

Database User Guide

Table of Contents

Private Equity Database User Guide

Part	Section	Page No.
Ι	How to Login to the Database	3
II	Database Homepage1. Database Categorization2. Database Definitions3. Changing the User Password4. Coming back to the Home Page.	
III	Querying the Database By - 1. PE Investments a. Search By Category ⁽¹⁾ Filters/Custom Filters. b. Sample PE Investments Search. • Querying the database using Category Filters. • PE Investments SNAPSHOT Screen. • Aggregate Information TAB. • Exhaustive Deal Information POP-UP. • Investee Company Profile. • PE Investor Company Profile. • Fxport to Evcel Feature	5
	 2. <u>PE-Backed IPOs</u> a. <u>Search By Category ⁽²⁾ Filters/Custom Filters.</u> b. <u>Sample PE Backed IPOs Search.</u> PE Backed IPOs SNAPSHOT Screen. Query Set TAB. Aggregate Information TAB. Exhaustive Deal Information POP-UP. Exit Returns (IRR, Investment Multiples) Company Profile & PE Investor Profile. 	14
	 3. <u>PE Exits – M&A</u> a. <u>Search By Category ⁽³⁾ Filters/ Custom Filters.</u> b. <u>Sample PE Exits – M&A Search.</u> PE Exits – M&A SNAPSHOT Screen. Query Set TAB. Aggregate Information TAB. Exhaustive Deal Information POP-UP. Investee Company Profile. Investor Company Profile. PE Investor's Exit Details. Exit Returns (IRR, Investment Multiples) 	17
IV	<u>Querying the Private Equity Directory</u> a. <u>Search By Category Filters/Custom Filters.</u>	21
	 ¹ - Category Filters include Industry, Stage, Investor Type, Region, Deal Range and Deal Period. ² - Category Filters include Industry and Deal Period. ³ - Category Filters include Industry, Deal Type and Deal Period. 	

Part I –	- How to Login to the Database
PE Database Login Page - <u>http://ver</u>	tureintelligence.in/pelogin.php
	VENTURE INTELLIGENCE
	Private Equity Database Login
VENTURE	
Email	Each individual user gets a unique user ID to access the database
Password	You can change and set your own password as soon as you receive your unique ID
By accessing this database, you agree to the terms & conditions of use upon which access is provided.	

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

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 <u>sales@ventureintelligence.in</u> 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

VENTURE	Industry > ALL - Search fr	om all of 22 industries
INTELLIGENCE	Stage > ALL - Filter by 9 different s	tages of investments
	Investor Type > ALL	/India Dedicated/Co-Inv.
/elcome DEMO	Region > ALL - Look for investments b	y 6 different regions
hange your Password	Deal Range	
atabase Home	(US \$M) → ALL	ticket size of deals
ogout	Period > Jan - 2010 - Dec - 2010 - Sel	ect desired period for quer
	Show deals by	Show Deals
	Investor >	Show All
	Company/Sector >	Show All
	Advisor >	Show All
	Detailed definitions for all query filters are available	upon click Searc

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.**

11	PE Investments -> Search	
VENTURE	Industry > Agri-business -	
INTELEIGENCE	Stage > Late - 🕐	Once the required
	Investor Type > India-dedicated -	filters have been
Velcome DEMO	Region > ALL -	chosen, click on
Change your Password	Deal Range	show deals
Database Home	(US \$M) > 5 → To 100 →	
tuopo	Period > Jan + 2004 + Jul + 2010 +	
-0 <u>9</u> 001	Show deals by	Show Deals
		4
	Investor >	Show All
	Company/Sector >	Show All

PE Investments Sample Search Result Screen.

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



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.



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.

Mozilla Firefox	rence in/deals/companydetails.php?value=3574	×	ate > India-dedicated >(USM) 5	-100 > Jan 04-J	ul 10
	Company Profile			Amount	
Company	Daawat Foods		Sector	(US\$M)	Deal In
Industry	Agri-business		Rice	5.00	click here
Sector	Rice		ruoc.	5,00	partar, mone
Stock Code	Private		Spices	9.90	click here
Address	1980 Biot No. 110		Agri-Logistics	7.00	click here
Address	Sec.44(Institutional Area)		Epod (Equite & Vegetables)	10.00	click hore
City	Gurgaon		Food (Frans & vegetables)	10.00	cilornete
Zip	122 002		Agri-business	15.00	click here
Country	India		and managements		Sector and
Telephone	91 124 3055 100		Agri Products	9.00	click here
Fax	91 124 3055 199		Chican	0.00	click hard
Email	t@itoverseas.com		Spices	0.00	cuck nere
Website	http://www.itoverseas.com				
More Information					
Uther Location	Delta Service (Delta 2000)				
Investors	Kabo Equity (Oct-2009)				
Ton Management	vijay Kumar Arora, Chairman and Managing Director				
Exits					
Exits	×		Amount (US\$	M) 61.9	

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.

Nozilla Firefox		x		
http://www.ventureintelligence.in/deals/inv	/estordetails.php?value=578	4		
	Investor Profile	*		
Investor	Rabo Equity	> Jan 04	Jul 10	
Address	D-41, 3rd Floor			
	Defence Colony			_
City	Delhi	mount	Dealles	
Country	ndia	US\$M)	Dearmo	1
Zip	110 024		O CHARTER	-
Telephone	91 11 6633 9898	5.0	O CUDATIONS	
Fax		9.9	O click here	
Email	n fo@raboequity.in; satish.kumar@raboequity.in	7.0	n allalabara	-
Website	http://www.rabebank.com/content/global/office_pages/Asia/Indis/private_equity_indis/	7.0	U GIGNITETE	_
	The fund would invest in companies operating in more than 38 sub-sectors of food and	10.0	O chick here	
Description	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	15.0	0 click here	
In the disc Binner	investing in the range of US\$ 3-10 million.	0.0	o elistebara	
In India Since	2009 Description of Discourse View Description (Freedom second	5.0	U LIUKTIETE	
Management	Pranav Aggarval, Principal Sr. Vice President (Pund Management) C Prabhu, Principal Ralesh Srivastava, Chairman & Managing Director	= 6.0	0 clickhara	
Firm Type	Private Equity			
Other Location(s)				
Assets Under Management (US\$ Million)	100			
Stage of Funding (Existing Investments)	Growth, Late, PIPE			
Limited Partners	FC, FMO,DEG, Rabo Bank, Capvent			¥
Number of Funds		1.9		
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	<u>Global Green Company</u> (Agri-business; <u>Mar-2010</u>) <u>Geepe Agri (Agri-business; Oct-2009</u>) Daawat Foods (Agri-business; Oct-2009) <u>LT Foods</u> (Agri-business; <u>Oct-2009</u>) <u>Sri Biotech Laboratories India</u> (Agri-business; <u>Mar-2009</u>)	Caritact Us		
<				

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 deta	ails Pop-up		
PE Investment Deal Info	- Mozilla Firefox	ate > India-dedicated >(USM	5-100 > Jan 04-	lul 10
http://www.venturein	ntelligence.in/deals/dealinfo.php?value=1677735955/0			
	PE Investment	Sector	Amount	Deal Inf
Company	Daawat Foods		(US\$WI)	
Industry	Agri-business	Rice	5.00	dick here
Sector	Rice	Spices	9.90	click here
Amount (US\$M)	5.00	- opioco	0.00	Cherchere
Round		Agri-Logistics	Agri-Logistics 7.00	
Stage	Late	Food (Fruits & Vegetables)	Food (Fruits & Vegetables) 10.00	
Investors	Rabo Equity	And husings	45.00	atiate to a rate
Investor Type	India-dedicated	Agn-business	15.00	click nere
Stake (%)	29.50	Ani Braducte	0.00	allakhara
Date	October-2009	Agn Products	9.00	CICK NETE
City	Gurgaon	Snices	6.00	click here.
Region	North	opices	0.00	GILBICITETE
Website	http://www.ltoverseas.com			_
Advisor Company		Different indexes	-	-
Advisor Investors		More morm	ation on the	pear
More Details	subsidiary of LT Foods.	shows up in	a pop-up wir	dow
Link	http://www.bseindia.com/gresann /news.asp?newsid={CDE724AB- BCC7-42B9-B62F-43EE63810117}]m1=1 http://www.icra.in/Files/PDF/RatingNews /May%2031 %202010-Daawat_Foods.pdf	Amount (U	S\$ M) 61.9	
Financials	Click here	-		

KEY FINANCIALS

RET 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.

Ехро	ort to Excel feat	INTEL	LIGE	R	E
Query: > Jan 07-Dec 07					(The reaching for each
Company	Sector	Amount (US\$M)	Deal info	-	query can be
123Greetings.com	Online Services (E-cards)	5.00	digs laves	1	exported into an
24X7 Learning	(T Services (E-learning)	4.00	dici liwer	1	excel sheet by just a
3D Solid Complexation	Enterprise Software (3D)	1	click INVE		click
A Little World	IT Products (Micro-banking Devices)	2.00	CICP INVE		
ALL Senices Under 1 Root	Facilities Management	4. The H	crici here		Contraction
A2Z Maintenance & Engg	Facilities Management & EPC	18.50	CICP IN ALL		All fields present on the pap-up window
ABG Motors	Electric Motors	15.00	cite hwy.		are nonulated
Accentia Technologies	IT Services (Business Process Management)	5.00	cich have		within the
Adani Power	Power	190.00	ciici Iww.		spreadsheet
/ No. of Deals - 493 To Export the above deals into a	Amount (USS Spinadsheet, Click Here	MI 22851.01	-	1	

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.

	Query: > Jan 07-Dec 07		
WENTP INTELLIO	Opening peinv_deals.xls	Amount	Deal Info
	Deinv, deals.xls	5.00	click, fielde
Welcome Rithvik R	which is a: Microsoft Excel Worksheet	4.00	dick tere
Change your Passe	from: http://www.ventureintelligence.in	-	chill Pare
Database Home	What should Firefox do with this file?	2.00	CHUK GROW
Logout	Special man and some size (second)	-	dick tiere
	Do this automatically for files like this from now on.	18.50	ckcs have
		15 00	dici nini
		5.00	ole3 him
	Un Center	190.00	click here
l	OK Cancel 4 No. of Deals -492 Amount (USS To Export the above deals into a Spreadsheet Cick Here	190.00	dich hare

Sample Export Result

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

	\checkmark	INTELLI	GENCE		Sam	ple E	Export R	esult	L
	-		penny_deals	[Read-Doly] - Mereo	off Excel	-	-	_	-
A Cut A Cut A Cut A Cut Frank Fambri Charlent	Page Labour Calibra - B Z II - _ Lard	$ \mathbf{u} - \mathbf{A}^* \mathbf{a}^* = = =$	No View String Test I die die Elbinse & Center Nagement	General - 109 - 16. + 15 - No. + 15	1 di Constituina Fermitting	Forman at Table - D Chilac	Qui Digit Desire n	2 Autopan - al m - 2 Central	AT B
A2 •	(A								
A	18	¢.	D 5 F	6	н	11 JP	4	K E	- 11
A © TS: Media Pvt. 1td.	B This data is mea	C ant for the internal and non-	p t f commercial use of the purch	G haser and cannot b	H e resolid, rented, i	l icensed or	a otherwise transmitted	K L I without the prior per	M rmission of T
A D TS: Media Pvt. Itd. Compeny	B This data is mea Industry	C. Int for the internal and non-	D 5 F commercial use of the purch Amount Round Stage	G haser and cannot b fovestors	H e resold, rented, Investor Type	icensed or Stake (%)	i otherwise transmitted Date Website	k L I without the prior per Oty	M rmission of T Region
A D TS: Media Pvt. Ltd. Compeny	B This data is mea Industry IT & ITES	C on the internal and non-	D E F commercial use of the purch Amount Round Stage	G haser and cannot b forestors	H e resold, rented, i Investor Type	icensed or Stake (%)	i otherwise transmitted Date Website Date07 http://www.	K L I without the prior per Oity	M mission of T Region
A D TS: Media Pvt. Itd. Compeny D3Greetings.com MK7 Losming	B This data is mea Industry IT & ITES IT & ITES	C Int for the internal and non- Sector Online Services (E-cards) IT Services (E-cards)	D E F commercial use of the purch Amount Round Stage S Late 4 2 Crowth	G haser and cannot b fovestors intel Capital Capital 18	H e resold, rented, i Investor Type Foreign India-dedicated	icensed or Stake (%)	i osherwise transmitted Date Website Dec-07 http://www Nov-07 http://www	6 L f without the prior per City v. 173 greeting Kolkata v. 24x7 Jeannin Bangalo	M rmission of T Region East re South
A D TSI Media Pvt. Itd. Company 123Greetings.com MX7 Learning 30 Sulid Compression	B This data is mea Industry IT & ITES IT & ITES IT & ITES	C ant for the internal and non- Sector Online Services (E-cards) IT Services (E learning) Enterprice Soltware (3D)	D E F commercial use of the purch Amount Round Stage S Late 4 2 Drowth 1 Early	G haser and cannot b fovestors intel Capital Capital 18 106 Ver fures Ind	H e resold, rented, i Investor Type Foreign India-dedicated	icensed or Stake (%)	i otherwise transmitted Date Website Dec-07 http://www Nov-07 http://www Dec-07 http://www	K L I without the prior per Oty v. 173greeting Kolkata v. 24x7learnin Bangalo v. 3dsoc.com Bangalo	M mission of T Region East re South re South
A D TSI Media Put. Ltd Compeny L23Greetingcom MK7 Learning BS Solid Compression & Lintle World	B This data is mea Industry IT & ITES IT & ITES IT & ITES IT & ITES	C ant for the internal and non- Sector Online Services (E-cards) If Services (E-learning) Enterprise Software (3D) If Products (Micro-barrian)	D E F commercial use of the purch Amount Round Stage S (ato 4 2 Crowth 1 Early 2 1 Growth	6 haser and cannot b Investors Intel Capital Capital 18 106 Ventures Ind Ingarum	H e resola, rented, Investor Type Foreign India-dedicated Foreign	icensed or Stake (%)	i otherwise transmitted Date Website Dec-07 http://www Nov-07 http://www May-07 http://www May-07 http://www	K L I without the prior per Oty v. 123greeting Kolkata v. 24x7learnin Bangalo v. 3dsoc.com Bangalo v. alittleworld Mumba	M mission of T Region East re South re South West
A B TSI Media Put Itd Company 128Greetings.com MK7 Learning 8D Sulid Compression 4 Untie World LL: Services Under	B This data is mea Industry IT & ITES IT & ITES IT & ITES IT & ITES I Cther Services	C ant for the internal and non- Sector Online Services (E-cards) IT Services (E-learning) Enterprise Software (3D) IT Products (Micro-bankin Facilities Management	D E F commercial use of the purch Amount, Round, Stege S Late 4 2 Crowth 1 Early 2 1 Growth-95 Growth-95 Growth-95	G haser and cannot b Investors Intel Capital Capital 18 IDG Ventures Ind Legenum Granico Hill	H e resola, rented, Investor Type Foreign India-dedicated foreign India-dedicated	icensed or Stake (%) 13	a scherwise transmitter Date Website Dec-07 http://erwin Nov-07 http://wwn Dec-07 http://wwn May-07 http://arwin Cet-07 http://arwin	K L d without the prior per Oty v. 123greeting Kolkata v. 2447learnin Bangelo v. altitleworld Mumbai fin Numbai	M mission of T Region East re South re South West West
A D TS: Media Put. Ltd Compeny LD3Greeting: com MAT Learning 3D Sulid Compression A LLS envices Under A.LL Services Under A.Z.2 Maintenance & E	B This data is mean Industry IT & ITES IT & ITES IT & ITES IT & ITES IT & ITES I Cother Services Fr Other Services	C ant for the internal and non- Sector Online Services (E-cards) If Services (E-learning) Enterprise Software (3D) If Products (Micro-barkin Facilities Management & Facilities Management &	D E F commercial use of the purch Amount Round Stege S Late 4 2 Crowth 1 Early 2 1 Growth-9E Growth-9E 18-5 Growth-9E	G haser and cannot b Investors Intel Capital Capital 18 106 Ventures Ind Legarum Granito Hill Beacon India	H eresold, rented, Investor Type Foreign India-dedicated Foreign India-dedicated India-dedicated India-dedicated	icensed or Stake (%) 13	i onherwise transmitter Date Website Dec-07 http://www Nos-07 http://www May-07 http://www Cot-07 http://www Cot-07 http://www	k L d without the prior per Oily v. 123greeting Kolkata v. 34x7learning Bangelo v. Jacksev.com Bangelo v. altitheworld Mumbaa f.in Numbaa v. a2grepoie Gurgeon	M mission of T Region East re South re South West West North
A 80 TSI Media Put. Ittl Company 123Greeting.com 2487 Learning 35 Solid Compression A Utile World A LLI Services Under A22 Maintenance & A65 Motors	B This data is mean Industry IT & ITES IT & ITES IT & ITES IT & ITES IT & ITES I & ITES I C Other Services Manufacturing	C ant for the internal and non- Sector Online Services (E-cards) IT Services (E-learning) Enterprise Soltware (30) IT Products (Nicro-barkin Facilities Management & I Electric Mators	D E F commercial use of the purch Amount Round Stege S Late 4 2 Growth 1 Early 2 1 Growth -96 1 38.5 Growth-96 15 Other	G haser and cannot b Investors Intel Capital Capital 18 JDS Ventures Ind Legenum Granite Hill Beaton India Tario Capital	H Investor Type Fineign India dedicated Fineign India-dedicated Fineign India-dedicated India-dedicated India-dedicated India-dedicated	icensed or Stake (%) 13 40	i otherwise transmitted Date Website Dec-07 http://www Nov 07 http://www Dec-07 http://www May-07 http://www Sep-07 http://www Nov-07 http://www	k L d without the prior per Oty v. 123greeting Kolkatz v. 2447learnin Bangelo v. 2447learni	M mission of T Region East re South re South West West North
A 80 TSI Media Put. Ittl Company 133Greatings.com 24X7 Learning 35 Solid Compression A Lutie World A LL Services Under A22 Maintenance 8. Le A65 Motors Accentia Technologie	B This data is mean Industry IT & ITES IT & ITES ITES ITES ITES ITES ITES ITES ITES	C ont for the internal and non- Sector Online Services (E-cards) If Services (E-learning) Enterprise Software (30) If Products (Micro-bankin Facilities Management & Facilities Management & Electric Woors If Services (Buciness Proc	D E F commercial use of the punt Amount Round Stage S (ata 4 2 Growth 1 Early 2 1 Growth-PE 18.5 Growth-PE 15.5 Dther 5 PIPE	G haser and cennor b Investors Intel Capital Capital 18 105 Ventures Ind Inganum Granita Hull Beacon India Benggruen Holda Benggruen Koldar	H eresolic, rented, Investor Type Enreign India dedicated India dedicated India dedicated India dedicated India dedicated Foreign	Icensed or Stake (56) 13 40 31.33	i onherwise transmitted Dec-07 http://www Nov-07 http://www Dec-07 http://www Dec-07 http://www Cot-07 http://www Nov-07 http://www Nov-07 http://www Nov-07 http://www	K L d without the prior per City v. 123greeting Kolkata v. 24v7learnin Bangelo v. alittleworld Mumbai f. in Numbai v. alittleworld Mumbai f. in Numbai v. accordiated Bangelo	M mission of T Region East re South re South West West North North Nest re South

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.

VENTURE	PE-backed IPOs-> Search Industry + ALL • Investor Type + Co-Investment • 📀
Velcome DEMO	Period Jan V 2010 V Dec V 2010 V Show Deals
Change your Password Database Home Logout	Search by Investor Show All Company Show All Search More Info

b. Sample PE Backed IPOs Search.



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.

INTERDORACE	Comp	any	Sector	Size(US\$M)	Exit Info	10
	Guiarat Pinava	Port	Port	109.00	click here	-
	Gujarat ripava	ron		105.00	CITCK HERE	1
ome! DF-backed I	POs - Mozilla Firefo	NY INSTRUCT	m TCable IV	1 446.00		
Y The second sec						
ige you http://www.	ventureintelligence.in/de	eals/ipodeali	nfo.php?value=211932550/			27
base H		-	PE-backed IPOs			^
Cor	mpany	SKS M	icrofinance			
Indu	ustry	BFSI				
Sec	tor	Microfi	nance			
IPO	Size (US \$M)	359.00	(i)			
IPO	Price (Rs.)	985.00				
IPO	Valuation (US \$M)	1665.0	0			
Dea	l Period	Augus	t-2010			
Inve	estors	Unitus SVB Kismet Sandst	Capital India			
Inve	estor Type	Co-Inv	estment			
Wet	osite	http://v	www.sksindia.com			
Mor	re Details	Sale o issue o 9,346,2 which i shares Unitus	f 16,791,579 shares (\$359 m f 7,445,323 share (\$159 milli 56 equity shares (\$200 millio include Sequoia (3,989,703 s). Post Issue stake of the PE 3.7%, Kismet Capital 5.1%, S	illion) consisting of a fresh on) and an offer for sale o n) by existing share holde hares) and Unitus (1,063, investors - Sequoia 14%, andstone 11.6%.	f rs 381	=
Inve	estment Details	Unitus Sequoii investe SVB, U for 28.0 in Sept Capital SVB in	and Vinod Khosla invested \$ a Capital India, Unitus, Vinod d \$12 million for 38,58% in M nitus, Vinod Khosla and SKS 36% in Jan-08. Sequoia Capit -08(from Vikram Akula). SVB invested \$75 million in Nov-0 vested \$9,80 million for 3% in	1 million for 30.18% in Mai Khosla and Odyssey Capi ar-07. Sequoia Capital Indi Capital invested \$23 millio tal India invested \$1.87 mill , Sandstone Capital, Kisme 8. Sequoia Capital India an UJU-09(from Unitus).	06. tal a, n tion et d	
Link	k					
Esti	mated Returns	Sequo 3.39X,	ia Capital india - Return: 11.0 150% Unitus - 16.48X, 164%	8X,IRR: 168& Kismet Capita Sandstone - 3.28X, 143%	al -	
Mor	re Info (Returns)					

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

Exits, select PE Exits via M&A to		TE EARS HE MAN TOULE
search for deals	-	
	Select the database yo PE Investments VC Investments	u would like to query (Definitions) (Definitions)
Velcome DEMO change your Password vatabase Home ogout	Incubation PE-backed IPOs VC-backed IPOs PE Exits - M&A	(Definitions) (Definitions) (Definitions)
	VC Exits - M&A PE Directory VC Directory	(Definitions)

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.

_ /	PE Exits - M&A	-> Search	Once the required
INTELLIGENCE	Industry	> ALL	filters have been
	Deal Type	> Strategic Sale -	show deals
	Period	• Jan 2010 Jul 2010	
Welcome DEMO			Show Deals
Change your Password	Search by		-
Database Home	Investor		Show All
Logout	Acquirer	P.	
	Company	5 m	-
	company		
	Advisor		Show All
			Search

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.

	Query: > Strategic Sal	e > Jan 10-Jul 10			
1	Company	Sector	Amount(US\$M)	Exit Info	-
Velcome ! DEMO	7Strata	IT Services (Remote Infrastructure Management)	1.60	click here	
The second s	Adventity	BPO (Financial Research)	53.00	click here	Ξ
inange your Password	BA Systems	IT Products (Routers)	-	click here	
Database Home	Eastern Condiments	Spices	17.50	click here	
ogout	i-mint	Loyalty Rewards Management	23.00	click here	-
	IUT	Vocational education	-	click here	
	Intelligroup	IT Services	199.00	click here	
	INX Media	TV Broadcasting	15.00	click here	
	Liners India	Auto Components	÷	click here	
	Mango Technologies	Communications Tech	-	click here	-
	No. of Deals - 16	Amo	unt (US\$ M) 843.9		

• Aggregate Information.

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



• 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**.

	PE Directory -> Search Industry * Choose Industry
Welcome DEMO	Stage Buyout Buyout-Large Early Growth
Change your Password Database Home	Deal Range
_ogout	(US \$M) ALL V Bet Dates Jan V 2010 Dec V 2011 V
	Search by
	Investor Show All

VENTURE	Query: > Jan 10-Dec 11	
INTELLIGENCE	List of PE Investors	
	31 ID Constal	
	Asviehkeer	
Welcome DEMO	Asvishiraar Coodwell	
Change your Password	Accel India	
Database Hama	Accing International	
Dalabase nome	Actis	
Logout	Acumen Fund	
	Aditva Birla PE	
	ADM Capital	
	AIF Capital	
	Al Anwar Holdings	~
	4	J.M.S.
	No. of Investors - 204	

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

• 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.

Investor 3i Address 3id floor, Nicholas Piramal Tower Peninsula Park, Ganpatrao Kadam Marg, Lower Pare City Mumbai Country India Zip 400 013 Telephone 91 22 8852 3131 Fax 91 22 8852 3141 Email farun joshi(23).com, anil ahuja(23).com Welcome DEMO Change your Prassword Accoin in Accoin in Accoin in Angement Anila Since Liggoit Action in Additya Bi Accoin in Action in Action in
Address 3rd floor, Nicholas Piramal Tower Peninsula Park, Ganpatrao Kadam Marg, Lower Pare City Mumbai Country India Zip 400 013 Zip 400 013 Bit Fisk Park, Ganpatrao Kadam Marg, Lower Pare City Mumbai Country India Zip 400 013 Bit Fisk Park 91 22 8652 3131 Fax 91 22 8652 3141 Email tanun joshi@31.com, anil ahuja@31 com Website http://www.31 com Change your Prassword Accentin Accentin Accentin Database Home Accentin Accentin Analistic Liggout Accentin Address Site provet Equity fund headquetered in the UK in holis 3t focuses. In India Since 2005 Database Home Accentin Accentin Analagement Anil Ahuja, Head of Asia Firm Type Firm Type Pirvate Equity (Infrastructure) Other Location(s) Assets Under Mana
Peninsula Park, Ganpatrao Kadam Marg, Lower Pare. City Mumbai Country India Zip 400 013 Zip 400 013 Telephone 91 22 6852 3131 Fax 91 22 6852 3131 Change jour Password Account Canada State S
Ouery: City Mumbai Country India Country India Diatabase Bit Fax 91 22 6852 3131 Fax Welcome DEMO Aavishki Fax 91 22 6852 3131 Bit Fax 91 22 6852 3131 Fax 91 22 6852 3141 Welcome DEMO Aavishki Website Introduction Si is a laded Private Eguly fund headquartered in the UK. In India 31 focuses on General Inductions, Business Services, Heids, Consumer, OI, Cas Power and Renewable Encryt, Mendratump, Interactors and Financet Devices. Diatabase Home Accion Introduction Si is a laded Private Eguly fund headquartered in the UK. In India 31 focuses on General Inductions, Business Services, Heids, Consumer, OI, Cas Power and Renewable Encryt, Mendratump, Interactors and Financet Devices. Diatabase Home Accion Introduction In India Since 2005 Diatabase Home Accion Introduction Since and Constructor. Growth Capital Lingouit Accion Introduction India Since 2005 Management Arain Joshi, Associate Director - Growth Capital Anil Anuja, Head of Asia Firm Type Prinvate Equity (Infrastructure) Other Loc
Country India VENTURE List of PE III Zip 400013 Telephone 91.22.0652.3131 Fax 91.22.0652.3131 Fax 91.22.0652.3131 Fax 91.22.0652.3141 Email tanun joshi@3i.com Welcome DEMO Aavishki Aavishki Aavishki Description Si is a laked Private Equity fund headquartered in the UK in huids 3i focuses Change your Password Accarlinic Distabase Home Accarlinic Liggout Accarlinic Accarlinic In India Since Distabase Home Accarlinic Accarlinic Management Anii Ahuja, Head of Asia Firm Type Private Equity (Infrastructure) Other Location(S) Assets Under Manage Global fund Stage of Funding Additya Bi Stage of Funding Additional Information Industry Industry Energy, Eng. & Constructon, Healthcare & Life Sciences, Manufacturing, Jen 2011 Stage of Funding
VENTORE List of PE Zip 400 013 Welcome 91 22 6852 3131 Felephone 91 22 6852 3141 Welcome DEMO Aavishkit Email tanun joshig231 com, anil ahuja(g33 com Webste http://www.31 com Sile a label Pixate Equaly fund headquartered in the UK in hold 31 focuses on General Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Media, Consumer, 04, Gas Power and Renew aber Industrials, Business Services, Massociate Director - Growth Capital Anil Ahuja, Head Of Asia Liggout Accianting Additional Additional Additional Additional Additional Additional Information Inditional Information Additional Information Markwait
Image: Second
Melcome DEMO Fax 91 22 6852 3141 Welcome DEMO Advishki Intro-Ningshi(2)31 com, anil ahuja(2)31 com Website http://www.31 com Change your Password Acount inc Database Home Acount inc Database Home Acount inc Account inc Tarun Joshi Associate Director - Growth Capital Anil Ahuja, Head of Asia Logout Accument Activation Tarun Joshi Associate Director - Growth Capital Anil Ahuja, Head of Asia Firm Type Private Equity (infrastructure) Other Location(s) Advisa Bi Activa Bi Stage of Funding Existing Investments) Alf Arward Additional Information Industry Energy, Engg, & Construction, Heathcare & Life Sciences, Manufacturing, Existing Investments) Non of Inv Existing Investments) Mone (Products / Events 11) Media & Entertament, Other Service, Janc 2010) Mone (Products / Events 11) Some Services, Stage Of Jointon, Janc 2010) Mone (Products / Events 11) Stage of Tunding Existing Investments Mone (Products / Events 11) Media & Entertament, Other Service, Shoping & Logistics Mone (Products / Events 11) Some Service Service (Service) (Service
Welcome DEMO Email tanun joshi@3i com, anil ahuja@3i com Welcome DEMO Asvishka Sis a ladel Private Equity fund headquartered in the UK. In India Si forcesso on General Industria, Business Services, Media, Costumer, OI, Gas Power and Renewable Energy, Manufacturing, Heathcare and Financial Services. Database Home Accention Tanun Joshi (Associate Director - Growth Capital Anil Ahuja, Head of Asia Logout Accention Accention Accention Accention Accention Accention Anil Ahuja, Head of Asia Logout Accention Accention Accention Anil Ahuja, Head of Asia Logout Accention Accention Accention Accention Additional Accention Accention Accention Accention Logout Accention Accention Accention Accention Additional Accention Accention Accention Accention Accention Accention Accention Accention Accention Accention Accention Accention Accention Accention Acting and accention
Welcome DEMO Advisition Welcome DEMO Advisition Si is a label Private Equity fund headquartered in the UK in India Si focuses on General Industrials, Business Services, Media, Consumer, OK Gas Power and Renewable Energy, Manufactumon, Instance and Frances Devices. Database Home Accion Int Accion I
Welcome DEMO Asvisnics Change your Password Accerting Description Sis is also Private Equity fund headquastered in the UK in India Si focusee on General Industrials, Business Services, Ledia, Consumer, 04, Gas Power and Renewable Energy, Manufacturing, Heathcare and Financial Services. Database Home Accerting Accerting In India Since 2005 Database Home Accerting Accerting Tarun Joshi, Associate Director - Growth Capital Anil Ahuja, Head of Asia Logout Accurrent Accurrent Accurrent Anil Ahuja, Head of Asia Firm Type Private Equity (Infrastructure) Other Location(s) Addiva Bi Assess Under Manage Global fund Stage of Funding Existing Investments) Growth, Growth-PE, Late, Other, PIPE, Pre-IPO Manage of Funding Existing Investments Energy, Eng. & Construction, Heathcare & Life Sciences, Nanufacturing, Existing Investments Media 8 Entertainment, Other Services, Shourga 8 Logistics No. of Im Home (Products Events IA PEVC Investments Industry Energy, Eng. & Construction, Media 4 Entertainment, Teo2002) Media Enteray Interp. Sized State PEVC Investments Eventuation, Deco2021) States 2021) Muniter Den & State State Science, Nanufacturing, Octooptica, Macc2021)
Change your Password Accel Inc. Database Home Accel Inc. Accel Inc. In India Since 2005 Management Accel Inc. Accel Inc.
Change your Password Accel Inc. Database Home Apploin In Apploin In Apploin In <t< td=""></t<>
Database Home Apploint Logouit Accion in Actus Tanin Joshi, Associate Director - Growth Capital Anil Ahuja, Head of Asia Logouit Actus Firm Type Private Equity (Infrastructure) Other Location(s) Assets Under Manage Global fund Stage of Funding (Existing Investments) Growth, Growth-PE, Late, Other, PIPE, Pre-IPO AFF Capit Limited Partners Number of Funds Additional Information Industry Existing Investments) Energy, Engr. & Constructon, Healthcare & Life Sciences, Manufacturing, Existing Investments) No. of Int Ferver investments Media & Entertainment, Other Services, Shipping & Logistics More (Products, (Events 1) PEVC investments Stage Octave Services, State Repres, Manufacturing, Existing Investments More (Products, (Events 1) Event Hitter Set Construction, Res2007) State Sciences, Manufacturing, Existing Interpret Repres, State Repres, & Econstruction, Res2007)
Actus Actus Ac
Logout Acument Addiva Bit Addiva Bit Addiva Bit Assets Under Manage Global fund ADIM Car Existing Investments) Growth, Growth-PE, Late, Other, PIPE, Pre-IPO Limited Partners Number of Funds Additional Information Industry Energy, Engg. & Constructon, Healthcare & Life Sciences, Manufacturing, Existing Investments) Not of Int Existing Investments Not of Int Existing Investments Media & Entertainment, Other Services, Shipping & Logistics BVS India (Other Services, Jan-2011) Store Highman, Toll Poicet (Group & Construction, Jan-2010) Serue Highman, Toll Poicet (Group & Construction, Jan-2010) Number Of Products, (Events I) Home (Products, (Events I))
Acument Other Location(s) Aditya Bit Assets Under Manage Global fund Aditya Bit Assets Under Manage Global fund Abit Capit Stage of Funding (Existing Investments) Growth, Growth-PE, Late, Other, PIPE, Pre-IPO Alf Capit Limited Partners Number of Fundis Al Anival Additional Information Industry Energy, Engg. & Constructon, Heathcare & Life Sciences, Manufacturing, Existing Investments) Not of Int Every, Engg. & Constructon, Heathcare & Life Sciences, Manufacturing, Existing Investments) Not, of Int Every, Engg. & Constructon, Jan 2011) Not, of Int Every, Engg. & Constructon, Jan 2011) Not, of Int Every, Engg. & Constructon, Jan 2012) Not, of Int Every, Engg. & Constructon, Jan 2012) Not, of Int Every, Engg. & Constructon, Jan 2012) Not, of Int Every, Engg. & Constructon, Jan 2012) Not, of Int Every, Engg. & Constructon, Jan 2012) Not, of Int Every, Engg. & Constructon, Jan 2012) Not, of Int Every, Engg. & Constructon, Jan 2012) Not, of Int Every, Engg. & Constructon, Jan 2012) Not, of Int Every, Engg. &
Aditya Bit Assets Under Manage Global fund Aditya Bit Stage of Funding ADIM Car Existing Investments) Growth, Growth-PE, Late, Other, PIPE, Pre-IPO Limited Partners All Anward Additional Information Industry Existing Investments) Nox of Inv Home (Products, /Events In Home (Products, /Events In
ADM Car Stage of Funding (Existing Investments) Growth, Growth-PE, Late, Other, PIPE, Pre-IPO AIF Capi Limited Partners AIF Capi Number of Funds AI Anwar Additional Information Industry Energy, Engl. & Construction, Healthcare & Life Sciences, Manufacturing, Existing Investments) Nox of inv Energy, Engl. & Construction, Healthcare & Life Sciences, Manufacturing, Existing Investments) Nox of inv Energy, Engl. & Construction, Healthcare & Life Sciences, Manufacturing, Existing Investments) Nox of inv Energy, Engl. & Construction, Jan 2011) Nox of inv Events (Interguing Color Services, Jan 2011) Nox of inv Events (Interguing Color Services, Jan 2011) Nox of inv Events (Interguing Color Services, Jan 2012) Home (Products, /Events II) Some Highway Communication (Media & Entertainment, Encipital) Home (Products, /Events II) Some Highway Communication (Media & Entertainment, Encipital) Home (Products, /Events II) Since Clinic Acad 2002.) Home (Products, /Events II) Since Clinic Acad 2002.) Bin Clinic Acad 2003.1 Bin Clinic Acad 2003.1 Bin Clinic Acad 2003.1 Bin Clinic Acad 2003.1 Bin Clinic Acad 2003.1 Bin Clinic Acad 2003.1
ADM Cap Existing Investments) Growbit-PC, Late, Other, PTPC,
AIF Capit Limited Partners AI Anward Number of Funds AI Anward Additional Information Industry Energy, Engg. & Construction, Healthcare & Life Sciences, Manufacturing, [Existing Investments] Not of Int Industry Receive & Entertainment, Other Services, Shipping & Logistics BVG India (Other Services, Jan 2011) Some Highmar Toll Projecting (Ency, Lew2010) Some Highmar Toll Projecting (Ency, Sections, Jan 2012) Minitud Communications (Health & Entertainment, Face-2002) Minitud Communications (Ency, Section 2012) Minitud Communications (Ency, Section 2012) Minitud Communications (Ency, Section 2012) Minitud Communications (Health & Entertainment, Face-2002) Minitud Communications (Ency, Section 2012) Minitud Communications (Health & Entertainment, Face-2002) Minitud Communications (Health & Entertainment, Face-2002) Minitud Communications (Health & Entertainment, Face-2002) Minitud Communications (Ency, Section 2012)
Middle Number of Funds Additional Information Additional Information Industry Energy, Engg, & Construction, Healthcare & Life Sciences, Manufacturing, (Existing Investments) Not of its Industry Not of its Existing Investments BVS India (Other Services, Jan 2011) Some Highway, Lews2010) Some Highway, Toll Projects (Energy, Investments) Some Highway, Toll Projects (Energy, Investment, Face2002) Minimum Contraction Some Highway, Toll Projects (Energy, Investments) Home (Products, IE venta 1) Weisson-Spinet Staff Roteing & Logistics, Sam2002.) Home (Products, IE venta 1) Bits Climpherer (New Sciences, Marc2007.)
Additional Information Industry Energy, Engg. & Construction, Healthcare & Life Sciences, Manufacturing, Existing Investments) No. oF inv BVG India (Other Services, Shipping & Logistics) PEVC Investments BVG India (Other Services, Shipping & Logistics) Other Services, Shipping & Logistics BVG India (Other Services, Shipping & Logistics) PEVC Investments BVG India (Other Services, Shipping & Logistics) Other Services, Shipping & Logistics BVG India (Other Services, Shipping & Logistics) With Lineary (India) Brogenetics Brogenetics Bit Services Simple Logistics (Eng. & Construction, Jan 2010.) Some History Toll Projects (Eng. & Construction, Jan 2010.) Monte Contractic (Media & Cheeralinnean, Leacodd) Some English Roteing & Logistics, Acag 2003.) Some English Roteing & Logistics, Acag 2003.) Monte Contractic (Events 1) Bits Sciences, Set (Science) (Science), Acag 2002.1 Bits Science, Set 2 (Science), Science), Acag 2002.1 Monte Contractic (Events 1) Bits Science, Set 2 (Science), Science, Mac 2007.1 Bits Science, Mac 2007.1
Industry Energy, Engg. & Construction, Heathcare & Life Sciences, Manufacturing, Existing Investments No. of Inv Existing Investments Media & Entertainment, Other Services, Shipping & Logistics VSI India (Other Services, Shipping & Logistic) BVSI India (Other Services, Shipping & Logistic) PERVC Investments BVSI India (Other Services, Shipping & Logistic) Volt. Transport Some Histings Toll Projects (Engs. & Construction, Jan 2010.) Some Histings Toll Projects (Engs. & Construction, Jan 2010.) Some Histings Toll Projects (Engs. & Construction, Jan 2010.) Home (Products / Events 1) Some Enterprise (Engs. & Construction, Jan 2017.) Home (Products / Events 1) Bits State Rotten (Manufacturing, Jac. 2007.) Human Parts (Shipping & Logistics, San 2007.) Bits Othersent (Healthcare & Life Sciences, Marc2007.)
No. of Inv Existing Investments) Media & Entertainment, Other Services, Shipping & Logistics BVG Indig (Other Services, Shipping & Logistics) BVG Indig (Other Services, Shipping & Logistics) BVG Indig (Other Services, Shipping & Logistics) BVG Indig (Other Services, Shipping & Logistics) BVG Indig (Other Services, Shipping & Logistics) Some Highmar, Toll Projects (Eng. & Construction, Jan 2010.) Some Highmar, Toll Projects (Eng. & Construction, Jan 2010.) Some Highmar, Toll Projects (Eng. & Construction, Jan 2010.) Some Internation (Indig Cong. & Logistics, Acad 2003.) Some Enternation (Indig Cong. & Construction, Jan 2010.) Monte I Products. (Events 1) Media & Set2 (Shipping & Logistics, Sac 2007.) Bing Other Methodes & Life Sciences, Marc2007.) Bing Other Methodes & Life Sciences, Marc2007.)
PERC Investments BVS Instruction (Instruction (Instruction, Instruction, Instructi
UFO Mosisz (Media & Ententainment, Jan 2022) UFO Mosisz (Media & Ententainment, Jan 2027) Navavusa Engineering (Eng. & Construction: Nov. 2000.)
Duts - M&A Mundra Port & SEZ (Shipping & Logistics: Mar 2009.)

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 i deal information page - for that particular investment/exit.