



Financial Insights December, 2016

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M&A INSIGHT

Adani Transmission has entered into a definitive share-purchase pact with Reliance Infrastructure for acquiring power transmission assets of 3,100 circuit at an enterprise value of INR 10000 Mn.

Spain's toll roads operator Abertis entered into the Indian market with the acquisition of two road assets from two infrastructure funds jointly managed by India's largest lender State Bank of India and Australia's private equity firm Macquarie for a consideration of INR 9050 Mn .(€128 million)

Japanese advertising giant Dentsu Aegis Network Ltd (DAN) has acquired Mumbai-based Fractal Ink Design Studio (P) Ltd, a service provider in the user interface and user experience (UI/UX) domain. The deal is around INR 3000 Mn.

Education-focused publishing house S Chand & Company (P) Ltd has picked up a majority stake in Kolkata-based publisher Chhaya Prakashani Pvt. Ltd in its third takeover deal. It was inked at a total enterprise value of INR 2200 Mn.

Practo Technologies (P) Ltd, a web-based clinic management software developer, has acquired US-based data analytics firm Enlightiks Inc. and its Indian operations in a cash-and-stock deal which is valued at about 9200 Mn.

Swedish game developer Starbreeze AB has acquired 90.5% stake in Indian art production and game development company Dhruva Interactive for nearly INR 576 Mn (\$8.5 million).

Mumbai-based digital marketing company Mogae Media (P) Ltd has acquired Ngage, the ad-tech platform of Nimbuzz BV, a Netherlands-based over-the-top (OTT) content firm which is valued at INR 400 Mn.

PE INSIGHT

Private equity firm Advent International has acquired a significant minority stake in advisory and asset management business ASK Group by investing INR 8480 Mn.

Non-banking financial company (NBFC) Altico Capital has closed a funding round of INR 7000 Mn (around \$103 million) with North India-based developer Vatika Group for a bunch of residential projects.

International Finance Corporation (IFC) has invested INR 4500 Mn (\$65.8 million) in Apollo Health & Lifestyle Ltd (AHLL) in return for a 29.03% stake

Non-banking financial company (NBFC) Altico Capital has invested roughly INR 4000 Mn across projects of Delhi-NCR-based Panchsheel Group and Pune-based Pharande Group.

Chennai-based non-banking financial company (NBFC) IFMR Capital Finance (P) Ltd. has raised around INR 3400 Mn (\$50 million) in a fresh deal from Standard Chartered Private Equity (SCPE), almost a month after getting a \$25 million funding from Eight Road Ventures in early November.

US-based private equity investor TA Associates Management Lp has invested INR 1724 Mn (\$25.5 million) in drug ingredients maker Shilpa Medicare Ltd.

Samara Capital Management Ltd has invested close to INR 1700 Mn (\$25 million) in stent maker Sahajanand Medical Technologies Pvt Ltd, as the mid-market private equity firm seeks to deploy the remaining corpus of its second fund and start raising a new fund.

Morgan Stanley Private Equity Asia has invested INR 1700 Mn (\$25 million) in Mumbai-based pharmaceutical company ZCL Chemicals Ltd.

M&A Deals- December 2016

Target	Buyer	Industry	Deal Value	Stake (%)
			INR in Mn	
Reliance Infrastructure Ltd. (R-Infra)	Adani Transmission Ltd.	Power Transmission Assets	10,000	N.A.
Trichy Tollway Private Ltd (TTPL) and Jadcherla Expressway Private Ltd (JEPL)	Abertis	Infrastructure	9,050	N.A.
Fractal Ink Design Studio Pvt Ltd	Dentsu Aegis Network Ltd (DAN)	Advertising	3,000	N.A.
Chhaya Prakashani Pvt. Ltd	S Chand & Company Pvt. Ltd	Publishing House	2,200	N.A.
Enlightiks Inc.	Practo Technologies Pvt. Ltd	IT Company	920	N.A.
scPharmaceuticals Inc	Sun Pharmaceutical Industries Ltd	Pharmaceutical	882	N.A.
JC Biotech Z(P) Ltd	Advanced Enzyme Technologies Ltd	Pharmaceutical	500	70%
Dhruva Interactive	Starbreeze AB	Game Development Co.	576	90.50%
Nimbuzz BV	Mogae Media Pvt. Ltd	Digital Marketing	400	N.A.
OFD Holding BV	Mahindra Agri Solutions Ltd (MASL)	Wholesale	365	60%
MediAngels	1mg	Online Drug Marketplace	N.A.	N.A.
Pond's Exports Ltd	Hindustan Foods Ltd (HFL)	FMCG	N.A.	N.A.
Thrill Pte Ltd	People Interactive India Pvt Ltd	Online Dating Service	N.A.	N.A.
Soothe Healthcare (P) Ltd.	Vini Cosmetics	Healthcare	N.A.	N.A.

PE Deals- December 2016

Company	Industry	Investor	Amount	Stake (%)
			INR in Mn	
ASK Group	Advisory and asset management business	Advent International	8,480	N.A
Vatika Group	Real Estate	Altico Capital	7,000	N.A
Apollo Health & Lifestyle Ltd (AHLL)	Hospital	International Finance Corporation (IFC)	4,500	29.03%
Panchsheel Group and Pharande Group	Real Estate	Altico Capital	4,000	N.A
IFMR Capital Finance Pvt. Ltd	Banking & Financial Services	Standard Chartered Private Equity (SCPE),	3,400	N.A
Shilpa Medicare Ltd	Pharmaceutical	TA Associates Management Lp	1,724	N.A
ZCL Chemicals Ltd	Pharmaceutical	Morgan Stanley Private Equity Asia	1,700	N.A
Sahajanand Medical Technologies Pvt Ltd	Stent Manufacturer	Samara Capital Management Ltd	1,700	N.A
Deep Industries Ltd	Oil and Gas sector	Prabha Energy Private Ltd (PEPL)	1,360	N.A
Byju	IT/ ITes/ Technology	International Finance Corporation (IFC)	1,018	N.A
SMSdaak India Ltd	IT/ ITes/ Technology//	RB Investments and Kaleden Holdings.	340	N.A
Savetur Digital Pvt Ltd	IT/ ITes/ Technology	Franchise India	204	N.A
JustBooks Solutions Pvt. Ltd	Public Service Industry	CoCreate Ventures	150	N.A
Diro Labs	Contact management	Info Edge (India) Ltd	10	N.A
THB	Clinical research and data analytics company	Nokia & Currae Healthtech Fund	N.A	N.A
ONN Bikes	Bike Rental	Grace Capital Ventures	N.A	N.A
Mr. Hot Foods Pvt. Ltd	Food Delivery Firm	IvyCamp platform	N.A	N.A

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*INR to USD conversion rate considered at USD 1 = INR 68











Indcap Sell Side Opportunities

Sector	Location	Company Brief	Acquisition Criteria
Renewable Energy	West Bengal	The Group based out of West Bengal, is an integrated tea producer	<ul style="list-style-type: none"> ✓ An aggregate of 66 MW Small Hydro Power Plants allotted to the Group by West Bengal Renewable Energy Development Agency (WBREDA) ✓ The allocated projects are DPR ready ✓ Estimated Project Cost ~ 10-12 crores / MW excluding Land
Footwear	Delhi	One of the Leading Footwear Manufacturers and Marketers with Strong Brand Presence	<ul style="list-style-type: none"> ✓ Manufacturing of footwear based on PVC, EVA, Rubber, Hawaii etc. under multiple renowned brands. ✓ State-of-art manufacturing facility in Northern India <ul style="list-style-type: none"> • Area- 36,300 sq. yds. • Manufacturing Capacity- 42 lac pieces/month • Capacity Utilization- 30% ✓ Product Mix: Moccasins, Sports Shoes, Slippers ✓ Product Distribution: PAN India & Exports
Renewable Energy	Odisha	The Group has diversified business interests	<ul style="list-style-type: none"> ✓ 5.5 MW operational solar power plant ✓ Land : 30 acres (100% owned by developer) ✓ Tariff : PPA with GRIDCO - Rs. 7.00 per unit (Fixed for 25 years since COD) ✓ COD : 19th August 2014 ✓ PLF : FY 16- 16%
Infrastructure	Madhya Pradesh	The Company operates in commodities and Infrastructure domain	<ul style="list-style-type: none"> ✓ Signed Concession Agreement with Madhya Pradesh Road Development Corporation ("MPRDC"). for executing Road projects on DBFOT, (Design – Build – Finance – Operate – Transfer) basis ✓ Length : 40.50 km ✓ Status : Operational ✓ Revenue Model: Both Toll and Annuity. Semi-annually Annuity is Rs. 5.46 crores
Infrastructure	Rajasthan	One of the leading Infrastructure Development companies in India	<ul style="list-style-type: none"> ✓ Signed Concession Agreement with Rajasthan PWD (State Govt. of Rajasthan) for executing state Highway project on DBFOT, (Design – Build – Finance – Operate – Transfer) basis ✓ Length : 212 km ✓ Status : Operational ✓ Revenue Model: Toll (Four Toll Plazas along the project road)

Indcap 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"> ✓ Looking for some Regional brands in the categories like Personal Care, Health Care (OTC), Health Food (like Nutraceuticals, Dietary Supplements, health food etc.) ✓ Minimum turnover ~ Rs. 40-50 Crs. ✓ Gross Margin should be over and above 50% ✓ The brand should have good visibility in the market. ✓ Also looking for brands in Africa, SE Asia, SAARC region, Middle East and Russia
Healthcare	Mumbai	The group has an extensive experience in the field of healthcare and pharmaceuticals.	<ul style="list-style-type: none"> ✓ The company is looking to expand into Pharma, Healthcare, Consumer, Renewable, BFSI, NBFC
Pipes & Tubes	India	The company manufactures a wide range of welded and seamless stainless steel tubes and pipes & carbon steel pipes	<ul style="list-style-type: none"> ✓ Actively scouting targets with similar product lines ✓ Preferably in southern and western India ✓ Investment Size: USD 25-50 Mn. ✓ Prefers to acquire total management control
Auto Component	Mumbai	One of the country's largest bearings manufacturer and is a part of US\$ 2 Bn conglomerate.	<ul style="list-style-type: none"> ✓ Looking to acquire company engaged in manufacturing of bearing used in automotive and railway industries, and for general industrial applications.
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"> ✓ The company is looking for acquisition in the following space: <ul style="list-style-type: none"> • Door manufacturers- Fire door, clean room used in pharmaceutical and hospital • Kitchen manufacturer - Prefer into retail but can also look in commercial • Electronic home security- example door phone ✓ Looking at companies with revenue INR 500-1000 Mn
Renewable Energy	Gujarat	The Company is a diversified player based out of Gujarat	<ul style="list-style-type: none"> ✓ Looking to acquire wind and solar assets in Gujarat and Rajasthan ✓ Hydro assets in Himachal Pradesh

MARKETS/ COMMODITIES

Stock Indices	Opening (1st Dec'16)	Closing (31st Dec'16)	Change %
Sensex	26,756.66	26,626.46	-0.49% 
Nifty	8,244.00	8,185.80	-0.70% 
FTSE	6,752.93	7,142.83	5.78% 
Nikkei	18,535.24	19,114.37	3.12% 
Dow Jones	19,149.20	19,762.60	3.20% 
Gold (INR/10 Grams)	28,002.00	27,445.00	-1.99% 
Silver (INR /1 Kg)	39,700.00	39,049.00	-1.64% 
USD (\$) (INR /Dollar)	68.33	67.97	-0.53% 
Euro (€) (INR /Euro)	72.65	71.52	-1.56% 
GBP (£) (INR /British Pound)	86.04	83.82	-2.58% 

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

Indcap Advisors Pvt. Ltd.. Office locations

Ahmedabad Office

A-707, Infinity Tower,
Corporate Road,
Prahladnagar,
Ahmedabad – 380 015
Ph: +91 79 4002 6336

Mumbai Office

Suite # 603, 6th Floor,
Balarama, Bandra (E),
Bandra Kurla Complex,
Mumbai - 400 051
Ph:+91 22 3058 4445

Kolkata Office

Suite # 68, 6th Floor,
Chitrakoot Building
230 A, A.J.C. Bose Road,
Kolkata - 700 020
Ph: +91 33 4069 8001

New Delhi Office

Suite # 823, 8th Floor,
DLF Tower A,
Jasola District Centre
New Delhi – 110 025
Ph: +91 11 2694 2340

[e: indcap@indcap.in](mailto:indcap@indcap.in)
[w: www.indcap.in](http://www.indcap.in)

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