



# Database User Guide



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## Private Equity Database User Guide

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<sup>1</sup> - Category Filters include Industry, Stage, Investor Type, Region, Deal Range and Deal Period.

<sup>2</sup> - Category Filters include Industry and Deal Period.

<sup>3</sup> - Category Filters include Industry, Deal Type and Deal Period.



## Part I – How to Login to the Database

PE Database Login Page - <http://ventureintelligence.in/pelogin.php>

**VENTURE INTELLIGENCE**

Private Equity Database Login

**VENTURE INTELLIGENCE**

Email

Password

☒ By accessing this database, you agree to the terms & conditions of use upon which access is provided.

Login

Each individual user gets a unique user ID to access the database

You can change and set your own password as soon as you receive your unique ID

For PE Database Troubleshooting - <http://ventureintelligence.in/faq-pe.htm>

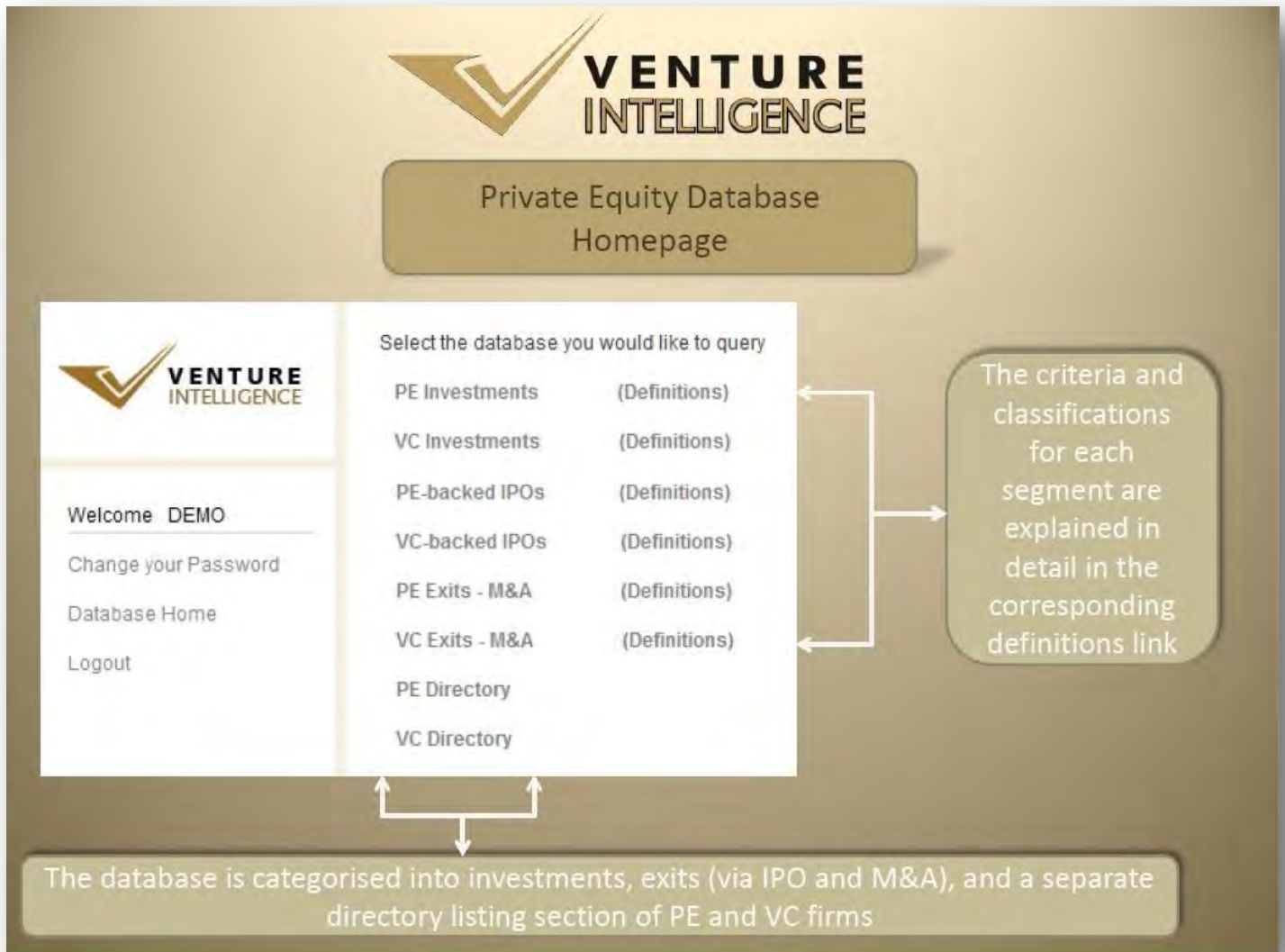
### *Note to Subscribers:*

Kindly ensure your unique user ID (corporate mail id) has been included as part of the Subscriber Organization User ID List.

For Further assistance, please contact [sales@ventureintelligence.in](mailto:sales@ventureintelligence.in) or call +91 44 4218 5180.



## Part II – Database Homepage



### 1. Database Categorization.

The database is categorized into investments, exits (via IPO and M&A) and a separate directory section.

### 2. Database Definitions.

The definition for each database category is explained in detail in the corresponding definitions links.

### 3. Changing the User Password.


Individual passwords can be changed as soon as you receive the username and password by clicking on 'Change your Password' - which is available on the left hand side of the database homepage.

### 4. Returning to the Home Page.

At any moment, while using the database, you can return to database home page by clicking on 'Database Home' - which is available on the left hand side of the database homepage.

## Part III – Querying the Database By –

PE Investments Search



Welcome DEMO  
Change your Password  
Database Home  
Logout

PE Investments → Search

Industry > ALL

Search from all of 22 industries

Stage > ALL

Filter by 9 different stages of investments

Investor Type > ALL

Filter by type - Foreign/India Dedicated/Co-Inv.

Region > ALL

Look for investments by 6 different regions

Deal Range (US \$M) > ALL To ALL

Choose by ticket size of deals

Period > Jan 2010 Dec 2010

Select desired period for query

Show deals by

Investor > Show All

Company/Sector > Show All

Advisor > Show All

Detailed definitions for all query filters are available upon click

Search

### 1. PE Investments

#### a. Search by Category Filters or Custom Filters.


- Category Filters include Industry, Stage, Investor Type, Region, Deal Range and Deal Period. – Which can be used IN COMBINATION for each search. Leaving any search filter empty automatically assumes “ALL” for that filter.
- Custom Filters include Investor, Company/Sector and Advisors. Custom Filters can be used to make specific queries regarding a particular Investor, company/sector or Advisor.

b. Sample PE Investments Search.

- **Querying the database using Category Filters.**

Sample search using the various category filters are shown below. Once the required filters have been chosen, click on **Show Deals**.

Sample PE Investments search with filters populated



Welcome DEMO

Change your Password

Database Home

Logout

**PE Investments -> Search**

Industry > Agri-business

Stage > Late

Investor Type > India-dedicated

Region > ALL

Deal Range (US \$M) > 5 To 100

Period > Jan 2004 Jul 2010

**Show deals by**

Investor > Show All

Company/Sector > Show All

Advisor > Show All

**Show Deals**

**Search**

Once the required filters have been chosen, click on show deals



- **PE Investments Sample Search Result Screen.**

The results for your search, using category filters, will be displayed as shown below.

**Sample Search Result**

The filters set by the user for the query appears here.

Query:> Agri-business > Late > India-dedicated >(USM) 5-100 > Jan 04-Jul 10

**List of PE Investments**

Company	Sector	Amount (US\$M)	Deal Info
Daawat Foods	Rice	5.00	<a href="#">click here</a>
Eastern Condiments	Spices	9.90	<a href="#">click here</a>
Global AgriSystem	Agri-Logistics	7.00	<a href="#">click here</a>
Global Green Company	Food (Fruits & Vegetables)	10.00	<a href="#">click here</a>
Parag Milk	Agri-business	15.00	<a href="#">click here</a>
Sri Biotech Laboratories India	Agri Products	9.00	<a href="#">click here</a>
Vallabhdas Kanji	Spices	6.00	<a href="#">click here</a>

Snapshot of results

For more info on each investment, press the corresponding click here button

No. of Deals - 7      Amount (US\$ M) 61.9

Aggregate information for sample search result

More information on each investment is available upon clicking the corresponding “**click here**” link.

- **Aggregate Information.**

Search results provide aggregate statistics at the bottom of the screen.

- **Exhaustive Deal Information POP-UP.**

The pop-up window contains additional investment details such as company name, industry, sector, amount invested, stage of the investment, investors, stake, region, advisors etc.

Investment details Pop-up

PE Investment Deal Info - Mozilla Firefox

http://www.ventureintelligence.in/deals/dealinfo.php?value=1677735955/0

PE Investment	
Company	Daawat Foods
Industry	Agri-business
Sector	Rice
Amount (US\$M)	5.00
Round	
Stage	Late
Investors	Rabo Equity
Investor Type	India-dedicated
Stake (%)	29.50
Date	October-2009
City	Gurgaon
Region	North
Website	<a href="http://www.ftoverseas.com">http://www.ftoverseas.com</a>
Advisor Company	
Advisor Investors	
More Details	INR 23.3 Cr investment in Daawat, a 100% subsidiary of LT Foods.
Link	<a href="http://www.bseindia.com/oresann/news.asp?newsid={CDE724AB-BCC7-42B9-B62F-43EE63810117}&amp;m1=1">http://www.bseindia.com/oresann/news.asp?newsid={CDE724AB-BCC7-42B9-B62F-43EE63810117}&amp;m1=1</a> <a href="http://www.icra.in/Files/PDF/RatingNews/May%2031,%202010-Daawat_Foods.pdf">http://www.icra.in/Files/PDF/RatingNews/May%2031,%202010-Daawat_Foods.pdf</a>
Financials	<a href="#">Click here</a>

ate > India-dedicated > (USM) 5-100 > Jan 04-Jul 10

Sector	Amount (US\$M)	Deal Info
Rice	5.00	<a href="#">click here</a>
Spices	9.90	<a href="#">click here</a>
Agri-Logistics	7.00	<a href="#">click here</a>
Food (Fruits & Vegetables)	10.00	<a href="#">click here</a>
Agri-business	15.00	<a href="#">click here</a>
Agri Products	9.00	<a href="#">click here</a>
Spices	6.00	<a href="#">click here</a>

More information on the deal shows up in a pop-up window

Amount (US\$ M) 61.9

*Click on the name of the company or investor to view the complete company/investor profile.*



- **Investee Company Profile.**

Clicking on the name of the company leads to the below screen which includes the industry, sector, contact details, website, investors, top management etc.

## Profile of Investee Company

click on the company name - its profile appears in the pop-up window

Under investors, you will find that the names of the PE/VC investors are hyperlinked and lead to their respective investor profiles. **The hyperlinked timeline (e.g. Oct-2009, next to the PE/VC investor names will lead to the investment deal information page - for that particular investment.**

- **PE Investor Profile.**

Clicking on the name of the investor leads to the below shown screen which includes the postal address, website, names of senior management and their email ids, assets under management, limited partners, their various investments etc.

### Profile of Investor Company

Mozilla Firefox

http://www.ventureintelligence.in/deals/investordetails.php?value=578

Investor Profile	
Investor	Rabo Equity
Address	D-41, 3rd Floor Defence Colony
City	Delhi
Country	India
Zip	110 024
Telephone	91 11 6633 9898
Fax	
Email	info@raboequity.in; satish.kumar@raboequity.in
Website	<a href="http://www.rabobank.com/content/globaloffice_pages/Asia/India/private_equity_india/">http://www.rabobank.com/content/globaloffice_pages/Asia/India/private_equity_india/</a>
Description	The fund would invest in companies operating in more than 38 sub-sectors of food and agri-business as well as in agri-infrastructure, such as cold chain logistics and warehousing. The focus would be on small and medium enterprises with turnover of around \$50-75 million. It looks at investing in the range of US\$ 3-10 million.
In India Since	2009
Management	Pranav Aggarwal, Principal/Sr. Vice President (Fund Management) C Prabhu, Principal Rajesh Srivastava, Chairman & Managing Director
Firm Type	Private Equity
Other Location(s)	
Assets Under Management (US\$ Million)	100
Stage of Funding (Existing Investments)	Growth, Late, PIPE
Limited Partners	IFC, FMO, DEG, Rabo Bank, Capvent
Number of Funds	1
Additional Information	Agri Business Fund (Size \$120 mn); Fund Contribution - Rabo Bank (30 mn), IFC (20 mn), DEG (20 mn), FMO (20 mn), CDC (10 mn), Capvent (20 mn)
Industry (Existing Investments)	Agri-business
Investments	<a href="#">Global Green Company (Agri-business; Mar-2010)</a> <a href="#">Geepae Agri (Agri-business; Oct-2009)</a> <a href="#">Daawat Foods (Agri-business; Oct-2009)</a> <a href="#">LT Foods (Agri-business; Oct-2009)</a> <a href="#">Sri Biotech Laboratories India (Agri-business; Mar-2009)</a>

> Jan 04-Jul 10

Amount US\$M	Deal Info
5.00	<a href="#">click here</a>
9.90	<a href="#">click here</a>
7.00	<a href="#">click here</a>
10.00	<a href="#">click here</a>
15.00	<a href="#">click here</a>
9.00	<a href="#">click here</a>
6.00	<a href="#">click here</a>


Upon a mouse click on the company name, its profile appears in the pop-up window

Under investments, you will find that the names of the portfolio companies (held & exited) are hyperlinked and lead to their respective company profiles. **The hyperlinked timeline (e.g. March-2010), next to the company names, will lead to the investment deal information page - for that particular investment.**

- **Investee Company FINANCIALS.**

In the Deal Information POP-UP you will find financials towards the end. Click here to view the company (Daawat Foods) financial.

Investment details Pop-up



PE Investment Deal Info - Mozilla Firefox

http://www.ventureintelligence.in/deals/dealinfo.php?value=1677735955/0

PE Investment	
Company	Daawat Foods
Industry	Agri-business
Sector	Rice
Amount (US\$M)	5.00
Round	
Stage	Late
Investors	Rabo Equity
Investor Type	India-dedicated
Stake (%)	29.50
Date	October-2009
City	Gurgaon
Region	North
Website	<a href="http://www.ltoverseas.com">http://www.ltoverseas.com</a>
Advisor Company	
Advisor Investors	
More Details	INR 23.3 Cr investment in Daawat, a 100% subsidiary of LT Foods.
Link	<a href="http://www.bseindia.com/gresann/news.asp?newsid={CDE724AB-BCC7-42B9-B62F-43EE63810117}&amp;fm1=1">http://www.bseindia.com/gresann/news.asp?newsid={CDE724AB-BCC7-42B9-B62F-43EE63810117}&amp;fm1=1</a> <a href="http://www.icra.in/Files/PDF/RatingNews/May%2031,%202010-Daawat_Foods.pdf">http://www.icra.in/Files/PDF/RatingNews/May%2031,%202010-Daawat_Foods.pdf</a>
Financials	<a href="#">Click here</a>

ate > India-dedicated > (US\$) 5-100 > Jan 04-Jul 10

Sector	Amount (US\$M)	Deal Info
Rice	5.00	<a href="#">click here</a>
Spices	9.90	<a href="#">click here</a>
Agri-Logistics	7.00	<a href="#">click here</a>
Food (Fruits & Vegetables)	10.00	<a href="#">click here</a>
Agri-business	15.00	<a href="#">click here</a>
Agri Products	9.00	<a href="#">click here</a>
Spices	6.00	<a href="#">click here</a>

More information on the deal shows up in a pop-up window

Amount (US\$ M) 61.9

## KEY FINANCIALS

		2009-10*	2008-09	2007-08
Operating Income (OI)	Rs Million	1265.1	2033.8	181.6
Operating Profit before depreciation, interest, Tax and amortization (OPBDITA)	Rs Million	139.4	358.0	46.7
Profit After Tax (PAT)	Rs Million	74.25	198.07	1.57
Tangible Net Worth	Rs Million	601.48	294.13	135.54
Total Debt	Rs Million	1254.76	1098.22	954.28

*The financials will open in a new window as shown above.*



- **Export to Excel Feature.**

To export the results of your specific search query, click on the button available at the bottom of the window.

**VENTURE INTELLIGENCE**

**Export to Excel feature**

Query: > Jan 07-Dec 07

List of PE Investments

Company	Sector	Amount (US\$M)	Deal Info
123Greetings.com	Online Services (E-cards)	5.00	<a href="#">click here</a>
24x7 Learning	IT Services (E-learning)	4.00	<a href="#">click here</a>
3D Solid Compression	Enterprise Software (3D)	—	<a href="#">click here</a>
A Little World	IT Products (Micro-banking Devices)	2.00	<a href="#">click here</a>
A.L.L. Services Under 1 Roof	Facilities Management	—	<a href="#">click here</a>
A2Z Maintenance & Engg	Facilities Management & EPC	18.50	<a href="#">click here</a>
ABG Motors	Electric Motors	15.00	<a href="#">click here</a>
Accentia Technologies	IT Services (Business Process Management)	5.00	<a href="#">click here</a>
Adani Power	Power	190.00	<a href="#">click here</a>

No. of Deals: 492 Amount (US\$ M): 3851.01

To Export the above deals into a spreadsheet [Click Here](#)

The results for each query can be exported into an excel sheet by just a click

All fields present on the pop-up window are populated within the spreadsheet

The results for each query can be exported into an excel sheet (spreadsheet). All fields present in the pop-up window are populated within the spreadsheet as well.

**VENTURE INTELLIGENCE**

**Export to Excel feature**

Query: > Jan 07-Dec 07

Opening peinv\_deals.xls

You have chosen to open

**peinv\_deals.xls**  
which is a: Microsoft Excel Worksheet  
from: <http://www.ventureintelligence.in>

What should Firefox do with this file?

☐ Open with Microsoft Office Excel (default)

☒ Save File

☐ Do this automatically for files like this from now on.

OK Cancel

Amount (US\$M) Deal Info

5.00	<a href="#">click here</a>
4.00	<a href="#">click here</a>
—	<a href="#">click here</a>
2.00	<a href="#">click here</a>
—	<a href="#">click here</a>
18.50	<a href="#">click here</a>
15.00	<a href="#">click here</a>
5.00	<a href="#">click here</a>
190.00	<a href="#">click here</a>

No. of Deals: 492 Amount (US\$ M): 13948.01

To Export the above deals into a Spreadsheet [Click Here](#)

## Sample Export Result

Once exported, results can be further sorted and filtered according to user needs.

**VENTURE INTELLIGENCE**

**Sample Export Result**

Upon exporting query results to an Excel sheet, users can further sort and filter data according to their needs.

Company	Industry	Sector	Amount	Round	Stage	Investors	Investor Type	Stake (%)	Date	Website	City	Region
123Greetings.com	IT & ITES	Online Services (E-cards)	5	Late		Intel Capital	Foreign		Dec-07	<a href="http://www.123greeting.com">http://www.123greeting.com</a>	Kolkata	East
24x7 Learning	IT & ITES	IT Services (E-learning)	4	2	Growth	Capital18	India-dedicated		Nov-07	<a href="http://www.24x7learning.com">http://www.24x7learning.com</a>	Bangalore	South
3D Solid Compression	IT & ITES	Enterprise Software (3D)	1	Early		IDG Ventures India	India-dedicated		Dec-07	<a href="http://www.3dsou.com">http://www.3dsou.com</a>	Bangalore	South
A Little World	IT & ITES	IT Products (Micro-banking)	2	1	Growth	Ignium	Foreign	13	May-07	<a href="http://www.alittleworld.com">http://www.alittleworld.com</a>	Mumbai	West
A.L.L. Services Under L Other Services	Facilities Management				Growth-PE	Granite Hill	India-dedicated		Oct-07	<a href="http://1roof.in">http://1roof.in</a>	Mumbai	West
A2Z Maintenance & Er Other Services	Facilities Management		18.5		Growth-PE	Beacon India	India-dedicated		Sep-07	<a href="http://www.a2zgroup.co">http://www.a2zgroup.co</a>	Gurgaon	North
ABS Motors	Manufacturing	Electric Motors	15		Other	Toro Capital	India-dedicated	40	Nov-07	<a href="http://www.abgindia.co">http://www.abgindia.co</a>	Mumbai	West
Accentia Technologies	IT & ITES	IT Services (Business Process)	5	PIPE		Berggruen Holdings	Foreign	11.33	Aug-07	<a href="http://www.accentiatech.com">http://www.accentiatech.com</a>	Bangalore	South
Adani Power	Energy	Power	190	Late		3i1F	India-dedicated	12.7	Oct-07	<a href="http://www.adani-power.com">http://www.adani-power.com</a>	Ahmedabad	West




## 2. PE-Backed IPOs

### a. Search By Category Filters/Custom Filters.

- Category Filters include Industry and Deal Period.
- Custom Filters include Investor, Company and Search More Info. Custom Filters can be used to make specific queries regarding a particular Investor, company etc.
- Once the required *category filters* have been selected, click on show deals.

**Sample Query for PE-Backed IPOs**



**VENTURE INTELLIGENCE**

Welcome DEMO

[Change your Password](#)

[Database Home](#)

[Logout](#)

**PE-backed IPOs-> Search**

Industry

Investor Type

Period

**Search by**

Investor

Company

Search More Info

Once the required filters have been chosen, click on show deals.

b. Sample PE Backed IPOs Search.

The filters set by the user for the query appears here.

Query: > Co-Investment > Jan 10-Dec 10

**VENTURE INTELLIGENCE**

Welcome! DEMO

Change your Password

Database Home

Logout

**List of PE-backed IPOs**

Company	Sector	Size(US\$M)	Exit Info
Gujarat Pipavav Port	Port	109.00	<a href="#">click here</a>
Halfway Cable & Datacom	Cable TV	145.00	<a href="#">click here</a>
IL&FS Transportation Networks	Infrastructure	155.00	<a href="#">click here</a>
MakeMytrip.com	Online Services (Travel)	70.00	<a href="#">click here</a>
SKS Microfinance	Microfinance	359.00	<a href="#">click here</a>

Amount raised via the IPOs

No. of Deals - 5

Amount (US\$ M) 838

Aggregate information for sample search result

Snapshot of results

For more info on each exit, press the corresponding *click here* button

For more info on each exit, press the corresponding *click here* button.

- **Aggregate Information.**  
Search results provide aggregate statistics at the bottom of the screen.

- **Exhaustive Deal Information POP-UP.**

The pop-up window contains additional exit details such as company name, industry, sector, IPO Size, IPO Price, IPO valuation, deal period, investors, IRR etc.

The screenshot displays the Venture Intelligence website interface. At the top, a query filter is set to '> Co-Investment > Jan 10-Dec 10'. Below this, a table lists PE-backed IPOs. A pop-up window titled 'PE-backed IPOs - Mozilla Firefox' is open, showing detailed information for SKS Microfinance.

**Query: > Co-Investment > Jan 10-Dec 10**

**List of PE-backed IPOs**

Company	Sector	Size(US\$M)	Exit Info
Gujarat Pipavav Port	Port	109.00	<a href="#">click here</a>
Hathway Cable & Datacom	Cable TV	145.00	<a href="#">click here</a>

**PE-backed IPOs - Mozilla Firefox**

PE-backed IPOs	
Company	<a href="#">SKS Microfinance</a>
Industry	BFSI
Sector	Microfinance
IPO Size (US \$M)	359.00
IPO Price (Rs.)	985.00
IPO Valuation (US \$M)	1665.00
Deal Period	August-2010
Investors	<a href="#">Sequoia Capital India</a> <a href="#">Unitus</a> <a href="#">SVB</a> <a href="#">Kismet Capital</a> <a href="#">Sandstone</a>
Investor Type	Co-Investment
Website	<a href="http://www.sksindia.com">http://www.sksindia.com</a>
More Details	Sale of 16,791,579 shares (\$359 million) consisting of a fresh issue of 7,445,323 share (\$159 million) and an offer for sale of 9,346,256 equity shares (\$200 million) by existing share holders which include Sequoia (3,989,703 shares) and Unitus (1,063,381 shares). Post Issue stake of the PE investors - Sequoia 14%, Unitus 3.7%, Kismet Capital 5.1%, Sandstone 11.6%.
Investment Details	Unitus and Vinod Khosla invested \$1 million for 30.18% in Mar-06. Sequoia Capital India, Unitus, Vinod Khosla and Odyssey Capital invested \$12 million for 38.58% in Mar-07. Sequoia Capital India, SVB, Unitus, Vinod Khosla and SKS Capital invested \$23 million for 28.86% in Jan-08. Sequoia Capital India invested \$1.87 million in Sept-08(from Vikram Akula). SVB, Sandstone Capital, Kismet Capital invested \$75 million in Nov-08. Sequoia Capital India and SVB invested \$9.80 million for 3% in Jul-09(from Unitus).
Link	
Estimated Returns	Sequoia Capital india - Return: 11.08X, IRR: 168% Kismet Capital - 3.39X, 150% Unitus - 16.48X, 164% Sandstone - 3.28X, 143%
More Info (Returns)	

Click Here To Export

More information on the deal shows up in a pop-up window

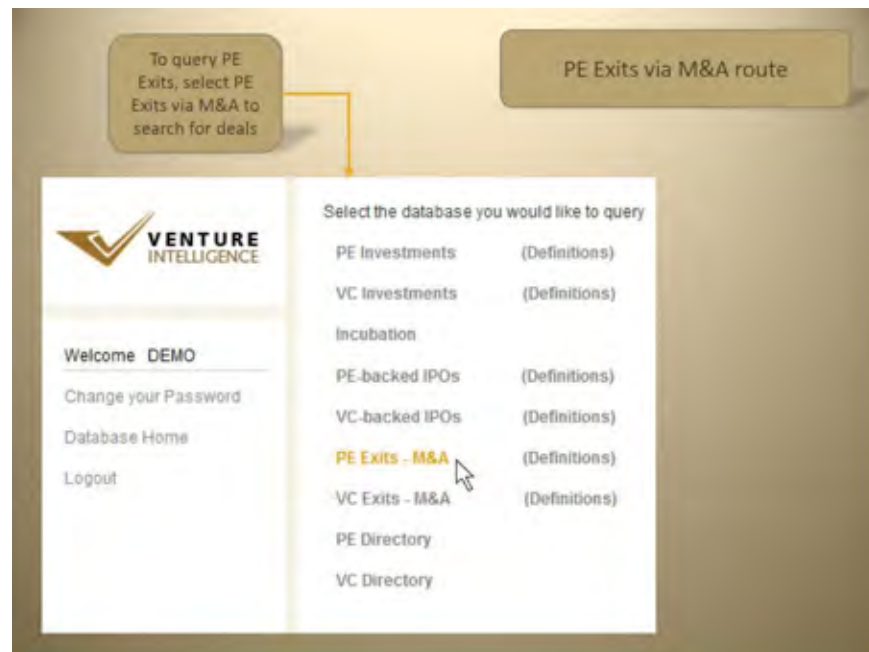
- **Exit Returns (Investment Multiples)**

The POP-UP includes return multiples information at the end.

- **Company Profile & PE Investor Profile.**

Clicking on the name of the company leads to a screen which includes the industry, sector, contact details, website, investors, top management etc. Clicking on the name of the investor leads to a screen which includes the postal address, website, names of senior management and their email ids, assets under management, limited partners, various investments etc.

### 3. PE Exits – M&A



#### a. Search By Category Filters/ Custom Filters.

- Category Filters include Industry, Deal Type, Investor Type and Deal Period.
- Deal Types include Strategic Sale, Public Market Sale, Secondary Sale and Buybacks.
- Custom Filters include Investor, Acquirer, Company, Advisors and Search More Info. Custom Filters can be used to make specific queries regarding a particular Investor, company etc.

b. Sample PE Exits – M&A Search.

Sample Query for Exits by M&A

**VENTURE INTELLIGENCE**

Welcome DEMO  
Change your Password  
Database Home  
Logout

**PE Exits - M&A -> Search**

Industry > ALL  
Deal Type > Strategic Sale  
Period > Jan 2010 Jul 2010

**Search by**

Investor >  Show All  
Acquirer >   
Company >   
Advisor >  Show All

Show Deals

Search

Once the required filters have been chosen, click on show deals

Once the required *category filters* have been selected, click on show deals.



- **PE Exits via M&A Search Result Screen.**

The results for your search, using category filters, will be displayed as shown below.

The filters set by the user for the query appears here.

Query: > Strategic Sale > Jan 10-Jul 10

**List of PE Exits - M&A**

Company	Sector	Amount(US\$M)	Exit Info
7Strata	IT Services (Remote Infrastructure Management)	1.60	<a href="#">click here</a>
Adventity	BPO (Financial Research)	53.00	<a href="#">click here</a>
BA Systems	IT Products (Routers)	--	<a href="#">click here</a>
Eastern Condiments	Spices	17.50	<a href="#">click here</a>
i-mint	Loyalty Rewards Management	23.00	<a href="#">click here</a>
ILJT	Vocational education	--	<a href="#">click here</a>
Intelligroup	IT Services	199.00	<a href="#">click here</a>
INX Media	TV Broadcasting	15.00	<a href="#">click here</a>
Liners India	Auto Components	--	<a href="#">click here</a>
Mango Technologies	Communications Tech	--	<a href="#">click here</a>

**No. of Deals - 16** **Amount (US\$ M) 843.9**

Aggregate information for sample search result

Snapshot of results

For more info on each exit, press the corresponding *click here* button

- **Aggregate Information.**

Search results provide aggregate statistics at the bottom of the screen.



- **Exhaustive Deal Information POP-UP.**

The pop-up window contains additional exit details such as company name, industry, sector, deal amount, deal type, deal period, acquirer, investors, IRR etc.

**Exit Details Pop-Up**

Query: > Strategic Sale >

List of PE Exits - M&A

Company	Industry	Sector	Deal Amount (US \$M)	Deal Type	Deal Period	Acquirer	Investors	Advisor - Seller	Advisor - Buyer	Website	More Details	Investment Details	Link	Estimated Returns	More Info (Returns)
7Strata	IT	IT													
Adventity	IT	IT													
BA Systems	IT	IT													
Eastern Condiments	IT	IT	17.50	Strategic Sale	June-2010	McCormick	New Vernon	Aventus	2 Sagar Associates	http://www.eastern.in	McCormick has acquired a 26% stake in Eastern Condiments for \$35 M. As part of this transaction, New Vernon is selling its 13% stake (approx) in the company, the rest of the stake is acquired by McCormick from the promoters of the company. Eastern registered a turnover of USD 80 million (approximately INR 370 crore) for FY 2010. ELP advised New Vernon; MD&T advised the co & promoters. Aventus advised Eastern Condiments.	In Jan 2006, New Vernon had invested \$9.9 million in Eastern Condiments.	http://phx.corporate-ir.net/phoenix.zhtml?c=85454&p=irol-newsArticle&cat=news&id=1442560 http://www.business-standard.com/india/storypage.php?autono=399750	13.76	
i-mint	IT	IT													
IJIT	IT	IT													
Intelligroup	IT	IT													
INX Media	IT	IT													
Liners India	IT	IT													
Mango Technologies	IT	IT													

No. of Deals - 16

More information on the deal shows up in a pop-up window

Click for Company and Investor Profiles

- **Exit Returns (Investment Multiples)**

The POP-UP includes return multiples information at the end.

- **Company Profile & PE Investor Profile.**

Clicking on the name of the company leads to a screen which includes the industry, sector, contact details, website, investors, top management etc. Clicking on the name of the investor leads to a screen which includes the postal address, website, names of senior management and their email ids, assets under management, limited partners, various investments etc.

## Part IV – Querying the Private Equity Directory –

### 1. *The India Private Equity/Venture Capital Directory*

#### a. Search By Category Filters/Custom Filters.

- Category Filters include Industry, Stage, Investor Type, Deal Range and Deal Period.
- Custom Filters includes by Investor name.

#### b. Sample PE Directory Search.

- **Querying the database using Category Filters.**

Sample search using the various category filters are shown below. Once the required filters have been chosen, click on **search**.

#### Sample PE Directory search with filters populated

The screenshot shows the 'PE Directory -> Search' page of the Venture Intelligence website. The interface includes a sidebar with the company logo and navigation links, and a main search area with various filters. The filters are populated with the following values:

- Industry:** Choose Industry (dropdown)
- Stage:** Buyout, Buyout-Large, Early, Growth, Growth-PE, Late, PIPE, Pre-IPO, Other (checkboxes)
- Investor Type:** Choose Investor Type (dropdown)
- Deal Range (US \$M):** ALL To ALL (dropdowns)
- Bet Dates:** Jan 2010 Dec 2011 (dropdowns)

A 'Search' button is located to the right of the filters. Below the filters, there is a 'Search by' section with an 'Investor' text input field and a 'Show All' link. A second 'Search' button is located to the right of the 'Investor' field. The footer of the page contains a navigation menu: Home | Products | Events | Investors | Entrepreneurs | Service Providers | News | About Us | Contact Us.

The results for your search, using category filters, will be displayed as shown below.

The screenshot displays the VENTURE INTELLIGENCE website interface. On the left, a sidebar contains the logo and navigation links: 'Welcome DEMO', 'Change your Password', 'Database Home', and 'Logout'. The main content area shows a search query for the period '> Jan 10-Dec 11' and a 'List of PE Investors'. A table lists 15 investors, with the last entry 'Al Anwar Holdings' highlighted in green. Below the table, a green bar indicates 'No. of Investors - 204'. The footer contains a navigation menu: 'Home | Products | Events | Investors | Entrepreneurs | Service Providers | News | About Us | Contact Us'.

List of PE Investors	
3i	
4B Capital	
Aavishkaar	
Aavishkaar Goodwell	
Accel India	
Accion International	
Actis	
Acumen Fund	
Aditya Birla PE	
ADM Capital	
AIF Capital	
Al Anwar Holdings	

No. of Investors - 204

- **Aggregate Information.**  
The total number of investor, under your specific category filter, is displayed at the bottom of screen



- **Exhaustive Investor Information POP-UP.**

The pop-up window contains additional investor details such as company name, address, telephone number, email, website, their investments & exits etc.

The screenshot displays the Venture Intelligence website interface. On the left, there is a sidebar with the 'VENTURE INTELLIGENCE' logo and a list of links including 'Welcome DEMO', 'Change your Password', 'Database Home', and 'Logout'. A 'Query:' section shows a list of investors, with '3i' selected. The main content area displays the 'Investor Profile' for '3i'.

Investor Profile	
<b>Investor</b>	3i
<b>Address</b>	3rd floor, Nicholas Piramal Tower Peninsula Park, Ganpatrao Kadam Marg, Lower Pare
<b>City</b>	Mumbai
<b>Country</b>	India
<b>Zip</b>	400 013
<b>Telephone</b>	91 22 6852 3131
<b>Fax</b>	91 22 6852 3141
<b>Email</b>	tarun.joshi@3i.com, anil.ahuja@3i.com
<b>Website</b>	http://www.3i.com
<b>Description</b>	3i is a listed Private Equity fund headquartered in the UK. In India 3i focuses on General Industrials, Business Services, Media, Consumer, Oil, Gas Power and Renewable Energy, Manufacturing, Healthcare and Financial Services.
<b>In India Since</b>	2005
<b>Management</b>	Tarun Joshi, Associate Director - Growth Capital Anil Ahuja, Head of Asia
<b>Firm Type</b>	Private Equity (Infrastructure)
<b>Other Location(s)</b>	
<b>Assets Under Manage</b>	Global fund
<b>Stage of Funding</b>	Growth, Growth-PE, Late, Other, PIPE, Pre-IPO
<b>Existing Investments</b>	
<b>Limited Partners</b>	
<b>Number of Funds</b>	
<b>Additional Information</b>	
<b>Industry</b>	Energy, Engg. & Construction, Healthcare & Life Sciences, Manufacturing, Media & Entertainment, Other Services, Shipping & Logistics
<b>Existing Investments</b>	<ul style="list-style-type: none"> <li>BVS India (Other Services, Jan-2011)</li> <li>UVK Energy (Energy, Nov-2010)</li> <li>Soma Highway Toll Projects (Engg. &amp; Construction, Jan-2010)</li> <li>Nimbus Communications (Media &amp; Entertainment, Feb-2009)</li> <li>Krishnapatnam Port (Shipping &amp; Logistics, Aug-2008)</li> <li>Soma Enterprises (Engg. &amp; Construction, Dec-2007)</li> <li>Walspur-Gujarat Stahl Rohren (Manufacturing, Oct-2007)</li> <li>Mundra Port &amp; SEZ (Shipping &amp; Logistics, Sep-2007)</li> <li>Siro Clinpharm (Healthcare &amp; Life Sciences, Mar-2007)</li> <li>Nimbus Communications (Media &amp; Entertainment, Jan-2007)</li> <li>UFO Movies (Media &amp; Entertainment, Jan-2007)</li> <li>Narayana Engineering (Engg. &amp; Construction, Nov-2006)</li> </ul>
<b>Exits - M&amp;A</b>	<ul style="list-style-type: none"> <li>Walspur-Gujarat Stahl Rohren (Manufacturing, Aug-2009)</li> <li>Mundra Port &amp; SEZ (Shipping &amp; Logistics, Mar-2008)</li> </ul>

Under investments, you will find that the names of the portfolio companies (held & exited) are hyperlinked and lead to their respective company profiles. The hyperlinked timeline (e.g. Jan-2011), next to the company names, will lead to the deal information page - for that particular investment/exit.