle (₹ 2.4 Cr)

Angel Investors (*Investor Fund*)

Rapawalk (*Target*)

Fashion & Lifestyle (NA - 50%)

(*Investor Fund*) Samara Capital

(*Target*) Blue Heaven

Finance (₹ 107 Cr)

Clutch of Investors (*Investor Fund*)

BharatPe (*Target*)

Finance (₹ 38 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Cashfree

Finance (₹ 24.5 Cr)

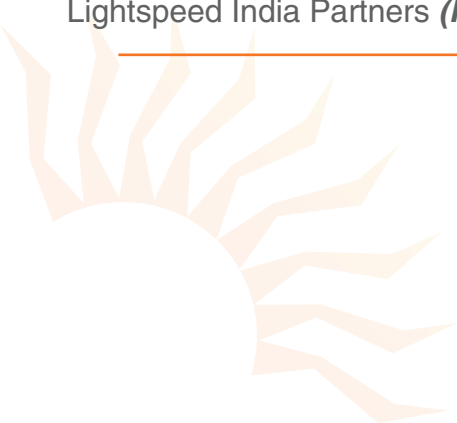
Lightspeed India Partners (*Investor Fund*)

Setu (*Target*)

Finance (₹ 139.40 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) ZestMoney



SNAPSHOT OF PE/VC UPDATE

Finance (₹ 20.90 Cr) ▲

Mayfield India & Axilor Ventures (*Investor Fund*)

EnKash (*Target*)

▼ Finance (₹ 600 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) InCred Financial Services Ltd.

Finance (₹ 7 Cr) ▲

Clutch of Investors (*Investor Fund*)

Progcap (*Target*)

▼ Finance (₹ 27 Cr)

(*Investor Fund*) Carpediem Capital

(*Target*) Sindhuja Microcredit

FMCG (₹ 1.40 Cr) ▲

Angel Investors (*Investor Fund*)

Azah Personal Care Pvt. Ltd. (*Target*)

▼ FMCG (₹ 4 Cr)

(*Investor Fund*) Mumbai Angels Network

(*Target*) Dr Sheth's

FMCG (₹ 20 Cr) ▲

BAC Acquisitions (*Investor Fund*)

Milkbasket (*Target*)

▼ Food & Beverages (₹ 11.75 Cr)

(*Investor Fund*) Firmenich SA

(*Target*) VKL Seasoning Pvt. Ltd.



SNAPSHOT OF PE/VC UPDATE

Health Care (NA)

Clutch of Investors (*Investor Fund*)

Ten3t Healthcare Pvt. Ltd. (*Target*)

Health Care (₹ 65.37 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) 1mg Technologies Pvt. Ltd.

Health Care (₹ 111 Cr)

Clutch of Investors (*Investor Fund*)

SigTuple Technologies Pvt. Ltd. (*Target*)

Health Care (₹ 120 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Mfine

Health Care (NA)

Venture Center (*Investor Fund*)

Sensivision Health Technologies Pvt. Ltd. (*Target*)

Health Care (NA)

(*Investor Fund*) Venture Center

(*Target*) Kozhnosys Pvt. Ltd.

Health Care (₹ 15.14 Cr)

CDPQ (*Investor Fund*)

Metropolis Healthcare Ltd. (*Target*)

Health Care (₹ 15 Cr)

(*Investor Fund*) Edelweiss Financial Services Ltd.

(*Target*) Metropolis Healthcare Ltd.

SNAPSHOT OF PE/VC UPDATE

Health Care (NA) ▲

TA Associates (*Investor Fund*)

Indira IVF (*Target*)

Hotels & Hospitality (₹ 69.50 Cr) ▼

(*Investor Fund*) Angel Investors

(*Target*) Bliss Inns Pvt. Ltd.

IT/ITES (₹ 96 Cr) ▲

Prime Venture Partners (*Investor Fund*)

SurveySparrow (*Target*)

IT/ITES (₹ 13.70 Cr) ▼

(*Investor Fund*) Clutch of Investors

(*Target*) Lavelle Networks

IT/ITES (₹ 20.80 Cr) ▲

Emergent Ventures (*Investor Fund*)

Kuliza Technologies Pvt. Ltd. (*Target*)

IT/ITES (₹ 31 Cr) ▼

(*Investor Fund*) Eight Roads

(*Target*) Kuvera

IT/ITES (₹ 20 Cr) ▲

021 Capital and Binny Bansal (*Investor Fund*)

Increff (*Target*)

IT/ITES (NA) ▼

(*Investor Fund*) Indian Angel Network

(*Target*) Swadha Energies Pvt. Ltd.



SNAPSHOT OF PE/VC UPDATE

IT/ITES (₹ 119 Cr) ▲

Clutch of Investors (*Investor Fund*)

Vue.ai (*Target*)

▼ Logistics (₹ 249.78 Cr)

(*Investor Fund*) Clutch of Investors

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

Logistics (NA) ▲

Mumbai Angels Network (*Investor Fund*)

CarterX (*Target*)

▼ Media & Entertainment (₹ 2 Cr)

(*Investor Fund*) Pranay Goyal

(*Target*) KidzByte MediaTech Pvt. Ltd.

Media & Entertainment (₹ 6.9 Cr) ▲

Smile Group (*Investor Fund*)

Indipepper Media Pvt. Ltd. (*Target*)

▼ Media & Entertainment (₹ 250 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Mobile Premier League

Media & Entertainment (₹ 3 Cr) ▲

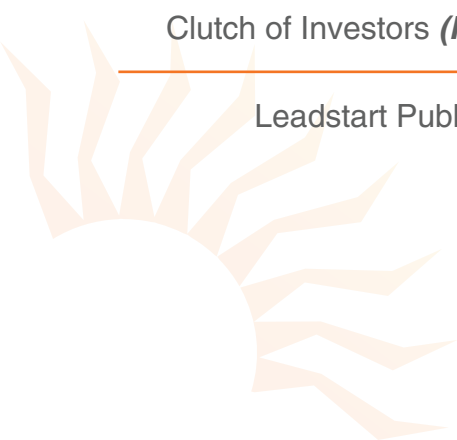
Clutch of Investors (*Investor Fund*)

Leadstart Publishing (*Target*)

▼ Others (₹ 17.8 Cr)

(*Investor Fund*) Orchid Asia Group

(*Target*) WMG Tech Pvt. Ltd.



SNAPSHOT OF PE/VC UPDATE

Others (₹ 69 Cr) ▲

Clutch of Investors (*Investor Fund*)

GlowRoad (*Target*)

▼ Others (₹ 13.80 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Superhero Brands Pvt. Ltd.

Others (₹ 1.25 Cr) ▲

Clutch of Investors (*Investor Fund*)

Acciojob (*Target*)

▼ Real Estate (NA)

(*Investor Fund*) Angel Investors

(*Target*) Housr Technologies Pvt. Ltd.

Textile (₹ 60 Cr) ▲

Clutch of Investors (*Investor Fund*)

Zivame (*Target*)

▼ Transportation (NA)

(*Investor Fund*) Airbnb

(*Target*) OYO

Transportation (₹ 17.4 Cr) ▲

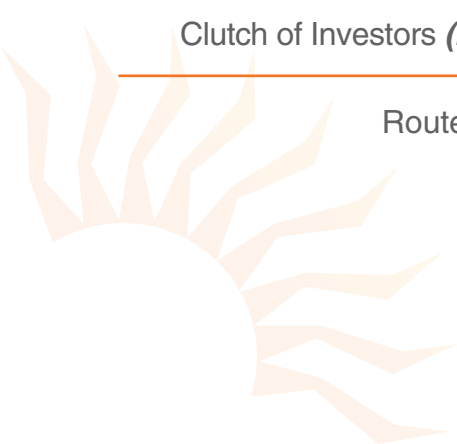
Clutch of Investors (*Investor Fund*)

Routematic (*Target*)

▼ Transportation (₹ 78.2 Cr)

(*Investor Fund*) Clutch of Investors

(*Target*) Roppen Transportation Services Pvt. Ltd.



SNAPSHOT OF PE/VC UPDATE

Transportation (₹ 100.78 Cr)

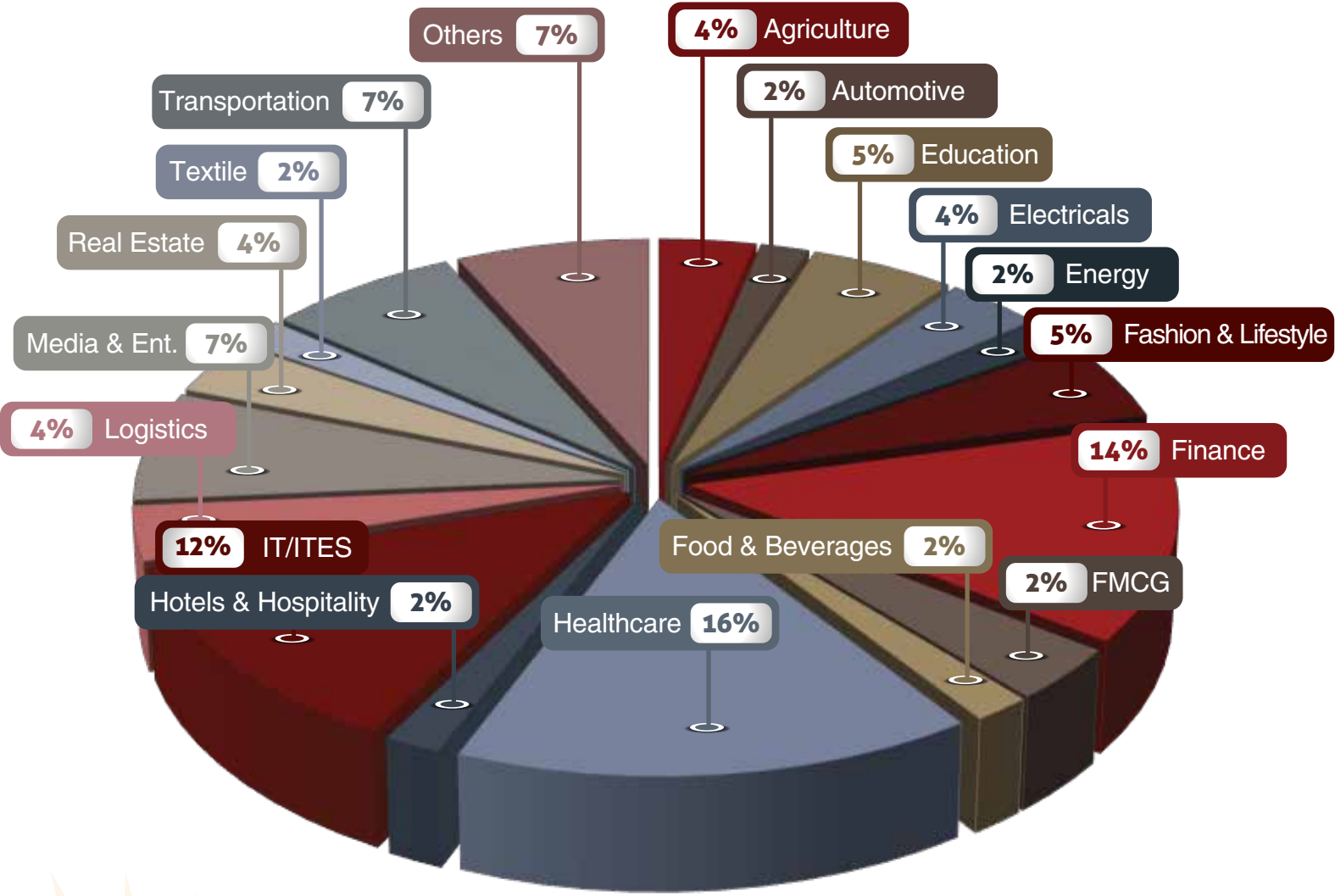
Clutch of Investors (*Investor Fund*)

Quick Ride (*Target*)



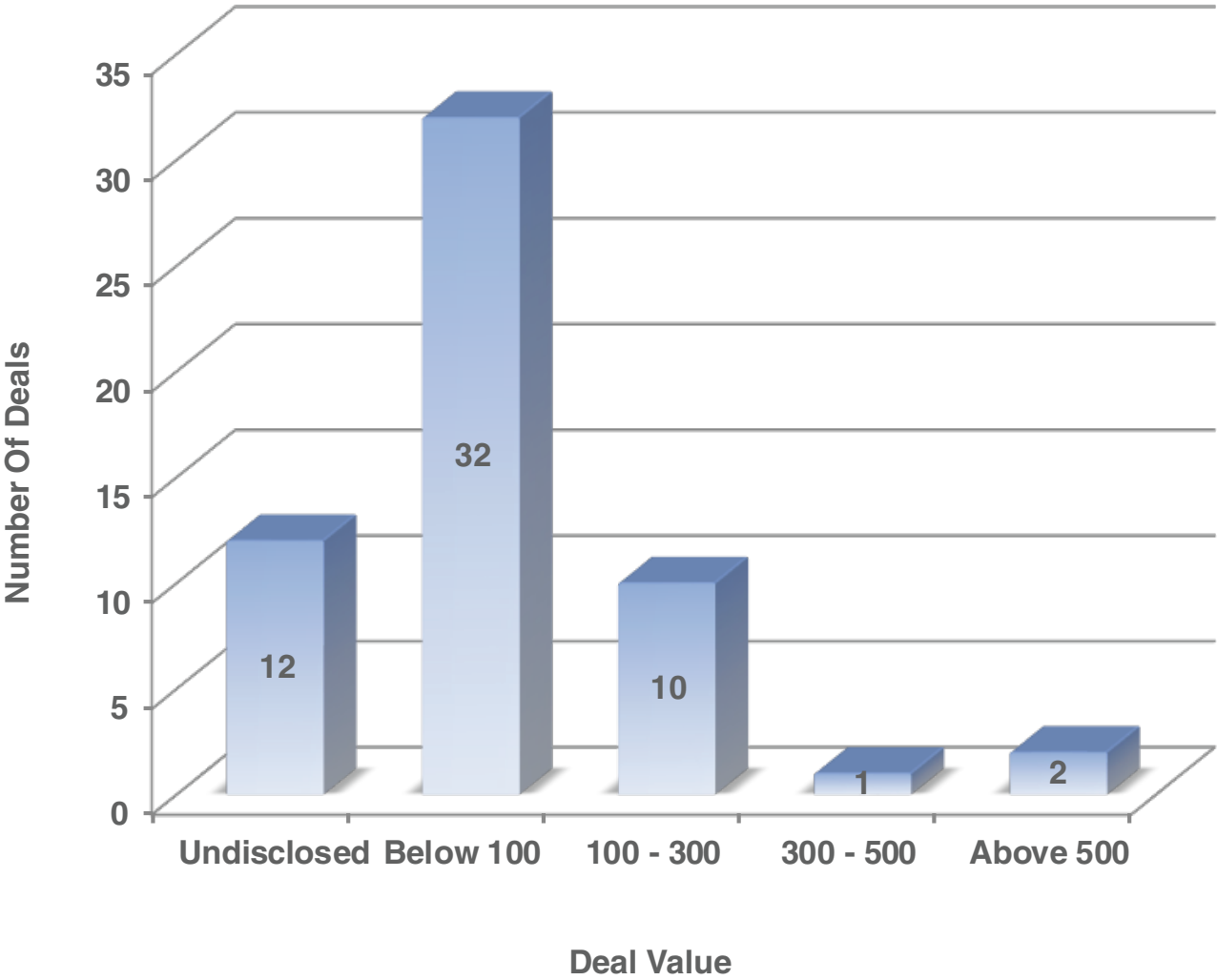
SUMMARY OF PE/VC UPDATE

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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