



**48**  
Years of  
Leadership

**INDIA DEALS  
SNAPSHOT  
AUGUST 2019**

# INDIA DEALS SNAPSHOT



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## PG 6-7

▼ Summary of Mergers & Acquisitions Update

## PG 8-16

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## PG 19

▼ RBSA Range of Services



# MERGERS & ACQUISITIONS UPDATE



# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## **E-Commerce (NA)**

Purple Style Labs Pvt. Ltd. *(Acquirer)*

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Pernia's Pop Up Shop *(Target)*

## **E-Commerce (NA)**

*(Acquirer)* Walmart Labs

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*(Target)* BigTrade Infosystems Pvt. Ltd.

## **Finance (NA)**

LGT Lightstone *(Acquirer)*

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Aspada *(Target)*

## **Healthcare (NA)**

*(Acquirer)* DocsApp

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*(Target)* DocWise

## **IT/ITES (NA)**

Razorpay Software Pvt. Ltd. *(Acquirer)*

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Thirdwatch Data Pvt. Ltd. *(Target)*

## **IT/ITES (NA)**

*(Acquirer)* HCL Technologies UK Ltd.

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*(Target)* Kalido

## **IT/ITES (NA)**

Ola *(Acquirer)*

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Pikup.ai *(Target)*

## **IT/ITES (NA)**

*(Acquirer)* Reliance Industries Ltd.

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*(Target)* Tesseract Imaging Pvt. Ltd.



# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

## Pharmaceuticals (₹ 3.59 Cr)

Strides Pharma Science Ltd. (*Acquirer*)

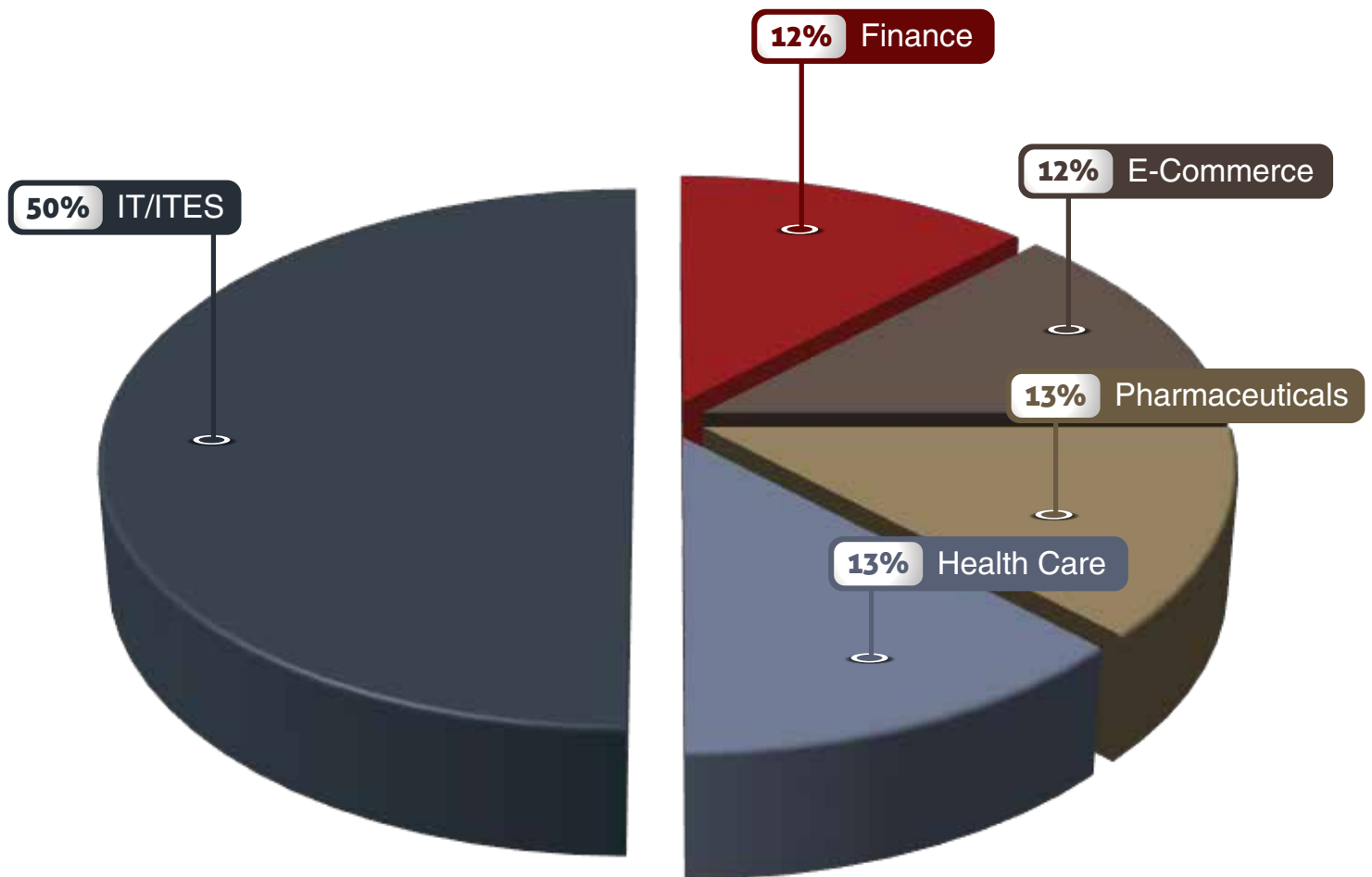
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Micelle BioPharma's  
manufacturing facility (*Target*)



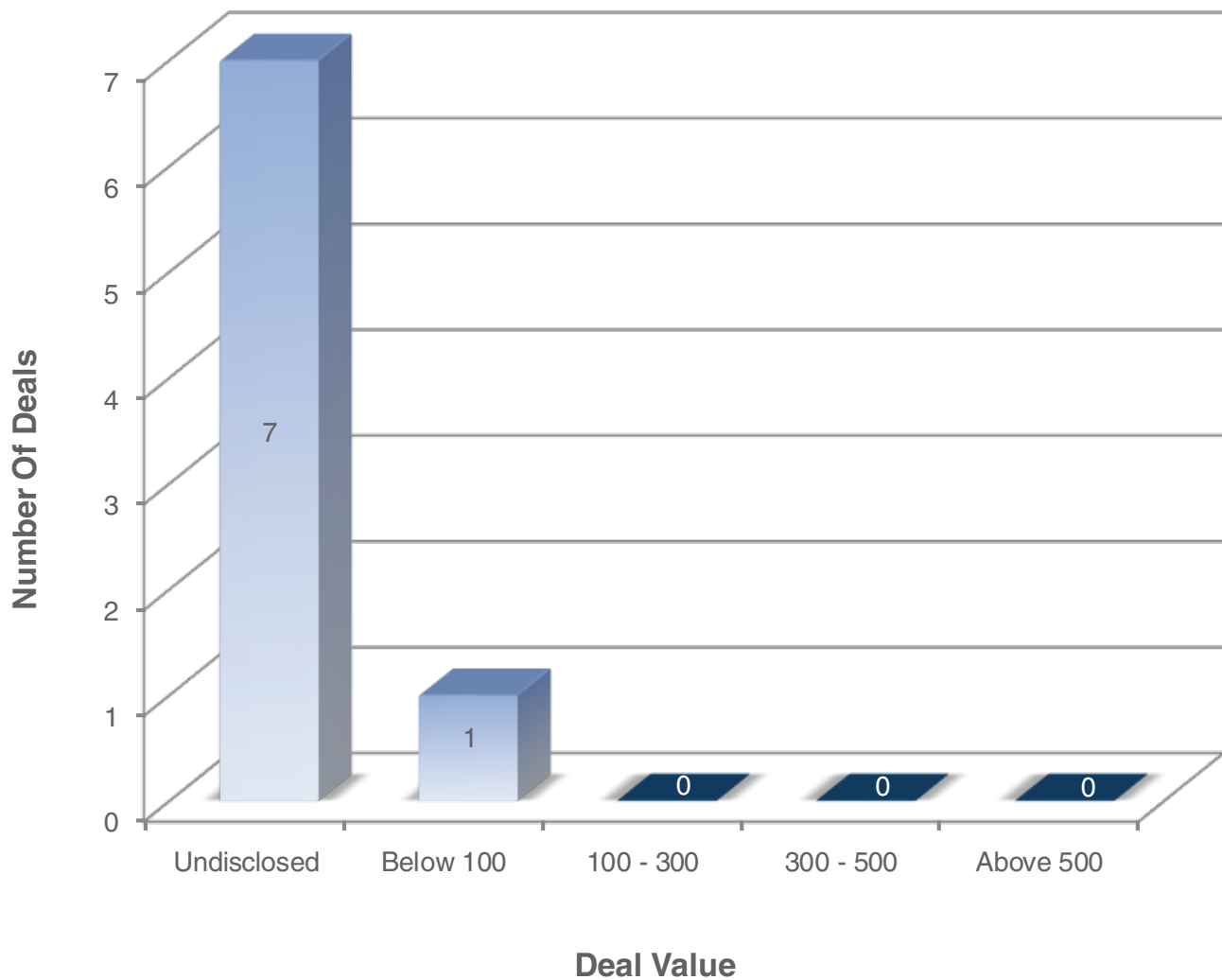
# SNAPSHOT OF MERGERS & ACQUISITIONS UPDATE

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 (₹ 24.78 Cr) ▲

Clutch of Investors (*Investor Fund*)

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Gramophone (*Target*)

## Automobiles (₹ 14.06 Cr) ▼

(*Investor Fund*) Clutch of Investors

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(*Target*) Veri5Digital

## E-commerce (₹ 885.7 Cr) ▲

Clutch of Investors (*Investor Fund*)

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Mesho (*Target*)

## Education (₹ 7.15 Cr) ▼

(*Investor Fund*) Clutch of Investors

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(*Target*) AdmitKard

## Education (₹ 300 Cr) ▲

Clutch of Investors (*Investor Fund*)

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Vedantu Innovations Pvt. Ltd. (*Target*)

## Fashion & Lifestyle (NA) ▼

(*Investor Fund*) Angel Investors

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(*Target*) GetNatty Designtech Pvt. Ltd.

## Fashion & Lifestyle (₹ 143.38 Cr) ▲

Steadview Capital (*Investor Fund*)

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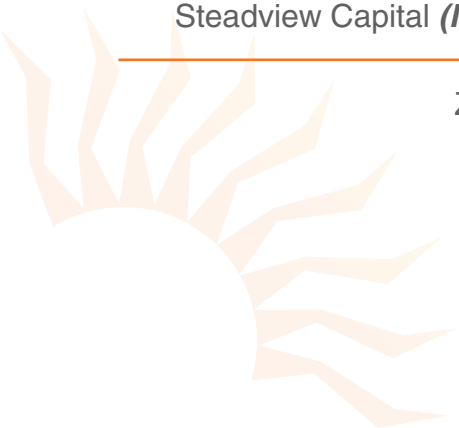
Zenoti (*Target*)

## Finance (₹ 71.3 Cr) ▼

(*Investor Fund*) Clutch of Investors

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(*Target*) Aye Finance Pvt. Ltd.



# SNAPSHOT OF PE/VC UPDATE

## Finance (₹ 213.86 Cr) ▲

Clutch of Investors (*Investor Fund*)

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Rupeek Fintech Pvt. Ltd. (*Target*)

## ▼ Finance (₹ 53.29 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Miko

## Finance (₹ 785.5 Cr) ▲

Clutch of Investors (*Investor Fund*)

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Tala (*Target*)

## ▼ Finance (₹ 107.88 Cr)

(*Investor Fund*) Tiger Global Management

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(*Target*) INDwealth

## Finance (₹ 358.5 Cr) ▲

Clutch of Investors (*Investor Fund*)

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BharatPe (*Target*)

## ▼ Finance (₹ 862 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Cred

## Finance (₹ 7.16 Cr) ▲

Clutch of Investors (*Investor Fund*)

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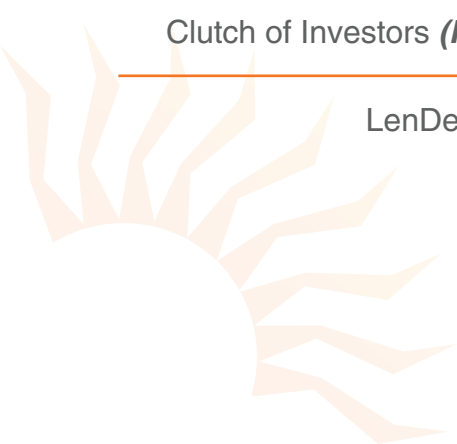
LenDenClub (*Target*)

## ▼ Finance (₹ 714 Cr)

(*Investor Fund*) Goldman Sachs.

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(*Target*) MPOWER Financing Inc



# SNAPSHOT OF PE/VC UPDATE

## Finance (₹ 45 Cr) ▲

JM Financial (*Investor Fund*)

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Innovcare Lifesciences Pvt. Ltd. (*Target*)

## ▼ Finance (₹ 60 Cr)

(*Investor Fund*) Gojo & Company and  
Capital 4 Development

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(*Target*) Aviom India Housing Finance Pvt. Ltd.

## Foods & Beverages (NA) ▲

Vir Sanghvi (*Investor Fund*)

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Mishry.com (*Target*)

## ▼ Foods & Beverages (₹ 3.5 Cr)

(*Investor Fund*) Angel Investors

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(*Target*) Lo! Foods

## Foods & Beverages (₹ 143.3 Cr) ▲

Iron Pillar & Joe Hirao (*Investor Fund*)

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Freshtohome Foods Pvt. Ltd. (*Target*)

## ▼ Healthcare (₹ 0.83 Cr)

(*Investor Fund*) Angel Investors

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(*Target*) Plunes Technologies Pvt. Ltd.

## Healthcare (₹ 28.4 Cr) ▲

Clutch of Investors (*Investor Fund*)

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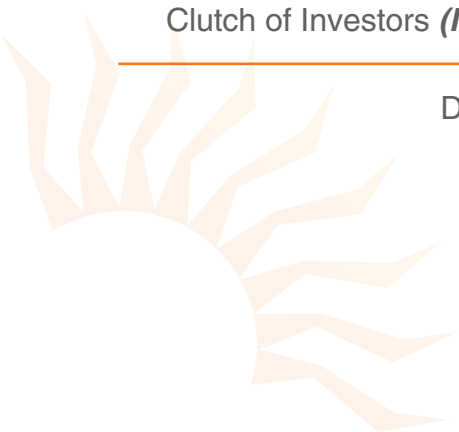
Doxper (*Target*)

## ▼ IT/ITES (₹ 5.5 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) CynLr



# SNAPSHOT OF PE/VC UPDATE

## IT/ITES (NA - 15% Stake)

RIB Software SE (*Investor Fund*)

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Winjit Technologies Pvt. Ltd. (*Target*)

## IT/ITES (₹ 715 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) ShareChat

## IT/ITES (₹ 22.8 Cr)

TVS Motor Company Ltd. (*Investor Fund*)

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Predictronics Corp. (*Target*)

## IT/ITES (₹ 3.57 Cr)

(*Investor Fund*) Venture Catalysts.

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(*Target*) Instoried

## IT/ITES (₹ 57 Cr)

Clutch of Investors (*Investor Fund*)

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Ally (*Target*)

## IT/ITES (₹ 520 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) H2O.ai Inc.

## IT/ITES (₹ 14.31 Cr)

Bharat Innovation Fund and  
Falcon Edge Capital (*Investor Fund*)

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vPhrase Analytics Solutions Pvt. Ltd. (*Target*)

## IT/ITES (₹ 265.17 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Zendrive

# SNAPSHOT OF PE/VC UPDATE

## IT/ITES (₹ 100 Cr) ▲

Clutch of Investors (*Investor Fund*)

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Chargebee (*Target*)

## ▼ Media & Entertainment (NA)

(*Investor Fund*) Clutch of Investors

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(*Target*) Dose FM

## Real Estate (₹ 25.04 Cr) ▲

Accel (*Investor Fund*)

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Infra.Market (*Target*)

## ▼ Real Estate (₹ 56 Cr)

(*Investor Fund*) Norwest Venture Partners

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(*Target*) SILA Solutions Pvt. Ltd.

## Real Estate (₹ 375 Cr) ▲

BlackRock Inc & CLSA (*Investor Fund*)

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GoWork (*Target*)

## ▼ Transport (₹ 391 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Rapido

## Others (₹ 520 Cr) ▲

Clutch of Investors (*Investor Fund*)

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UrbanClap Technologies India Pvt. Ltd. (*Target*)

## ▼ Others (₹ 48.09 Cr)

(*Investor Fund*) Clutch of Investors

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(*Target*) Talview Inc



# SNAPSHOT OF PE/VC UPDATE

## Others (₹ 7.2 Cr)

Clutch of Investors (*Investor Fund*)

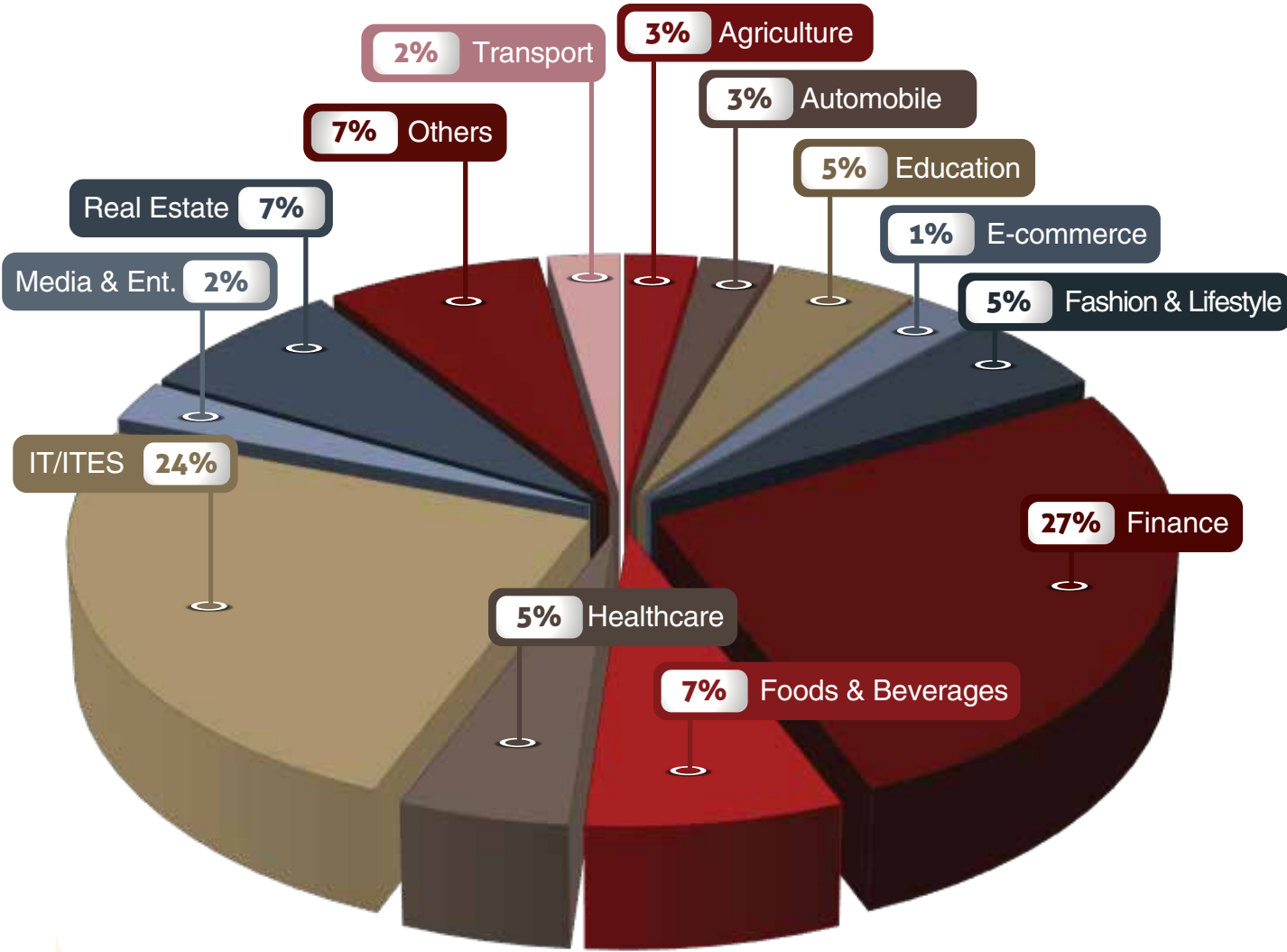
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Advantage Club (*Target*)



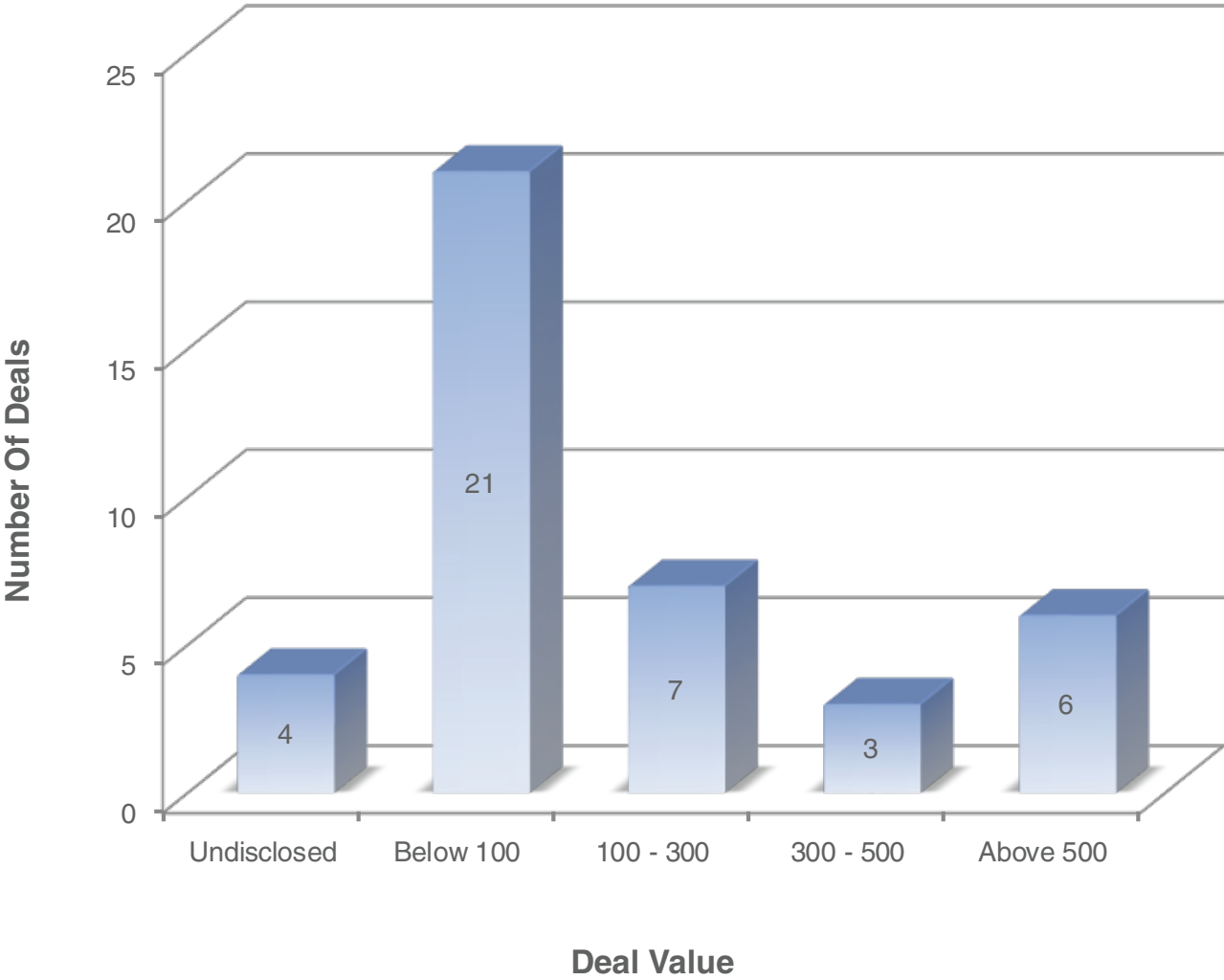
# SUMMARY OF PE/VC UPDATE

### 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 & Company Law Matters
- Fairness Opinions
- Valuation under Insolvency & Bankruptcy Code

### 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

#### 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

#### 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

#### Bangalore Office:

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Tel: +91 80 4112 8593

#### Delhi Office:

2<sup>nd</sup> Floor, IAPL House, 23 South Patel Nagar, New Delhi - 110 008, INDIA  
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+91 99585 62211

#### Kolkata Office:

9<sup>th</sup> Floor, KAHM Tower, 13, Nellie Sengupta Sarani, Kolkata - 700 087, INDIA  
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#### Dubai Office:

2001-01, Level 20, 48 Burj Gate Tower, Downtown, Sheikh Zayed Road, PO Box 29734, Dubai, UAE  
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#### Singapore Office:

105 Cecil Street, # 22-00 The Octagon, Singapore - 069 534  
M: +65 8589 4891  
Email: singapore@rbsa.in

### 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
- Bid Evaluation / Vetting of Resolution Plan
- Operations & Management of Stressed Companies
- Cashflow Management
- Advisor to Committee of Creditors/ Creditor Advisory
- Process Advisor

### 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
- Agency for Specialized Monitoring (ASM)