



# Quarterly Newsletter

*Indian Investment Banking Industry (Jan- Mar 2015)*

***April 14<sup>th</sup> 2015***

# Index

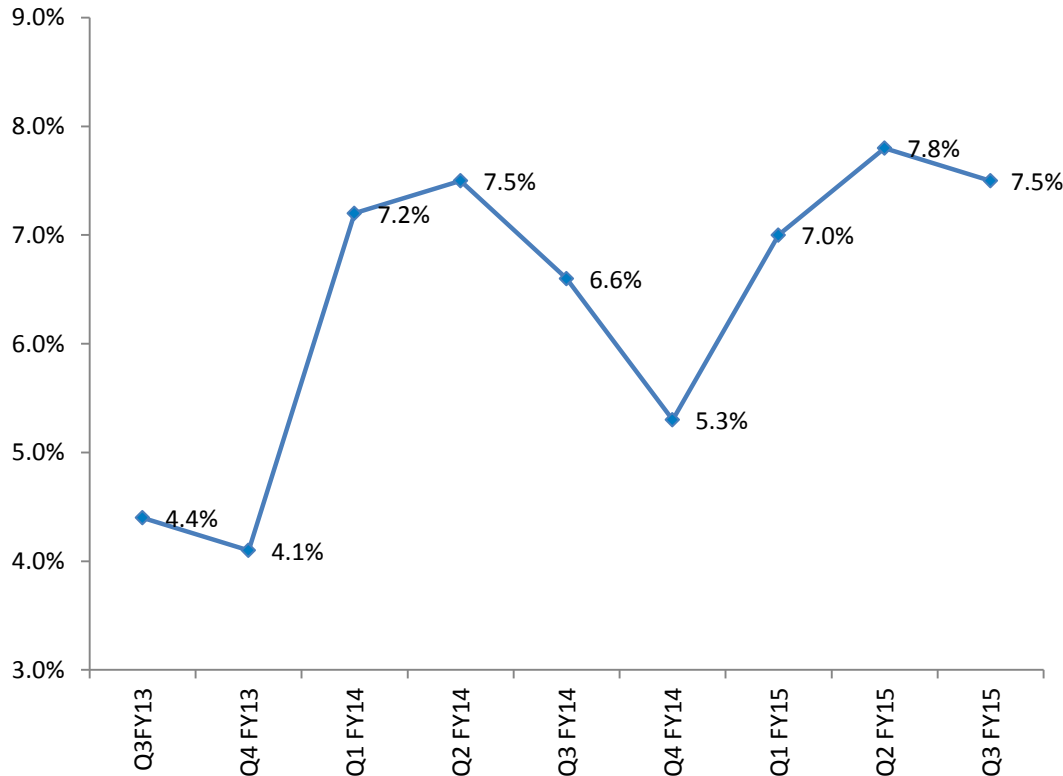
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Headings	Slide Nos.
Macros & Markets Overview	2
M&A and PE Activity (Jan–Mar 2015)	6
Regulatory Update (M&A and PE)	11
Sector Highlights (Consumer & Building Products)	14
Sector Highlights (Logistics)	18
Sector Highlights (Pharma & Healthcare)	22
Systematix Capital - Investment Banking Business	26

# India Macroeconomics – Growth & Inflation

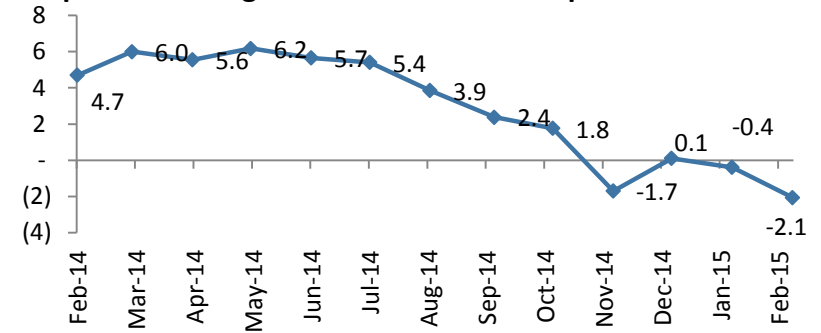
**Chart 1: GDP Growth (% YoY)**

**Visible growth:** Broad-based growth is on the cards going forward as GDP growth numbers over the last two quarters on a new base year strengthens India's long term growth story.



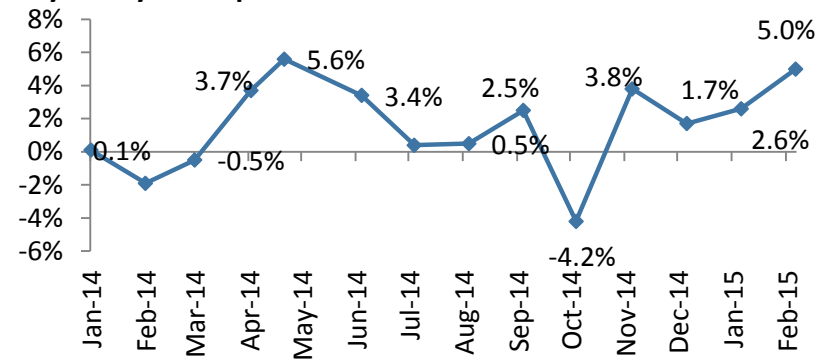
**Chart 2: WPI Inflation Trend (%)**

With falling inflation, the RBI cut key rates twice by 25 bps each in 2015. Falling interest rates will boost corporate earnings and domestic consumption.



**Chart 3: IIP Growth (% YoY)**

Though economic recovery signals are emerging, IIP is yet to show the expected performance as investment cycle is yet to upturn.



With key legislations being passed by the Indian parliament, the government has sent a clear pro-growth message. Falling inflation and interest rates, squeezing of CAD, reduction in fiscal deficits and revival in business sentiment bode well for India's growth story in the long run.

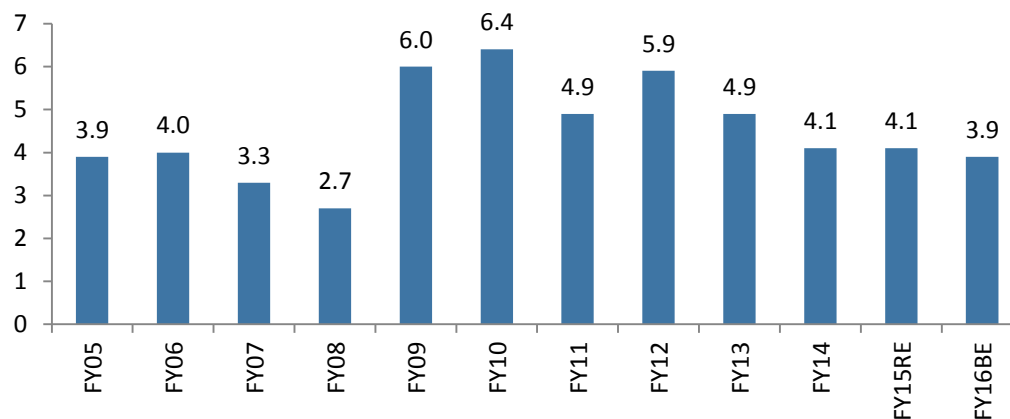
# Union Budget 2015-16: Deficit and Subsidy under control

## Key Highlights of Union Budget

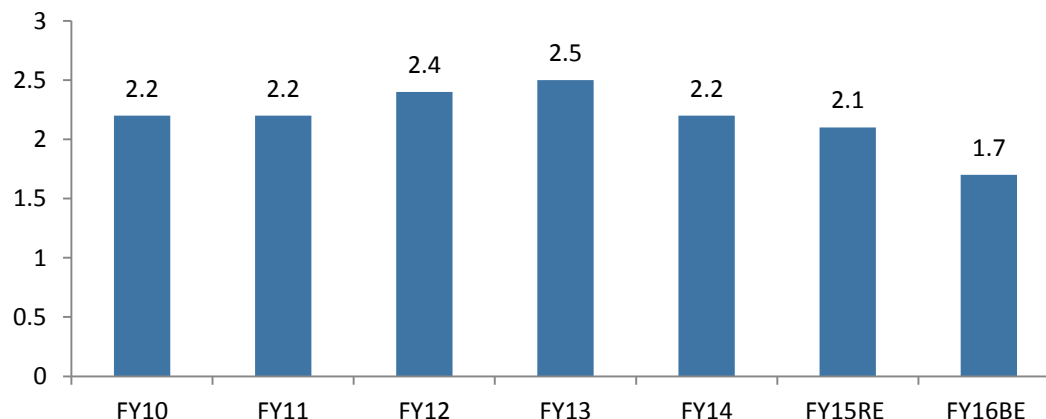
- Corporate tax reduced from 30% to 25% over the next four years, starting from 2015-16 financial year.
- Efforts on various fronts to implement GST from April 2016.
- General Anti Avoidance Rule (GAAR) to be deferred by two years. GAAR to apply to investments made on or after 01.04.2017, when implemented.
- No change in rate of personal income tax.
- The service tax is hiked to 14% from the current 12.36%. Negative List under service-tax is being slightly pruned to widen the tax base.
- National Investment and Infrastructure Fund (NIIF), to be established with an annual flow of INR 20,000 crores to it.
- Forward Markets commission to be merged with SEBI.
- Monetising Gold:** Gold monetisation scheme to allow the depositors of gold to earn interest in their metal accounts and the jewellers to obtain loans in their metal account to be introduced. Sovereign Gold Bond, as an alternative to purchasing metal gold scheme to be developed.
- Foreign investments in Alternate Investment Funds to be allowed.

## Chart 4: Fiscal deficit as a % of GDP

Better fiscal ahead? The government's prudent fiscal measures are generating results as fiscal deficit and subsidy as a % GDP are falling.



## Chart 5: Subsidy as a % of GDP



Note: BE means Budget Estimate; Sources: India Budget Docs

# Capital Flows and USD / INR movement

Chart 6: FDI (in USD bn)

FDI flows are showing positive trends in line with the improving economic environment. The government's recent pro-growth measures will boost FDI inflows.

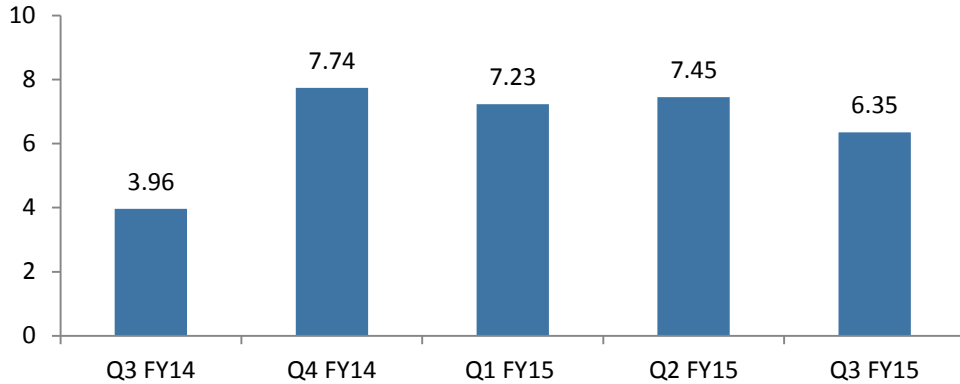
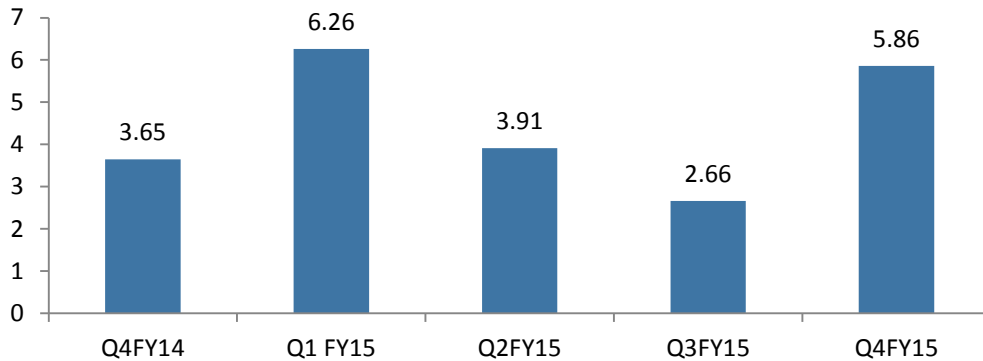


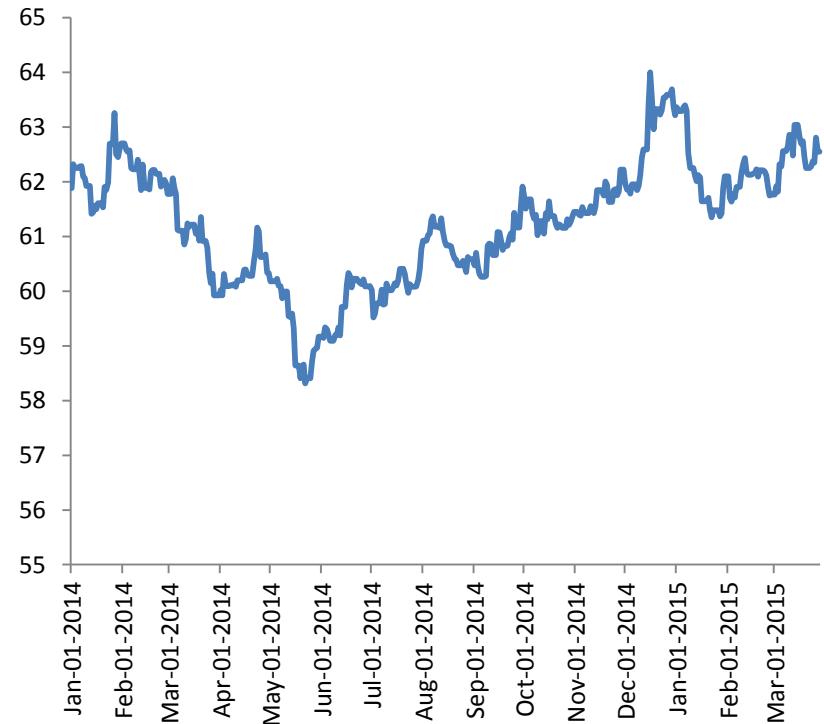
Chart 7: FIIs (in USD bn)



With visible economic growth, falling inflation, and expected revival in investment cycle in the domestic economy, capital flows are expected to get further leg up. Over the previous quarters, it has been observed that both FDI and FIIs inflows are gaining pace.

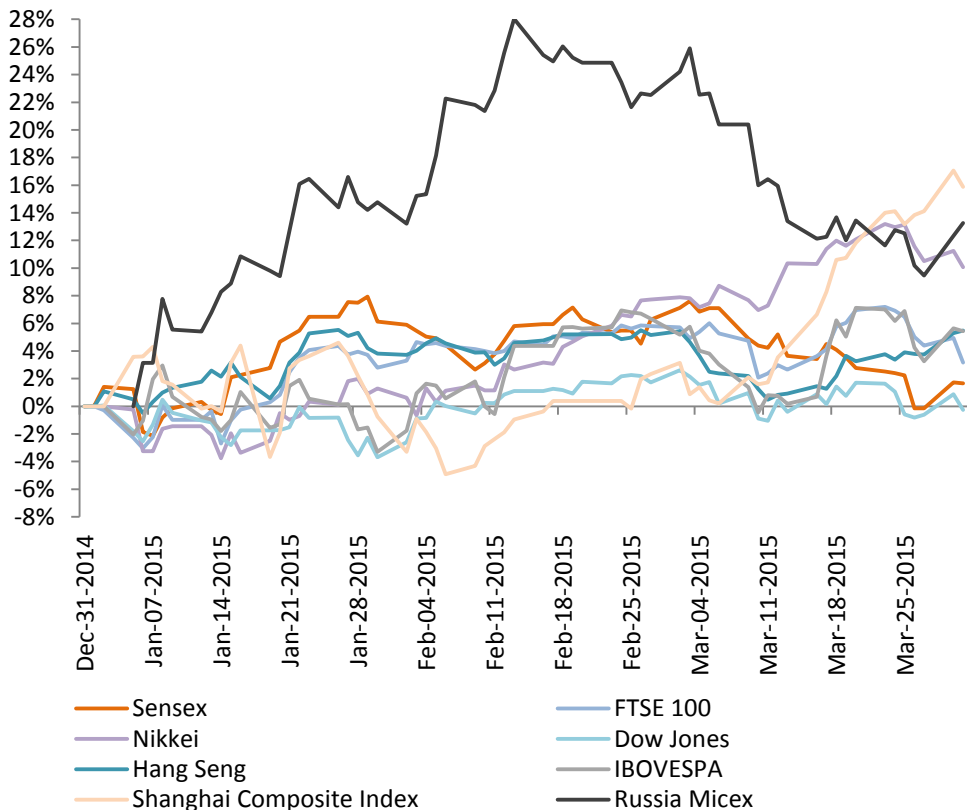
Chart 8: Performance of INR against USD

Lower CAD, falling inflation and drop in interest rate will push the rupee to appreciate or remain stable against the dollar in the near term. However, the rupee remained volatile throughout the previous quarter due to volatility in equity markets.



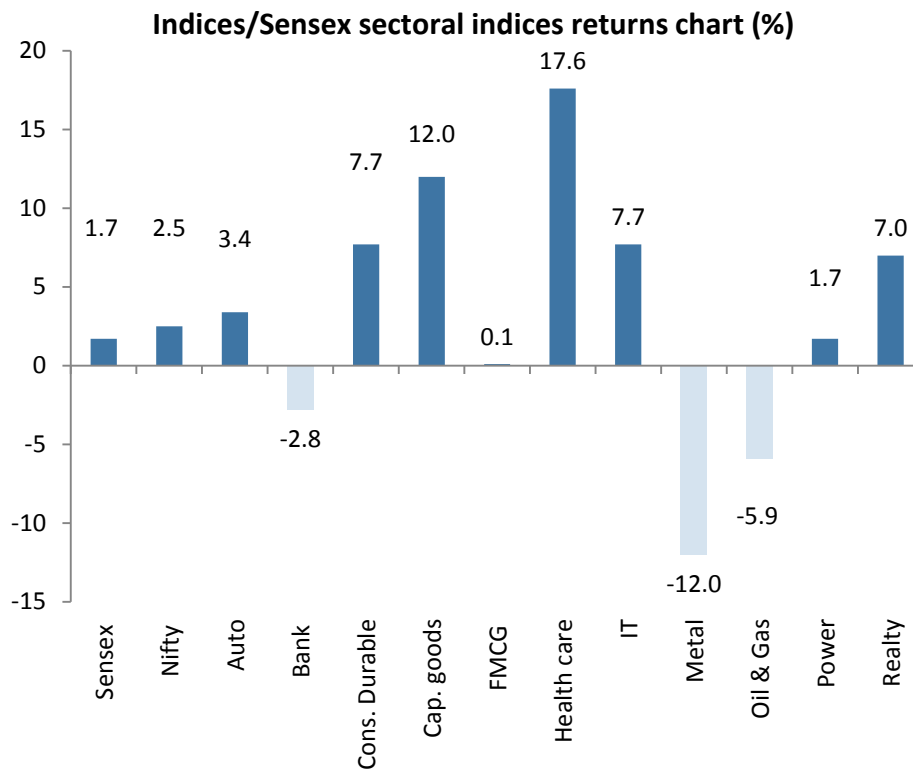
# Markets Movement and Global Peers

Chart 9: Performance of Sensex and Global Peers in Q4 FY15



**Russia and China were impressive:** Shanghai Composite Index and Russia Micex top the global indices returns chart with 15.9% and 13.3% returns. Dow Jones fell marginally. Nikkie and Hang Seng delivered modest returns of 10.1% and 5.5%, respectively. The Sensex was the worst performer among global indices in the previous quarter.

Chart 10: Sensex sectoral indices returns chart (%) in Q4 FY15



**Health care and Cap Goods score high:** Health care index was the top performer among sectoral indices with 17.6% gain. Cap goods showed impressive performance with 12% returns and Consumer durables posted 7% gains. Metal nosedived with 12% and Oil & Gas lost 5.9% due to fall in crude oil prices in the global markets.

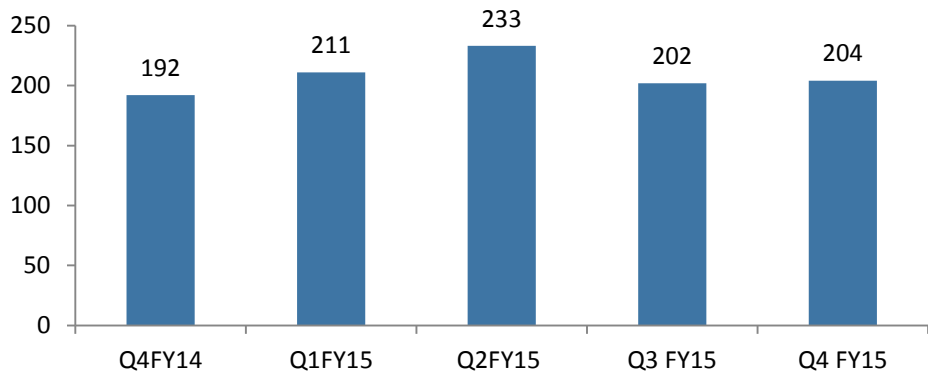
# Index

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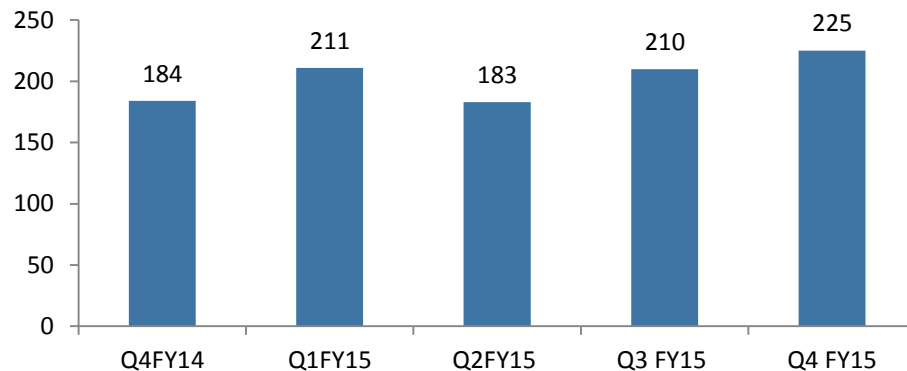
Headings	Slide Nos.
Macros & Markets Overview	2
M&A and PE Activity (Jan–Mar 2014)	7
Regulatory Update (M&A and PE)	11
Sector Highlights (Consumer & Building Products)	14
Sector Highlights (Logistics)	18
Sector Highlights (Pharma & Healthcare)	22
Systematix Capital - Investment Banking Business	26

# M&A and Private Equity Activity (Jan–Mar 2015)

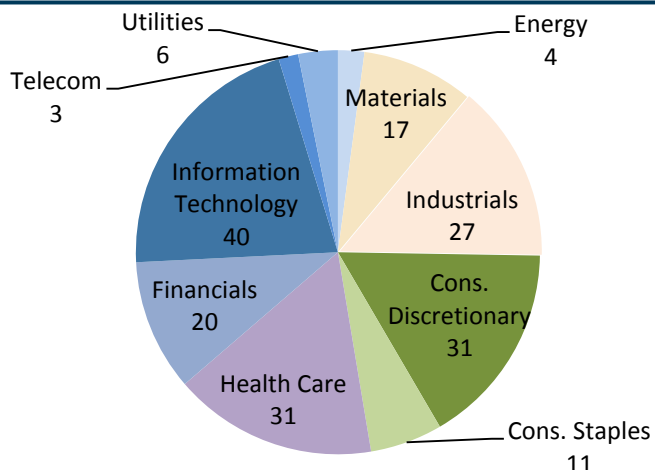
**Chart 11: India - M&A Trend (No. of deals)**



**Chart 12: India - PE Trend (No. of deals)**

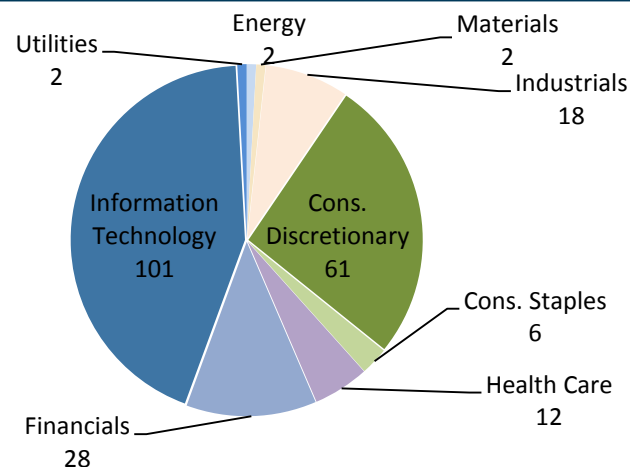


**Chart 13: M&A Deals Break up (Q4 FY15) (No. of deals)**



M&A activity picked up in Q4 FY15 Vs Q4 2014. IT saw the highest number of deals while Consumer Discretionary and Health Care saw maximum number of deals.

**Chart 14: PE Deals Break up (Q4 FY15) (No. of deals)**



PE activity showed impressive performance in Q4 FY15 as number of deals was 225 deals in Q4 FY15 vs 184 deals in Q4 FY14. IT saw the highest number of deals while Consumer Discretionary saw the second highest number of deals.



# Top Ten M&A Deals by Value (Jan-Mar 2015)

Date	Target	Buyer	Seller	Deal value (USD mn)	Industry
02/02/2015	Famy Care Ltd., Women's Health Business	Mylan Inc.	Promoters and AIF Capital	800.00	Pharmaceuticals
13/02/2015	Suzlon Energy Ltd.		-	743.28	Heavy Electrical Equipment
04/03/2015	Pipavav Defence and Offshore Engineering Co. Ltd.	Reliance Defence Systems Pvt. Ltd.	Promoters of the company and Open Offer	336.3	Marine
06/01/2015	Videocon D2H Ltd.	Silver Eagle Acquisition Corp.	-	325	Cable & Satellite
31/03/2015	Canara Bank Ltd.	Life Insurance Corp. of India		242.55	Diversified Banks
16/02/2015	Panaya Ltd.	Infosys Ltd.	Panaya Ltd.	200	Internet Software & Services
02/03/2015	Serendipity Infolabs Pvt. Ltd.	ANI Technologies Pvt. Ltd.	Accel India III LP , Bessemer Venture Partners , Blume Ventures Fund I , Helion Venture Partners II LLC	200	Internet Software & Services
11/02/2015	Green Infra Ltd.	SembCorp Utilities Pte Ltd.	IDFC Private Equity Fund II	168.77	Electric Utilities
19/02/2015	Rohit Ferro-Tech Ltd., Ferro Alloys Plant	Balasore Alloys Ltd.	Rohit Ferro-Tech Ltd.	164.5	Steel
22/01/2015	Agile Electric Sub Assembly Pvt. Ltd.	Mape Advisory Group Pvt. Ltd., Igarashi Electric Works Ltd.	Blackstone Advisors India Pvt. Ltd.	106.4	Industrial Machinery

# Top Ten PE Deals by Value (Jan-Mar 2015)

Date	Target	Investor	Deal Value (USD mn)	Industry
22/01/2015	Senvion SE		1,157.50	Heavy Electrical Equipment
09/01/2015	One 97 Communications Ltd.	Alibaba Group Holding Ltd. , SAIF Partners Fund III	635	Internet Software & Services
19/01/2015	Bandhan Financial Services Pvt. Ltd.	International Finance Corp. , GIC Special Investments Pte Ltd.	259.27	Specialized Finance
11/2/2015	Ostro Energy Pvt. Ltd.	Actis Advisers Pvt. Ltd.	230.0	Electric Utilities
13/02/2015	Assetz Property and Homes LLP	Equis Fund Group	116.0	Real Estate Development
11/3/2015	Zuora Inc.	Wellington Management Company LLP, BlackRock, Inc. , Passport Capital LLC, Greylock Partners , Redpoint Ventures , Index Ventures , Vulcan Capital , PremjilInvest , Benchmark Capital , Next World Capital , Shasta Ventures Management LLC , Marc Benioff	115	Internet Software & Services
19/01/2015	Clues Network Pvt. Ltd.	Nexus India Capital Advisors Pvt. Ltd. ,Tiger Global Management LLC , Helion Venture Partners LLC	100	Internet Retail
12/1/2015	Ujjivan Financial Services Ltd.	International Finance Corp. , Elevar Equity Advisors Pvt. Ltd. , Newquest Asia Fund II LP , Bajaj Holdings & Investment Ltd. , CX Partners Fund I ,CDC Group Plc	96.7	Specialized Finance
6/2/2015	Accelyst Solutions Pvt. Ltd.	Sequoia Capital India Advisors Pvt. Ltd., ru-Net , Sofina Societe , Valiant Capital Partners LP , Tybourne Capital Management (HK) Ltd.	80	Internet Software & Services
24/03/2015	Cyanogen Inc.	PremjilInvest , Qualcomm Ventures ,Index Ventures , Benchmark Capital ,Redpoint Ventures , Tencent Holdings Ltd.	80	Application Software

# Index

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<b>Headings</b>	<b>Slide Nos.</b>
Macros & Markets Overview	2
M&A and PE Activity (Jan–Mar 2014)	7
Regulatory Update (M&A and PE)	11
Sector Highlights (Consumer & Building Products)	14
Sector Highlights (Logistics)	18
Sector Highlights (Pharma & Healthcare)	22
Systematix Capital - Investment Banking Business	26

# Regulatory Update (M&A and PE )

SEBI

## **SEBI clears International Finance Services Centres (IFSC) rules ([Circular 27<sup>th</sup> March 2015](#))**

- The guidelines allow foreign firms to raise capital within the economic zone via depository receipts and debt securities and require stock exchanges to do business with a relatively low level of capital.
- IFSCs works like a SEZ for financial services and are aimed at allowing local firms to raise capital in foreign currency domestically as also facilitate transactions between two foreign entities.
- The regulator also allowed an easier pricing formula for banks converting debt to equity of companies in distress.
- SEBI has said that in order to make an investment in an AIF or a mutual fund operating in IFSC, the investor shall be foreigner or a non-resident Indian or an institutional investor resident in India who is eligible under FEMA to invest funds offshore.

## **SEBI clears Municipal bonds norms ([Circular 22<sup>nd</sup> March 2015](#))**

- In a move that will help raise funds for infrastructure projects and the government's smart cities initiative, Sebi approved new norms for issuance and listing of municipal bonds on stock exchanges.
- These bonds can be issued by the municipal authorities to the public and institutional investors, including sovereign wealth funds and pension funds from abroad, and help raise funds for urban development.
- The issuer's contribution for each project should be at least 20 per cent of the project costs, which would be from their internal resources or grants. The bonds would need to have a minimum tenure of three years and the issuers should not have defaulted on their repayment obligations in the last one year.
- Besides there would be a monitoring agency — which would be banks or financial institutions — to keep a tab on the performance of these securities in the market.

## **SEBI relaxes debt-equity conversion norms for banks ([Circular 22<sup>nd</sup> March 2015](#))**

- The banks would be allowed to convert their debt into equity in a listed borrower entity that is in distress without applicability of the markets regulator's pricing formula in such conversions.
- The conversions would be exempt from takeover rules, allowing banks to convert debt to equity without having to make mandatory tender offers to minority shareholders.

# Regulatory Update

## Insurance Bill passed by Parliament:

- The Insurance Laws (Amendment) Bill, 2015 is passed by Parliament.
- The cap of FDI in insurance sector is raised from 26% to 49%.
- **Empowerment of IRDAI:** IRDAI is empowered to regulate key aspects of Insurance Company operations in areas like solvency, investments, expenses and commissions and to formulate regulations for payment of commission and control of management expenses.
- **Promoting Reinsurance Business in India:** The amended law enables foreign reinsurers to set up branches in India and defines 're-insurance' to mean "the insurance of part of one insurer's risk by another insurer who accepts the risk for a mutually acceptable premium", and thereby excludes the possibility of 100% ceding of risk to a re-insurer, which could lead to companies acting as front companies for other insurers.

## Coal bill passed by Parliament:

- The Coal Bill, opens the sector for commercial mining and seeks to facilitate the auction of over 200 cancelled coal blocks.
- The government is all set to auction another set of 15-20 coal blocks next month following passage of the coal mines bill in Parliament.
- The government aims to auction or allot 110 coal mines. Of these, 65 are to be auctioned and 45 allotted to state-owned firms in a process to be completed before the end of the current fiscal year.

## Cabinet clears Real Estate Bill:

- The Cabinet cleared the Real Estate (Regulation & Development) Bill, which seeks to ensure consumer protection, establishing regulatory bodies at Centre and states for ethical and transparent business practices in the real estate sector.
- 50% of the money received from the buyer needs to be deposited in a bank; solely for the purpose of construction alone.
- Any 'major' changes to the original design and construction plan of the project needs approval from at least 2/3rd of all allottees of the project.

Government  
of India

# Index

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<b>Headings</b>	<b>Slide Nos.</b>
Macros & Markets Overview	2
M&A and PE Activity (Jan–Mar 2014)	7
Regulatory Update (M&A and PE)	11
Sector Highlights (Consumer & Building Products)	14
Sector Highlights (Logistics)	18
Sector Highlights (Pharma & Healthcare)	22
Systematix Capital - Investment Banking Business	26

# M&A Activity in the Consumer & Building Products Sector

Chart 15: M&A deals (No. of deals)

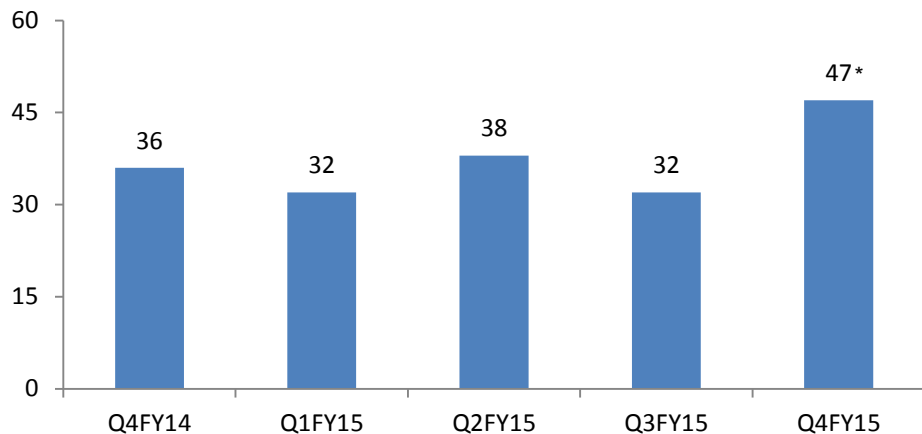
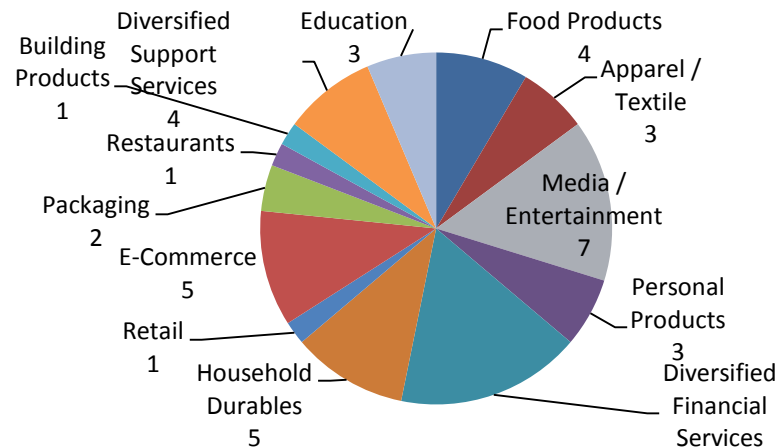


Chart 16: M&A (Q4 FY15) (No. of deals)



Top Five M&A Deals (Consumer & Building Products in Jan-Mar 2015)

Date	Target	Buyer	Seller	Deal Value in \$mn	Industry
31-Mar-15	Videocon D2H Ltd.	Silver Eagle Acquisition Corp.	-	375	Media /Entertainment
16-Feb-15	ABInbev India Pvt. Ltd.	Anheuser-Busch Companies Inc.	RJ Corp Ltd.	100	Food Products
26-Jan-15	Hitachi Home and Life Solutions India Ltd.	Johnson Controls Inc.	-	94	Household Durable
18-Feb-15	Indo Nissin Foods Ltd.	Mitsubishi Corp.	Nissin Foods Holdings Co. Ltd.	80	Food Products
18-Feb-15	Royal Sundaram Alliance Insurance Co. Ltd.	Sundaram Finance Ltd.	RSA Insurance Group Plc	72	Diversified Financial Services

\* Included E-commerce transactions

# PE Activity in the Consumer & Building Products Sector

Chart 17: PE deals (No. of deals)

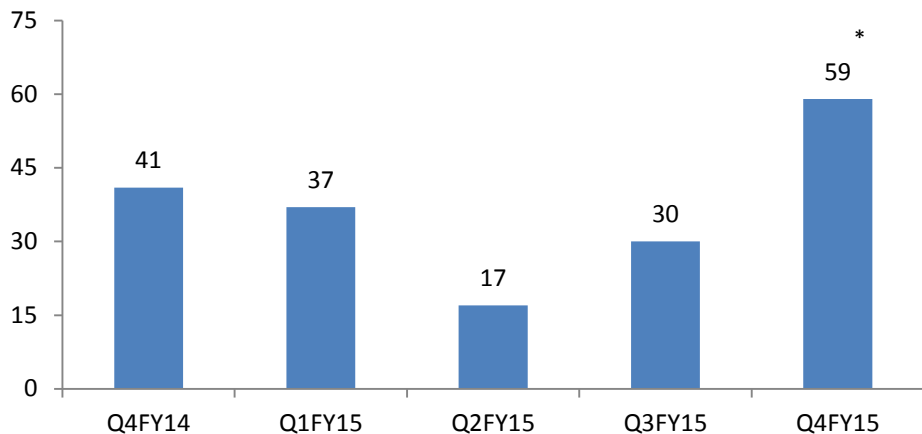
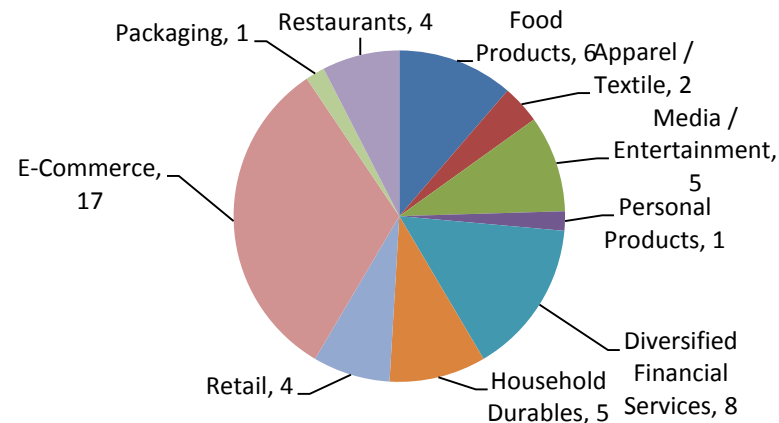


Chart 18: PE Investments (Q4 FY15) (No. of deals)



Top Five PE Deals (Consumer & Building Products in Jan-Mar 2015)

Date	Target	Investor	Deal Value in \$mn	Industry
30-Mar-15	Magma Fincorp Ltd.	KKR India Advisors Pvt. Ltd., India Value Fund Advisors Pvt. Ltd., Leapfrog Financial Inclusion Fund	80	Diversified Financial Services
10-Feb-15	Future Retail Ltd.	Brand Capital	33	Retail
17-Mar-15	Parksons Packaging Ltd.	Kedaara Capital Fund	32	Packaging
30-Mar-15	A.M. Marketplaces Pvt. Ltd.	Lightspeed Advisory Services India Pvt. Ltd., Matrix Partners India II LLC, Tiger Global Management LLC	30	E-Commerce
25-Mar-15	Oravel Stays Pvt. Ltd.	Greenoaks Capital Partners LLC, Sequoia Capital India IV Ltd., Lightspeed Venture Partners IX LP	24	E-Commerce



# Systematix's Coverage in the Consumer & Building Products

Within the Consumer & Building Products sector, we focus on Fast Moving Consumer Goods (FMCG), Food & Beverage, Restaurants & Leisure, Retail, Personal Care, BFSI, and Building Materials.

We expect F&B, Restaurants & Leisure, BFSI and Building Materials to witness increasing PE & M&A activity going forward.

## Restaurants & Leisure

- Rising urbanization, disposable income and young population is driving the demand for Restaurants & Leisure services in India; companies are looking to build a strong foothold in this industry.
- Large Indian businesses are strengthening their Indian presence besides expanding in other developing economies, with investors backing restaurant chains, fine dining, etc.

## Food & Beverage

- The Food & Beverage industry in India has attracted significant attention from the Indian Government, that has announced a slew of measures over the last few quarters for the development of this sector.
- In the vision-2015 document, the government envisages trebling the size of investment in the processed food sector.
- With profound government support, the sector is attracting significant interest from both domestic & global players – ex of latest deals: acquisition of Indo Nissin Foods Ltd by Mitsubishi Corp.

## Building Products

- Since resuming its office in April 2014, the new government at the center has cleared over 16 infrastructure and coastal projects, besides relaxing norms for the FDI in real estate sector.
- This together with government's plan of developing Indian infrastructure (smart cities, bullet trains, bridges and highways) is likely to boost the building products sector in India.
- Expect to see more traction in the sector - large domestic players expanding in India through capacity additions (tile companies planning INR 100-150 cr. for capacity expansion) besides foraying into "premium" product categories, while international companies looking at Indian entry.
- Latest deals in the sector: Private Equity investment in Cera Sanitaryware, Acquisition of controlling stake in HSGIL.

## Ecommerce

- India is on route to becoming world's fastest growing e-commerce market – driven by robust investment and rapid increase in internet users (Internet users in India have increased from 50 mn in 2007 to 300 mn in 2014).
- Sector has witnessed strong capital market activity in the last quarter of FY 2015 (c.30 transactions worth US\$230mn).
- With gradual consolidation in the sector and the need for growth capital, capital market activity in this sector is expected to remain strong in FY16 and beyond.
- Latest deals in the sector: Private Equity investment in LimeRoad.com, acquisition of EkStop.com by Natures Basket.

# Index

---

Headings	Slide Nos.
Macros & Markets Overview	2
M&A and PE Activity (Jan–Mar 2014)	7
Regulatory Update (M&A and PE)	11
Sector Highlights (Consumer & Building Products)	14
Sector Highlights (Logistics)	18
Sector Highlights (Pharma & Healthcare)	22
Systematix Capital - Investment Banking Business	26

# M&A Activity in the Logistics Sector

Chart 19: M&A Trend in the Sector (No. of deals)

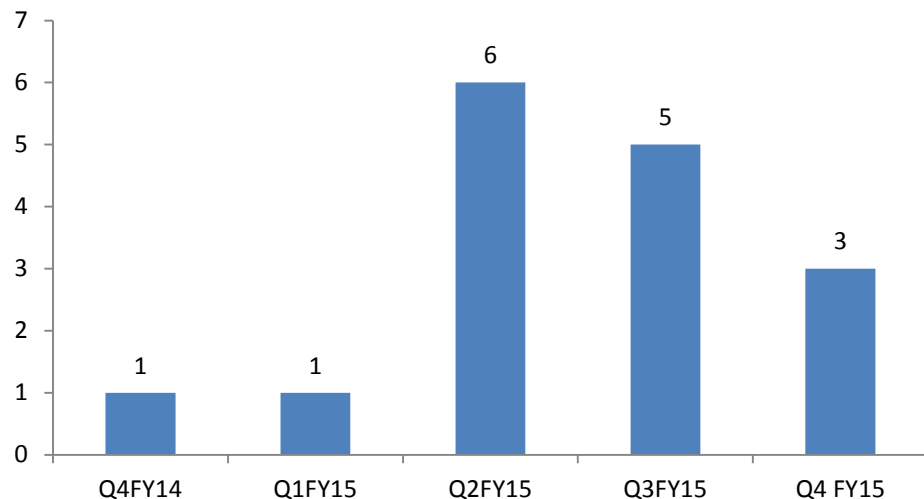
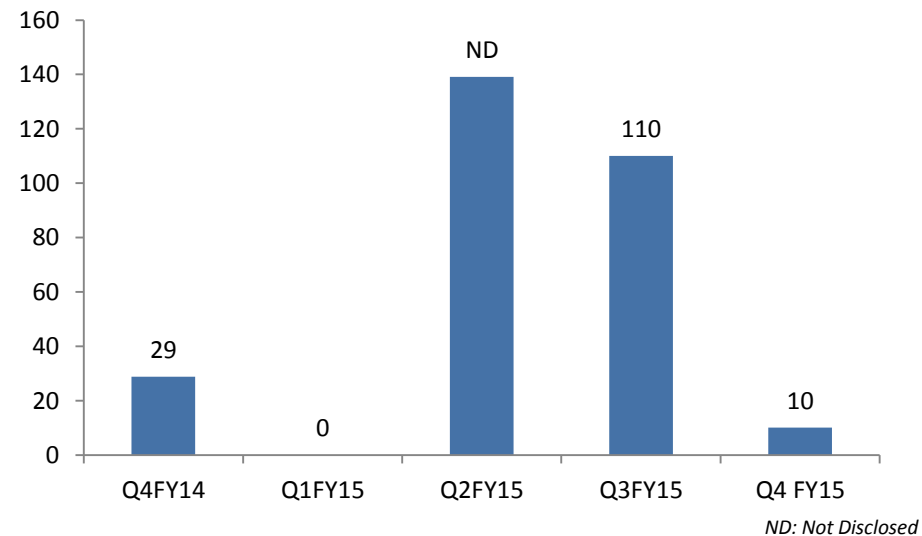


Chart 20: M&A Trend in the Sector (Value in USD mn)



Top M&A Deals by Value ( Jan- Mar 2014)

Date	Target	Buyer / Investor	Seller	Deal Value (USD mn)	% Stake
19-Jan-15	India Infrastructure and Logistics Pvt. Ltd.	APL Logistics India Pvt. Ltd.	Hipe Transportation Infrastructure Ventures Pvt. Ltd.	10.04	24%
25-Feb-15	QuickDel Logistics Pvt. Ltd.	Jasper Infotech Pvt. Ltd.	-	-	20%
8-Jan-15	ABG Kolkata Container Terminal Pvt. Ltd.	ABG Infralogistics Ltd.	PSA International Pte Ltd.	-	49

# PE Activity in the Logistics Sector

Chart 21: PE Trend in the Sector (No. of deals)

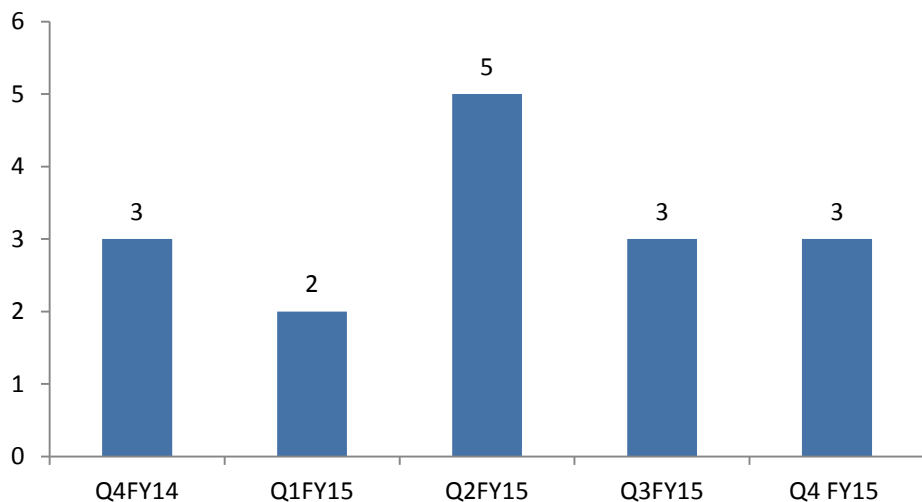
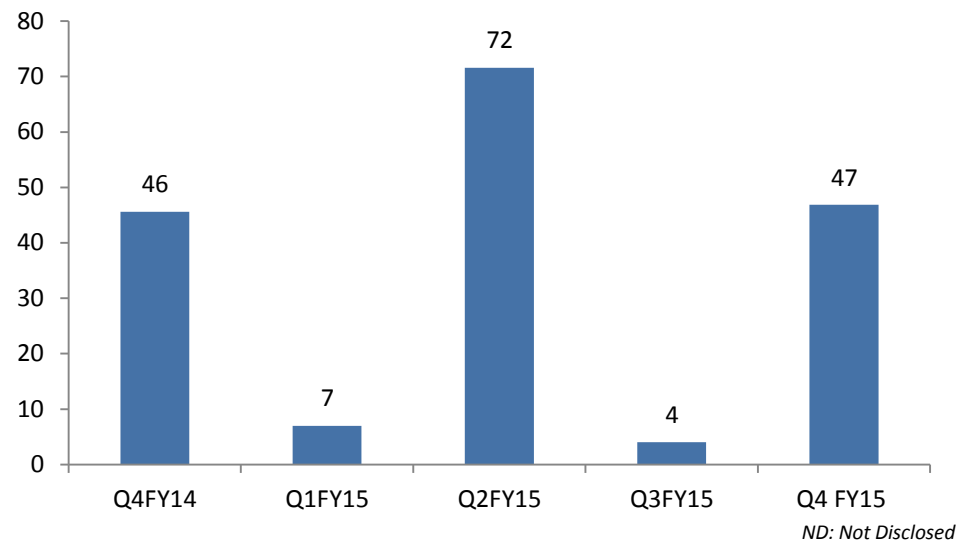


Chart 22: PE Trend in the Sector (Value in USD mn)



Top PE Deals by Value (Jan-Mar 2015)

Date	Target	Buyer / Investor	Deal Value (USD mn)	% Stake	Deal Type
29-Jan-15	Pristine Logistics and Infraprojects Pvt. Ltd.	CDC Group Plc	25		Private Equity
27-Feb-15	Locodel Solutions Pvt. Ltd.	Sequoia Capital India Advisors Pvt. Ltd., Tiger Global Management LLC	10	30.24	Venture capital
3-Jan-15	Transport Corporation of India Ltd.	IDFC Asset Management Co.	9.42	3.17	Private Equity Investment

# Systematix's Coverage in the Logistics Sector

Within the Logistics sector, we focus on Supply Chain Management, Cold Chain , Distribution and certain niche businesses within logistics

We expect Supply Chain Management with distribution capabilities and last mile distribution verticals to witness increased M&A activity & temperature controlled business and niche logistics companies to witness increased growth / early growth funding activity.

## Supply Chain Management

- New government's focus on infrastructure development and implementation of GST in the near future are strong signs of changes in Supply Chain industry esp. in Retail and FMCG sector.
- With the GST implementation in the future, large Indian companies have initiated PAN India expansion to capture a larger share of the market. Further, overseas logistics companies are exploring India entry strategy via acquisitions, Greenfield projects or strategic joint ventures.
- Technology advancement, strategically located infrastructure, last mile connectivity and vertical expansion are the keys to the success with an ultimate goal to reduce logistics cost and build an efficient supply chain.

## Temperature Controlled logistics

- Organized corporates specializing in temperature controlled transportation are looking to complete their value chain by offering cold chain warehousing capacities across India.
- Creation of PAN India warehousing capacities from regional warehouses would lead to integrated offering to clients thereby significantly changing the dynamics of service offering.
- Adding warehouses would lead to significant capex deployment & focus on strong IT systems and processes.
- Government's thrust on creation of cold chain infrastructure through tax incentive schemes, capital subsidy , concession on indirect taxes and cheap borrowing would lead to creation of infrastructure on a faster pace.

## Niche Logistics

- Niche logistics services such as returnable and customized packaging solutions used for storing and moving products across the supply chain, services which convert offsite service model to a doorstep service, reverse pick up services, repair and refurbished and drop services and other ancillary logistics services.
- Unorganized and regional logistics services are slowing getting organized which in turns is re-defining the value proposition for the customer.
- This change in the industry dynamics has renewed interest of private equity investors for investment in such value added services.

# Index

---

<b>Headings</b>	<b>Slide Nos.</b>
Macros & Markets Overview	2
M&A and PE Activity (Jan–Mar 2014)	7
Regulatory Update (M&A and PE)	11
Sector Highlights (Consumer & Building Products)	14
Sector Highlights (Logistics)	18
Sector Highlights (Pharma & Healthcare)	22
Systematix Capital - Investment Banking Business	26

# M&A Activity in the Pharma & Healthcare Sector

Chart 23: M&A Trend in the Sector (No. of deals)

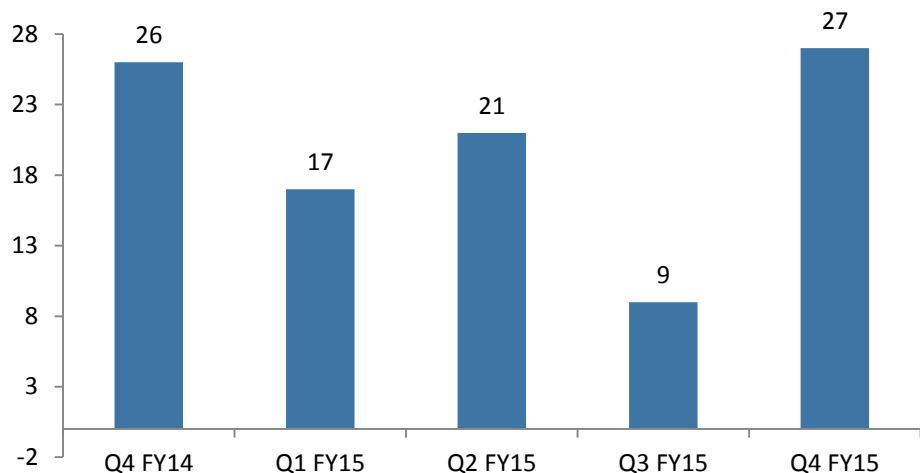
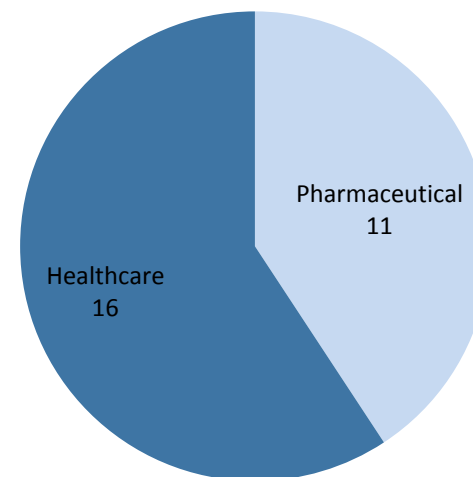


Chart 24: M&A Deals Break up (Q4 FY15) (No. of deals)



Top Five M&A Deals (Pharma & Healthcare in Jan - Mar 2015)

Date	Target	Buyer	Transaction	Deal Value (USD mn)	Industry
2-Feb-15	Famy Care Ltd., Women's Health Business	Mylan Inc.	Inbound	800.0	Pharma
24-Mar-15	Continental Hospitals Ltd.	IHH Healthcare Berhad	Inbound	45.4	Healthcare
27-Mar-15	Fortis Healthcare Singapore Pte. Ltd.	Concord Medical Services International Pte. Ltd.	M&A	40.1	Healthcare
23-Jan-15	DaVita Care India Pvt. Ltd.	DaVita HealthCare Partners Inc.	Inbound	32.5	Healthcare
16-Jan-15	Coldstream Laboratories Inc.	Piramal Enterprises Ltd.	Outbound	30.6	Pharma

# PE Activity in the Pharma & Healthcare Sector

Chart 25: PE Trend in the Sector (No. of deals)

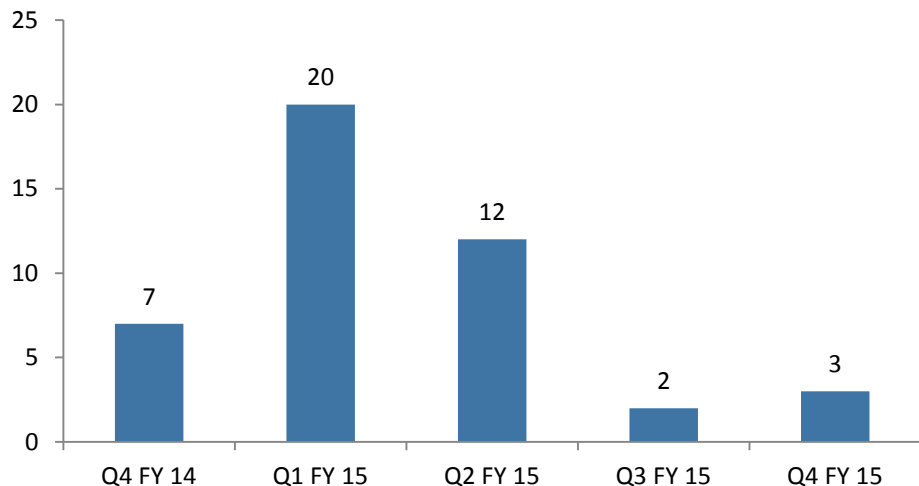
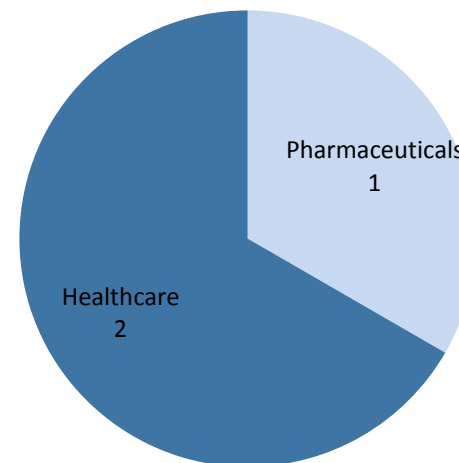


Chart 26: PE Deals Break up (Q4 FY15) (No. of deals)



Top Five PE Deals (Pharma & Healthcare in Jan - Mar 2015)

Date	Target	Buyer	Deal Value (USD mn)	Industry
5-Feb-15	Relisys Medical Devices Ltd.	India Life Sciences Fund II LLC	5.2	Healthcare
19-Mar-15	Lifezen Healthcare Pvt. Ltd.	Brand Capital	3.2	Pharma
19 Jan 15	Global Health Pvt. Ltd.	Temasek Holdings Advisors India Pvt. Ltd.	-	Healthcare



# Systematix's Coverage in the Pharma & Healthcare Sector

Within the Pharmaceutical and Healthcare sector, we are focused on advising Indian and global companies operating in the areas of Active Pharmaceutical Ingredients (API), Formulations (including Injectables), Med Tech and Healthcare Facilities.

We expect the M&A activities to remain strong in the Pharmaceutical, Medical Devices/Technologies and Healthcare Facilities sector on the back of the fact that, global companies are looking for quality Indian companies and Indian companies are exploring synergies with global companies for further growth.

India's growing respect and legal / regulatory framework for IPR, favorable economic policies resulting into attractive investment destination and availability of huge talent pool for sustaining and growing operations is making India an attractive destination for multinationals.

## Pharmaceuticals

- Off late the pharmaceutical industry has witnessed renewed interest from the MNC's, which in turn has made the market more competitive.
- Compared to their European and American counterparts, Indian pharma companies are undervalued and that makes them interesting targets. Foreign companies are ready to pay higher multiples for the interesting & potential strategic opportunity.
- The latest transaction being - Mylan, the world's 2<sup>nd</sup> biggest generic drugs maker had announced to buy the women's health business of Mumbai-based Famy Care and expand its presence in the market for women's contraceptives for USD 800 mn.

## Medical Devices Technology

- Domestic Med tech companies have been able to carve niche of themselves in the Indian & International market owing to higher product quality with low cost.
- Easing of norms for medical devices industry (100% FDI allowed) would encourage FDI inflows in this space. This intern would help the foreign investor for setting up the new facility or to acquire an existing company in the medical devices sector.
- With profound government support, the sector is attracting significant interest from both domestic & global players.

## Healthcare Facilities

- India continues to have low hospital bed density and low health-care spend on a per capita basis. But rising income levels, an ageing population, increasing prevalence and awareness of lifestyle diseases and rising insurance penetration have led to a strong demand for health-care facilities making India an attractive investment opportunity.
- This sector is likely to witness increase in transactions (both M&A & PE). Latest deal in the sector – IHH Healthcare Berhad (Parkway Hospitals) has announced of acquiring Continental Hospitals for ~USD 46mn.

# Index

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<b>Headings</b>	<b>Slide Nos.</b>
Macros & Markets Overview	2
M&A and PE Activity (Jan–Mar 2014)	7
Regulatory Update (M&A and PE)	11
Sector Highlights (Consumer & Building Products)	14
Sector Highlights (Logistics)	18
Sector Highlights (Pharma & Healthcare)	22
Systematix Capital - Investment Banking Business	26

# Overview of Systematix Group

Systematix is a 27-year old financial advisory firm, founded by Mr. C.P. Khandelwal in 1987

## Investment Banking/Advisory

- Established corporate advisory, capital markets advisory and fund raising capabilities.
- Closed transactions aggregating to USD 1.5 bn over the last years.
- SEBI Registered 'Category I' Merchant Banker.

## Institutional Broking

- Serving a majority of the top institutional money managers: FIIs, DIIs, Insurance, Mutual Funds, etc.
- Well experienced Research Team and Expertise in identifying hidden gems from small cap and mid cap space.

## Retail Broking

- Pan India presence, servicing over 62,652 clients.
- 'Customer First' philosophy is the cornerstone of the firm's success.

## Wealth Management

- Structured finance solutions to Corporates and HNIs.
- Managing investment portfolios of over USD 200 million for Corporate, UHNI / HNI clients.

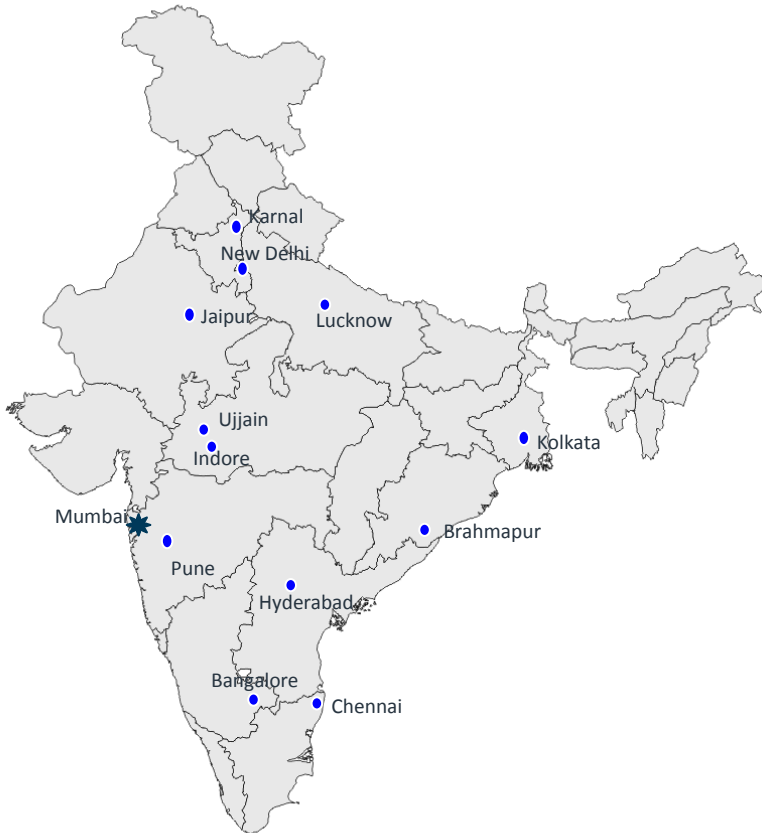
## Venture Capital Funds/Private Equity

- SEBI registered Venture Capital funds:
  - USD 30 mn Real Estate fund

# The Systematix Network

Systematix has offices in 20 locations across 13 cities in India

## Systematix's India Presence



Note: Cities may have more than one office

## Systematix's Global Presence



Systematix Capital and Bridge & Sun Partners have formed exclusive partnerships for Indo-Japan M&A transactions.

# Systematix Investment Banking

## Select Transaction Experience

### FY 2014-2015

**Consumer**  
Jan 2015

**PURPLE**  
Completed Personal Care & Cosmetics

Raised Venture Capital from



Sole Advisor to Manash Lifestyle Pvt Ltd

**Logistics**  
Dec 2014

**LEAP**

Raised Venture Capital from



Sole Advisor to LEAP

**Logistics**  
April 2014

**KWE**

Acquisition of 5% stake in



Sole Advisor to KWE

**Finance**  
June 2014



Suryakrupa Finance Limited  
Open Offer

**Consumer**  
May 2014



Tupperware Brands

Fair Market Valuation

**Financial Services**  
July 2014



Spark Capital

ESOP Advisory

**IT & ITES**  
June 2014



F5 Networks

ESOP Advisory

**IT & ITES**  
Apr 2014



KELLTON TECH

Kellton Tech Solutions Ltd.

ESOP Advisory

### FY 2013 -2014

**Tours & Travels**  
Mar 2014



Thomas Cook (India) Ltd

ESOP Advisory

**Hospitality**  
Feb 2014



Marriott International Inc.

Fair Market Valuation

**Consumer**  
Jan 2014



Future Life Style Fashions Ltd

ESOP Advisory

**Private Equity**  
Jan 2014



Carlyle Group

Valuation

### FY 2012 -2013

**Healthcare and Pharma**  
Mar 2013



Goa formulation unit has been acquired by



Sole Transaction Advisor

**Insurance**  
Mar 2013

**FUTURE RETAIL**

has sold 22.5% stake in

**FUTURE GENERAL**

TOTAL INSURANCE SOLUTIONS

to



IITL GROUP  
Sole Advisor

**Consumer**  
Feb 2013



Secondary Placement of Shares to

**CLEARWATER**  
CAPITAL PARTNERS

Sole Transaction Advisor

**Consumer**  
Dec 2012



Open Offer

**CLEARWATER**  
CAPITAL PARTNERS

Sole Advisor to Clearwater

We have closed transactions aggregating to USD 1.5 billion

# Systematix Group

## Senior Management



**Mr. C.P. Khandelwal**  
Chairman

- Founded the company as an advisory business in 1987.
- With over 27 years of experience in financial services, he has been instrumental in aiding the company achieve several key milestones including obtaining a merchant banking license in 1994-95, initiating its broking desk in 2000, starting NBFC operations in 2007, portfolio management (SEBI Registered) in 2008 and the recent foray into Venture Capital / Private Equity business.



**Mr. Sunil Sarda**  
Managing Director

- More than 18 years of experience at various levels in the financial services industry.
- Currently overseeing the Brokerage (Stocks, Commodities & Currency), Wealth & Portfolio management and NBFC business within Systematix.
- Previously, Executive Director with Anand Rathi Securities and Manager-Finance with Indian Rayon and Industries Ltd., part of the Aditya Birla Group.



**Mr. Nikhil Khandelwal**  
Managing Director

- Leads the Investment Banking Advisory business of Systematix and has ~10 years of rich experience in M&A, Private Equity and Strategic Advisory for a wide variety of industries and clients in India and internationally.
- Has been instrumental in building Systematix's advisory business into an Industry Focused Cross Border M&A platform – with strong engagements with several mid to large India, US, Japan and Europe based companies.
- At Systematix, he has been advising large corporates and investors based in India and internationally.
- Nikhil holds a degree in management studies (MBA) from the ISB, Hyderabad and Bachelor in Engineering (BE) from Manipal Institute of Technology (MIT).

# Systematix Investment Banking

## Senior Bankers



**Mr. Abhishek Dhanesha**

- Leads the Logistics, Consumer & Building Materials initiatives for the firm.
- Before joining Systematix group, he was part of Avista Advisory/Houlihan Lokey and Aarayaa Advisory Services in Mumbai where he worked on fund raising, cross border M&A and buyouts.
- Abhishek is a Chartered Accountant (CA) and a Law graduate (LLB).
- Major prior transactions include:
  - Advisory to Classic Stripes on their buyout by Navis Capital
  - Fund raising for Astarc Group Companies from various lenders to the tune of INR 2,250 million
  - Pre-IPO equity placement for Pipavav Shipyard Limited to the tune of INR 320 million
  - Advisory to Sheel Gems & FineFacet, India for their acquisition of Kaprisa International
  - Strategic consulting for Emerson Network Power, India, for setting up an additional manufacturing facilities.
  - Advised Shin-Etsu Polymer India , (subsidiary of Mitsubishi) for their India Entry Strategy



**Mr. Souvik Chatterjee**

- Leads the Pharmaceuticals & Healthcare initiatives for the firm.
- Previously worked with major Indian financial organizations like SMC Global, Proactive Universal Group (India) and CNBC TV 18.
- He is a Chartered Accountant (CA) and Holds an MBA - Finance from one of the premier institutes in India.
- Major prior transactions include:
  - Acquisition of Parenteral Drugs' Goa Formulation Unit by Fresenius Kabi
  - Currently, advising on a Medical Devices Transaction and a variety of Pharmaceutical Industry projects

# Thank You

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## Our Offices

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