

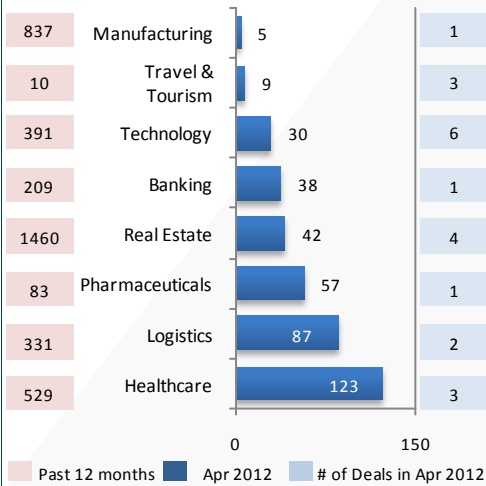


THE PERISCOPE

April 2012

Investments by Sector— April 2012 Top 8 Sectors

(USD in Millions)

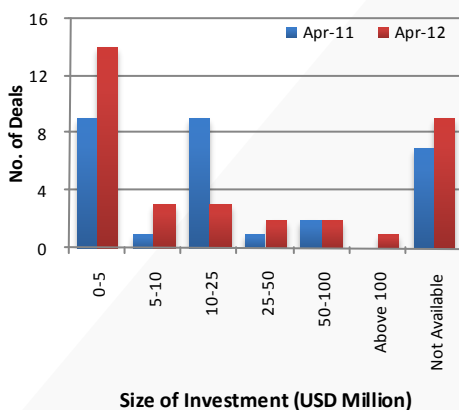


- ▶ During the month of April, the number of deals dropped to 34 from 39 deals recorded in March 2012, while the deal amount declined to about \$407m as compared to \$652m in the previous month. The same time last year, the pace was a lot slower with about 29 deals amounting to \$367m.
- ▶ Healthcare and Logistics sector attracted large deals, with investments of \$123m and \$87m, respectively, in April 2012. On a trailing twelve months period number of deals basis, Internet Based Services and Real Estate sector topped the list with 64 and 43 deals, respectively.

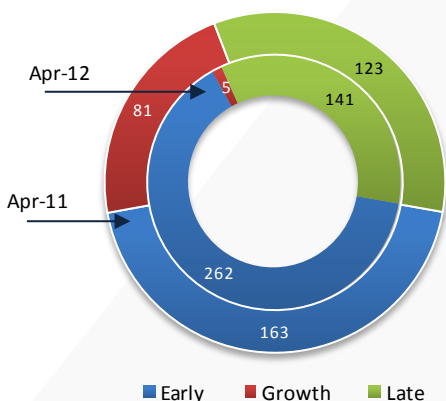
Deals this Month

- ▶ UK-based Private Equity (PE) fund Advent International has invested \$110m in Hyderabad-based Care Hospitals. Care Hospitals intends to increase operational facilities and increase the bed capacity to 2,600 from the current 1,600 and want to venture into new specialties, including oncology.
- ▶ PE major ChrysCapital has acquired an additional 4% stake in Ahmedabad-based Intas Pharmaceuticals for \$57m, thus increasing its holding in the company to over 15% from 11% currently. The company would use funds raised through fresh issue for product registration, capital expenditure and for other corporate purposes.
- ▶ Global investment firms, Kohlberg Kravis Roberts (KKR) and Goldman Sachs have invested \$47m and \$6m, respectively, in Chennai-based TVS Group company, TVS Logistics Services. The proceeds would be used to further expand the logistics business.
- ▶ Olympus India Holdings, part of the independent middle market PE firm Olympus Capital Holdings Asia has 4.8% stake in Tamil Nadu-based Karur Vysya Bank for almost \$39m. Olympus India Holdings purchased around 5m shares of Karur Vysya for \$7 per share.
- ▶ Hubli-based logistics company, VRL Logistics has raised \$33m from PE firm New Silk Route. Out of total investment, the company would utilize \$24m to accelerate its growth plan and expand its businesses and balance \$9m would go towards the stake dilution of the existing shareholders of the company.
- ▶ Chennai-based diversified company Hallmark Infrastructure has raised \$20m from Mumbai-based Paracor Capital. This deal marks Paracor's fifth Indian real estate investment.
- ▶ Infinite India Real Estate Fund has invested \$13m in Pune-based developer Kumar Urban Development's first residential township project, named KUL Ecoloch. At present, the company has about 18 ongoing residential projects in Mumbai-Pune region.
- ▶ Some of the other funds reported active invested last month were Tano Capital, Bamboo Finance, Nexus Ventures Partners, Unitus Seed Fund, Seedfund amongst others.

PE Investments Distribution of Investments by Deal Size



PE Investments by Stages April 2012 & 2011



Deal Room Buzz

- ▶ IFC is planning to invest \$130m in INOX Renewables. The funds raised will be used to fund 400 MW of wind projects in the states of Rajasthan and Gujarat. INOX Renewable houses the wind power generation business of the INOX group.
- ▶ Waste water treatment company, Concord Enviro Systems is planning to raise fresh capital of about \$100m by divesting significant stake in the company. PE firm Sage Capital, which invested \$8m for 26% stake in Concord Enviro in 2009, plans to sell a small portion of its holding.
- ▶ Marico intends to sell about 5% stake for \$98m to Indivest, an affiliate of Government of Singapore Investment Corporation, and Baring India Private Equity, by issuing 22m and 7m shares, respectively, at \$3 per share. The funds raised will be used for funding the proposed acquisition of Paras Personal Care business by the company.
- ▶ Morgan Stanley Real Estate Investment is planning to invest around \$95m in realty firm, Supertech's residential towers project in Noida, called Cape Town. The firm may take 20% in the entire project. Separately, Indian arm of the Chicago-based PE real estate investment firm, Walton Street Capital is planning to invest \$19m in Supertech's another project for 20% stake in the residential towers of the project in Noida, named Supernova.

PE Exits

- ▶ New York-based hedge fund Elliott Management has sold its stake in IT and BPO services provider, Patni Computer Systems. The fund has divested 10% stake for \$136m.
- ▶ Warburg Pincus has part-exited from diversified company Max India, by selling almost 4% stake for \$39m. Post this deal, it holds 1.5% stake in Max India, valued at \$14m. The private equity firm made around 4.3x in the part-exit.
- ▶ Venture capital firm Walden International has divested around 4.8% of its 9.8% stake at around \$10 per share for \$18m, translating into 12x return on its original investment in 2000, in IT services firm MindTree.
- ▶ Actis PE and UK-based CDC Group Plc have exited SML Isuzu by selling their entire 12% stake for \$14m at a price of \$8 per share. SML Isuzu, formerly Swaraj Mazda, manufactures vehicles for goods and passenger applications.

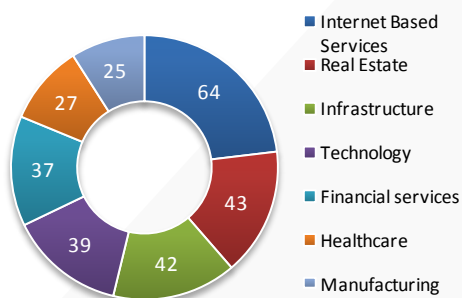
Fund Raising

- ▶ India's Infrastructure Development and Finance Company (IDFC) is in the early stages of raising close to \$953m to \$1,049m for a new fund to invest in infrastructure in the country. The funds would be raised for IDFC Project Equity, and would be launched in the second half of the year. The fund would invest in roads, ports, airports and power projects.
- ▶ PE firm Olympus Capital Holdings Asia is planning to raise at least \$750m for a new fund. The new fund would concentrate on agribusiness and food, renewable energy and environmental services, and business and financial services companies.
- ▶ The diversified business conglomerate, Hinduja Group is planning to launch a \$500m India-focused infrastructure fund. The Group itself will invest about 25% of the fund. They would invest across the areas including roads, ports and power sectors.
- ▶ Two private equity professionals, Sumit Chandwani and Anish Modi have launched a \$300m buyout fund called Arth Capital. The fund will mainly invest in companies belonging to sectors such as manufacturing, engineering, life sciences and healthcare and consumer services.
- ▶ SIDBI Venture Capital Fund has received assurance for \$127m funding from financial institutions as part of its fund raising for the India Opportunity Fund, meant for SMEs. SIDBI Venture Capital Fund, which concentrates on investing in SMEs, earlier had plans to raise \$190m for the fund.
- ▶ Sanjay Dutt, Chief Executive Officer (Business), Jones Lang LaSalle (JLL) has quit the firm and is now partnering with Nipun Sahni, former real estate PE head for Merrill Lynch India, to launch a development based fund. The fund would be in the range of \$57m to \$76m.

Top 10 Deals In the Indian PE Space

Transaction Date	Company	Venture Capitalist	Industry	Investment Size (USD million)	Stage
2-Apr-12	Care Hospitals	Advent International	Healthcare	110.00	Early
25-Apr-12	Intas Pharma	ChrysCapital	Pharmaceuticals	57.20	Late
20-Apr-12	TVS Logistics Services	Kohlberg Kravis Roberts (KKR), Goldman Sachs	Logistics	53.00	Early
18-Apr-12	Karur Vysya Bank	Olympus Capital	Banking	38.34	Early
20-Apr-12	VRL Logistics	New Silk Route	Logistics	33.61	Late
10-Apr-12	Trimax IT Infrastructure & Services	Aditya Birla Private Equity Fund I	Technology	20.00	Early
19-Apr-12	Hallmark Infrastructure's Two residential projects	Paracor Capital Advisors	Real Estate	20.00	Late
30-Apr-12	Kumar Urban Development's (KUL) residential project	Infinite India Real Estate Fund	Real Estate	13.00	Early
2-Apr-12	Insightra Medical	Manipal Group PE fund	Healthcare	8.00	Early
11-Apr-12	Olacabs.com	Tiger Global Management	Travel & Tourism	7.78	Late

Number of Investment by Sector Trailing 12 Months—Top 7



Movers & Newsmakers

- ▶ Baring Private Equity Partners has elevated two senior executives, Amit Chander and Keshav Misra as Partners. Mr Chander has primary responsibility for deals in healthcare, IT/ITES and education, while Mr Misra is on the board of a number of portfolio companies, and oversees capital allocation decisions.
- ▶ Avigo Capital Partners has appointed Mahendra Swarup as a Partner for the SME-focused mid-market private equity fund manager. At present, Mr Swarup is the President and the member of the Executive Committee of Indian Venture Capital Association. He would be the third partner at Avigo Capital.
- ▶ India Value Fund Advisors has roped in Haresh Chawla, as a Partner. Mr Chawla was the former Chief Executive of the media conglomerate Network18. He would be joining from 1 June 2012 and would be responsible for building and scaling up businesses owned by IVFA across sectors.
- ▶ PE firm, Edelweiss Capital has appointed Vivek Kalra as its Managing Director. Mr. Kalra will be based in Singapore.

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