



# INDCAP NEWSLETTER



July, 2015



# CONTENTS

<b>Private Equity and Mergers &amp; Acquisitions</b>	<b>3</b>
<b>M&amp;A Deals – July 2015</b>	<b>4</b>
<b>PE Deals – July 2015</b>	<b>5</b>
<b>Indcap Opportunities</b>	<b>6-7</b>
<b>Indcap Performance</b>	<b>8</b>
<b>Markets/ Commodities</b>	<b>8</b>

# NEWSLETTER

- ❖ Indian eCommerce giant Flipkart has raised INR 44,100 Mn from its existing investors Tiger Global Management and others, including Steadview Capital
- ❖ Music streaming service Saavn, has raised INR 6,370 Mn in Series C round led by Tiger Global along with existing investors Bertelsmann India Investments, Steadview Capital, Liberty Media and Mousse Partners
- ❖ Gurgaon based Oravel Stays Private Limited which operates OYO Rooms, a marketplace of branded budget hotels, has secured INR 6,350 Mn in a round led by Japan's SoftBank Corp along with a few existing investors including Sequoia Capital, valuing the company at around INR 25,000 Mn
- ❖ Mumbai-based Pepperfry.com, an e-commerce marketplace for furniture, home decor and appliances, has secured INR 6,300 MN in funding from Goldman Sachs Group Inc and Zodiuss Technology Fund
- ❖ Online classifieds major Quikr, owned and operated by Quikr Mauritius Holding Private Limited has raised around INR 3,780 Mn from Swedish investment firm Kinnevik along with other investors.
- ❖ Chennai-based BankBazaar.com has raised INR 3,750 Mn in Series C funding from e-commerce giant Amazon and other investors.

- ❖ Bengaluru-based jeweller Rajesh Exports has acquired Valcambi, the world's largest precious metal refiner for INR 25,600 Mn in an all-cash deal.
- ❖ Diageo-controlled United Spirits Ltd has sold its entire 3.21 per cent stake in beer maker United Breweries Ltd to Dutch brewer Heineken for INR 8,720 Mn.
- ❖ IT services firm Mindtree Ltd. has acquired UK-based Bluefin Solutions Ltd. for INR 4,200 Mn.
- ❖ Allied Blenders & Distillers (ABD) has acquired Shasta Bio Fuels, a Telangana-based integrated grain spirit distillery for about INR 2,000 Mn
- ❖ Leading fund house Franklin Templeton has acquired 8.49 per cent stake, worth over INR 1,430 Mn, in Pantaloons Fashion & Retail Ltd.
- ❖ Zee Entertainment Enterprises Limited (ZEEL) acquired Odia general entertainment channel Sarthak TV which is owned by Sarthak Entertainment, for INR 1,150 Mn.
- ❖ Kolkata-based transmission tower maker EMC Ltd acquired 19.77 per cent additional stake in construction and engineering firm McNally Bharat Engineering Co Ltd for INR 1,000 Mn

*\*An extensive list of M&A and PE deals announced in July 2015 is provided in the subsequent pages*

## M &amp; A Deals – July 2015

Target	Deal Type	Buyer	Industry	Deal Value INR in Mn	Stake (%)
Valcambi SA	Acquisition	Rajesh Exports Limited	Gems & Jewellery	25,600	100
United Breweries Ltd.	Acquisition	Heineken International BV	Food & Beverages	8,720	3.21
Bluefin Solutions Ltd.	Acquisition	MindTree Limited	Information Technology	4,200	100
Shasta BioFuels Private Limited	Acquisition	Allied Blenders & Distillers Private Limited	Others	2,000	N.A
Pantaloons Fashion and Retail Limited	Acquisition	Franklin India High Growth Companies Fund	Retail- Apparels	1,430	8.49
Sarthak Entertainment Private Limited	Acquisition	Zee Entertainment Enterprises Limited	Media & Entertainment	1,150	100
McNally Bharat Engineering Company Limited	Acquisition	EMC Limited	Engineering	1,000	19.77
Relational Solutions Inc.	Acquisition	MindTree Limited	Information Technology	630	100
Tubacex Prakash India Private Limited	Acquisition	Tubacex SA	Iron & Steel	210	67.5
Maharashtra Natural Gas Limited	Acquisition	Indraprastha Gas Limited	Oil & Gas	95	N.A
Gritty Foods LLP	Acquisition	Mirah Hospitality and Food Solutions Private Limited	Food & Beverages	30	30
LiveMinds Solutions Private Limited	Acquisition	Socomo Technologies Private Limited	Travel & Leisure	N.A	N.A
GoDeliver	Acquisition	MagicTiger	Transport & Logistics	N.A	N.A
Firema Transporti SPA	Acquisition	Titagarh Wagons Limited, Adler Plastics SPA	Auto	N.A	N.A
Grameen Capital India Limited	Acquisition	L&T Finance Limited	Financial Services	N.A	26

\*INR to USD conversion rate considered at USD 1 = INR 63  
N.A. – Not Available



## PE Deals – July 2015

Company	Industry	Investor	Amount INR in Mn	Equity (%)
Flipkart India Private Limited	Technology	Tiger Global Management LLC, Other, Steadview Capital	44,100	N.A
Saavn Media Private Limited	Technology	Tiger Global Management LLC, Liberty Media Corporation, Bertelsmann India Investments, Steadview Capital, Mousse Partners	6,370	N.A
Oravel Stays Private Limited	Travel & Leisure	Sequoia Capital India, SoftBank Corp, Others	6,350	N.A
Trendsutra Platform Services Private Limited (Pepperfry.com)	Technology	Norwest Venture Partners, Goldman Sachs (Principal Investments), Zodius Capital, Bertelsmann India Investments	6,300	N.A
Quikr India Private Limited	Technology	Investment AB Kinnevik, Falcon Edge Capital, Coatue Management	3,780	N.A
Bankbazaar.com	Technology	Amazon Inc. & Others	3,750	N.A
Tata Projects Limited	Engineering	Tata Projects Limited, Tata Opportunities Fund	3,350	N.A
Robemall Apparels Private Limited	Technology	SAIF Partners, Tiger Global Management LLC, Paytm Mobile Solutions Private Limited	3,150	N.A
deGustibus Hospitality Private Limited	Hospitality	India Value Fund Advisors Private Limited	1,900	N.A
Axtria India Private Limited	Information Technology	Helion Advisors Private Limited, Gururaj Deshpande, Amar Sawhney, Rick Braddock, Fred Khosravi	1,890	N.A
Hector Beverages Private Limited	Food & Beverages	Catamaran Ventures, Sequoia Capital India, SOFINA S.A., Kanwaljit Singh, Shripad Nadkarni, Other, Hillhouse Capital Group	1,830	N.A

\*INR to USD conversion rate considered at 1 USD = 63 INR

N.A. – Not Available



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## Sell Side Opportunities

Sector	Location	Opportunity Brief	Key Highlights
Renewable Energy	Andhra Pradesh	The Company is an integrated construction, infrastructure development and management company in India	<ul style="list-style-type: none"> <li>✓ 5 MW operational solar power plant</li> <li>✓ Installed capacity : 5 MW</li> <li>✓ PV Technology : Multi crystalline</li> <li>✓ Land : 45 acres</li> <li>✓ Tariff : PPA with NRVN - Rs. 11.97 per unit (Fixed for 25 years since COD)</li> <li>✓ COD : 5th July 2013</li> <li>✓ PLF : 18%</li> </ul>
Education	Orissa	The group is into Education business since 2001	<ul style="list-style-type: none"> <li>✓ Medical college along with operational Hospital</li> <li>✓ Medical College campus is situated over 35 Acres of land and having over 15 lacs sq,ft built up area.</li> <li>✓ Hospital with 650 beds capacity, modern Operation Theatres, ICUS, ICCUS, Blood Bank and all the equipments as required for the hospital.</li> <li>✓ Turnover ~ INR 870 Mn for FY 2015 EBITDA ~ 500 Mn</li> </ul>
Renewable Energy	Tamilnadu & Karnataka	The company is involved in power generation through wind turbine generators	<ul style="list-style-type: none"> <li>✓ Operating wind turbine generators located in Tamilnadu and Karnataka</li> <li>✓ Aggregate-rated generating capacity of 51 MW with an average PLF of 18-20%.</li> <li>✓ 34 Turbines of 1.5 MW each</li> <li>✓ Date of commissioning- 2009-10</li> </ul>

## Buy Side Opportunities

Sector	Location	Company Brief	Acquisition Criteria
Chemicals	Gujarat	The group is engaged into manufacturing of dyes, pigments, caustic etc.	<ul style="list-style-type: none"> <li>✓ The company is diversifying into API and is interested in acquiring USFDA approved API Unit.</li> <li>✓ Looking for running plant with all USFDA approvals for its API Products</li> <li>✓ Acquisition Size&lt;= INR 500-1,000 mn.</li> </ul>
FMCG	Gujarat	The company is a leading player in the Chemicals and Cement business	<ul style="list-style-type: none"> <li>✓ The company is looking to acquire large size cement unit having capacity of more than 3.0 mn tonnes</li> <li>✓ Preferred Location- Western Part of India</li> <li>✓ Lime reserve and captive power plant associated with cement plant would be most preferred</li> </ul>

## Buy Side Opportunities

Sector	Location	Company Brief	Acquisition Criteria
FMCG	India	The company is engaged in the manufacturing of FMCG products and is exploring to diversify into new businesses.	<ul style="list-style-type: none"> <li>✓ <b>In FMCG</b> <ul style="list-style-type: none"> <li>• Sector includes Personal care products (natural and Ayurvedic), Baby Care Products, Vitamins, Minerals &amp; Dietary Supplements (VMS)- Natural &amp; Herbal, Consumer Durables, Food Sector</li> <li>• Revenue Size – INR 250 Mn to INR 1000 Mn.</li> <li>• EBIDTA – Should be positive</li> <li>• Scalable Business</li> <li>• Should have regional or Pan India presence</li> </ul> </li> <li>✓ <b>In Healthcare</b> <ul style="list-style-type: none"> <li>• Clinical Diagnostics centers, Fertility centre etc.</li> </ul> </li> <li>✓ <b>In Cement</b> <ul style="list-style-type: none"> <li>• Cement Grinding unit of about 1.0 mn tonne capacity</li> <li>• Sufficient land preferably with railway siding</li> <li>• Location: W.B, Jharkhand, Odisha &amp; Bihar</li> <li>• Captive Limestone mine would be preferred</li> </ul> </li> <li>✓ <b>Renewable Energy</b> <ul style="list-style-type: none"> <li>• Solar Power plant with crystalline technology</li> <li>• PPA scheme should be under central Govt. Scheme like JNNSM-Batch</li> </ul> </li> <li>✓ <b>Any new disruptive technology oriented business</b></li> </ul>
Real Estate	Gujarat	They are a group of ultra HNIs running large chain of multiplexes and hospitality services in Gujarat	<ul style="list-style-type: none"> <li>✓ Interested in acquiring 5 Stars Property in Goa, Kerala or any of the metro cities</li> <li>✓ Looking for any sizable commercial real estate property fetching good lease rentals</li> <li>✓ Looking for IRR of around 12-15%</li> </ul>
Architectural Hardware Fittings	New Delhi	The Company is one of India's most popular Architectural Hardware Solution provider through a wide range of standard & customized products	<ul style="list-style-type: none"> <li>✓ The company is looking for acquisition in the following space: <ul style="list-style-type: none"> <li>• Door manufacturers- Fire door, clean room used in pharmaceutical and hospital</li> <li>• Kitchen manufacturer - Prefer into retail but can also look in commercial</li> <li>• Electronic home security- example door phone</li> </ul> </li> <li>✓ Looking at companies with revenue INR 500-1000 Mn</li> </ul>
Renewable Energy	Gujarat	The Company is a diversified player based out of Gujarat	<ul style="list-style-type: none"> <li>✓ Looking to acquire wind and solar assets in Gujarat and Rajasthan</li> <li>✓ Hydro assets in Himachal Pradesh</li> </ul>

- ✓ Indcap has successfully assisted a leading Tea Company, based out of Kolkata, in Debt Syndication worth INR 78.40 Mn through a Leading Public Sector Bank at highly competitive rates
- ✓ Indcap has successfully assisted a Company, based out of Kolkata proposing to set up a fly ash bricks plant at Durg, in Debt Syndication worth INR 70 Mn through a Leading Public Sector Bank at highly competitive rates

Stock Indices	Opening (1 <sup>st</sup> July'15)	Closing (31 <sup>st</sup> July'15)	Change %	
Sensex	27,823.65	28,114.56	1.04%	↑
Nifty	8,376.25	8,532.85	1.87%	↑
FTSE	6,521.00	6,696.30	2.69%	↑
Nikkei	20,291.05	20,585.24	1.45%	↑
Dow Jones	17,638.12	17,689.86	0.29%	↑
Gold ( INR/10 Grams)	26,301.00	24,592.00	-6.50%	↓
Silver (INR /1 Kg)	35,483.00	33,611.00	-5.28%	↓
USD (\$)	63.59	63.88	0.46%	↑
Euro (€)	70.49	70.47	-0.03%	↓
GBP (£)	99.32	99.88	0.56%	↑

Sources – Global Indices, BSE, NSE, RBI, MCX INDIA



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