



**Financial Insights
August, 2017**

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M&A INSIGHTS

US-based technology firm Cisco Systems Inc. has announced it plans to acquire IIT-Kanpur and BITS Pilani alumni-founded, hyper-convergence firm Springpath Inc. for INR 20520 Mn (\$320 million).

Construction firm Dilip Buildcon has signed a pact with Shrem Group to sell its stake in 24 road projects for INR 16000 Mn (around \$250 million).

State-run refiner Indian Oil Corp said its board has given its in-principle approval to acquire a stake of up to 50% in GSPL LNG Ltd. for INR 7500 Mn, a joint venture of Gujarat State Petroleum Corporation and Adani Enterprises Ltd.

Private equity firm Kedaara Capital has acquired about 10% stake in Vedant Fashions (P) Ltd., owner of the ethnic menswear brand Manyavar, for INR 4000-4500 Mn.

Infrastructure and engineering major Larsen & Toubro will sell its entire stake in unlisted wholly-owned subsidiary L&T Cutting Tools Ltd. to IMC International Metalworking Companies BV for INR 1740 Mn (around \$27 million).

Multiplex chain PVR Ltd. and its Thai partner Major Cineplex Group have agreed to sell their bowling joint venture to gaming arcade operator Smaaash Entertainment (P) Ltd. for INR 860 Mn (\$13.5 million) in cash.

Hyderabad-based internet infrastructure company Netlinx Ltd is acquiring a 51% stake in Sri Venkateswara Green Power Projects, marking its entry into the growing renewable energy sector for INR 576 Mn.

PE INSIGHTS

Singapore state investor Temasek Holdings is buying the minority stake held by two private equity investors Faering Capital and True North in Bengaluru-based Manipal Health Enterprises (P) Ltd. for INR 60,000 Mn.

US-headquartered private equity firm General Atlantic LLC has picked up a majority stake in Hyderabad-based share registry Karvy Computershare (P) Ltd. General Atlantic is paying around INR 15290 Mn (\$240 million) for an 83% stake.

Canadian asset management company Brookfield is in advanced stages of talks to invest INR 8000 Mn (\$125 million) in a bunch of projects of Bengaluru-based developer Total Environment Building Systems (P) Ltd.

Just Buy Live Enterprise (P) Ltd., an e-distributor that connects shopkeepers with consumer brands, has raised INR 6400Mn (\$100 million) in Series B funding from Dubai-based investment banking firm Ali Cloud Investment.

Amazon Transportation Services (P) Ltd., the logistics arm of e-commerce firm Amazon India, is set to receive INR 4000 Mn (\$62.75 million) from undisclosed investors.

Five Star Business Finance Ltd. has raised a fresh round of funding of INR 3330 Mn from two new investors - Sequoia Capital and Norwest Venture and two Existing investors Morgan Stanley Private Equity Asia and Matrix Partners.

Bengaluru-based digital lending platform Capital Float has raised INR 2930 Mn (\$45 million) in its Series C round of funding led by Silicon Valley-based fintech-focused venture capital firm Ribbit Capital.

M&A Deals - August 2017

Buyer	Target/Company	Industry	Amount	Stake
			INR in Mn	(%)
Cisco Systems Inc.	Springpath Inc.	Technology	20,520	N.A.
Shrem Group	Dilip Buildcon	Infrastructure	16,000	N.A.
Indian Oil Corp	GSPL LNG Ltd.	Manufacturing	7,500	50%
Kedaara Capital	Vedant Fashions (P) Ltd.	Fashion	4,500	10%
IMC- International Metalworking Companies	Larsen & Toubro	Manufacturing	1,740	N.A.
Smaaash Entertainment (P) Ltd.	PVR Ltd. & Cineplex Group	Entertainment	860	N.A.
Nettlinx Ltd.	Sri Venkateswara Green Power Projects	Renewable Energy	576	51%
Ebix Inc	Goldman Securities Ltd.	IT	474	N.A.
Medicover AB	Sahrudaya Healthcare (P) Ltd.	Healthcare	474	22%
Sun Pharmaceutical Industries Ltd.	Krystal Biotech Inc.	Healthcare	448	16%
BookMyShow	Nfusion	Entertainment	N.A.	N.A.
Assa Abloy	Shree Mahavir Metalcraft (P) Ltd.	Manufacturing	N.A.	N.A.
Genpact	OnSource	Insurance	N.A.	N.A.
Security and Intelligence Services (India) Ltd.	Southern Cross Protection Pty. Ltd. (SXP)	Service	N.A.	41%
Infosys Ltd.	Brilliant Basics Ltd.	Technology	N.A.	N.A.
Avendus Group	Ocean Dial Asset Management Ltd.	Finance	N.A.	N.A.
Sheroes	Women Restar	E-commerce	N.A.	N.A.
Tata Global Beverages Ltd.	Skodnya Grand	Beverages	N.A.	N.A.
Varun Beverages Ltd.	PepsiCo	Beverages	N.A.	N.A.
Pennar Renewables (P) Ltd.	Pennar Industries Ltd.	Manufacturing	N.A.	N.A.
Kagome Company Ltd.	Tasty Bite	Consumer	N.A.	N.A.
Piramal Enterprises Ltd.	Context Matters Inc.	Technology	N.A.	N.A.
Magma Fincorp Ltd.	Magma ITL Finance Ltd.	Finance	N.A.	N.A.
Ascendas-Singbridge Group & GIC	Kohinoor Group	Infrastructure	N.A.	N.A.
Essel Group ME	boo.lab	Technology	N.A.	N.A.
Narvar Inc	GoPigeon	IT	N.A.	N.A.
ANAROCK Property Consultants (P) Ltd.	LJ Hooker	Real Estate	N.A.	N.A.
FreshWorks Inc	Zarget	IT	N.A.	N.A.

PE Deals - August 2017

Investor	Company	Industry	Amount	Stake (%)
			INR in Mn	
Temasek Holdings	Faering Capital and True North	Healthcare	60,000	N.A.
General Atlantic LLC	Karvy Computershare (P) Ltd.	Finance	15,290	83%
Brookfield	Total Environment Building Systems (P) Ltd.	Infrastructure	8,000	N.A.
Just Buy Live Enterprise (P) Ltd.	Ali Cloud Investment	Consumer	6,400	N.A.
Undisclosed Investor	Amazon Transportation Services (P) Ltd.	Ecommerce	4,000	N.A.
Sequoia Capital and Norwest Venture Partners	Five Star Business Finance Ltd.	Finance	3,330	N.A.
Ribbit Capital	Capital Float	Fintech	2,930	N.A.
Tekne Capital Management	ANI Technologies (P) Ltd.	Ecommerce	2,310	N.A.
Bajaj Finance Ltd.	MobiKwik	Finance	2,250	N.A.
Sequoia Capital & Sofina SA	MedGenome Labs (P) Ltd.	Healthcare	1,920	N.A.
JS Capital Management	Ezetap Mobile Solutions (P) Ltd.	Finance	1,020	N.A.
Kotak Mahindra Bank	Lendingkart Finance Ltd.	Finance	670	N.A.
Global Innovation Fund	EM3 Agri Services (P) Ltd.	Service	637	N.A.
Sequoia Capital	Zero Effort Technologies (P) Ltd.	Ecommerce	580	N.A.
Sequoia Capital	Koye Pharmaceuticals (P) Ltd.	Healthcare	540	N.A.
Sistema Asia Fund, C31 Ventures and Qualgro	Mobikon	Marketing	447	N.A.
Trifecta Capital Advisors LLP	Cure Fit Healthcare (P) Ltd.	Healthcare	206	N.A.
Clutch of Investors	Truxapp	Logistics	197	N.A.
Fidelity's proprietary investment arm, Eight Roads Ventures	Mountain Trail Foods (P) Ltd.	Beverages	190	N.A.
Fireside Ventures	Bombay Shaving Company	Consumer	150	N.A.
Clutch of Investors	Surgeri Technologies (P) Ltd.	Technology	100	N.A.
Sterlite Ventures	Metis Eduventures (P) Ltd.	Ecommerce	100	N.A.
Ronnie Screwvala's Unilazer Ventures.	Inl Farms (P) Ltd.	Consumer	75	N.A.
Factor[e] Ventures	Crofarm	Agri-Tech	50	N.A.

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*INR to USD conversion rate considered at USD 1 = INR 64











Sell Side Opportunities

Sector	Location	Company Brief	Acquisition Criteria
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, Hawai 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
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)

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 (1 st August'17)	Closing (31 st August'17)	Change %
Sensex	32,579.80	31,730.49	-2.61% 
Nifty	10,101.05	9,917.90	-1.81% 
FTSE	7,372.00	7,430.62	0.80% 
Nikkei	19,907.08	19,646.24	-1.31% 
Dow Jones	21,961.42	21,948.10	-0.06% 
Gold (INR/10 Grams)	28,480.00	29,705.00	4.30% 
Silver (INR /1 Kg)	38,568.00	39,748.00	3.06% 
USD (\$) (INR /Dollar)	64.07	64.52	-0.19% 
Euro (€) (INR /Euro)	75.60	72.49	0.62% 
GBP (£) (INR /British Pound)	84.61	82.41	-2.60% 

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

Indcap Advisors (P) 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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