

PricewaterhouseCoopers India Pvt Ltd

MoneyTreeTM *India Report*

Q2 2013

Data provided by Venture Intelligence

Technology Institute

*This special report
provides summary results of
Q2 '12, Q1 '13 and Q2 '13.*



Table of contents

1. Overview	2
2. Analysis of private equity investments	3
Investments by industry	4
Investments by stage of development	6
Investments by region	7
Top 20 PE deals	8
3. Analysis of PE exits	9
Exits by industry	10
Exits by type	11
Top five PE exits	12
4. Active PE firms	13
5. Sector focus: IT and ITeS	14
Investments by stage of development	16
Investments by region	17
Investments by subsegments	18
PE exits in the sector	19
Definitions	20
Contacts	21

1. Overview

The momentum is back

After a disappointing first quarter, a few large deals inked during the second quarter of 2013 brought some cheer to the private equity markets. The aggregate deal value of 4.72 billion USD for the first half of 2013 now compares itself favourably with the first half of 2012, thereby indicating a 15% growth. These numbers include the 1.26 billion USD investment made by Qatar foundation into Bharti Airtel. Sectors such as manufacturing, information technology (IT) and IT-enabled services (ITeS) witnessed significant activity during the given quarter, with an inflow of investments to the tune of 796 million USD (across six deals) and 453 million USD (across 31 deals) respectively.

During this quarter, the falling rupee was the biggest concern for private equity funds, particularly as a couple of investors tried to exit from some of their investments. Even for those trying to raise funds, it has been an exigent quarter. Along with the challenges caused by the limited partners' activism in recent months, the seemingly poor macro-economic environment within the country has also added to their worries. High levels of current and fiscal account deficits have been another serious concern for them, and while the Indian government has recently tried to relax the foreign direct investment norms in order to attract foreign capital, these measures are not expected to make any significant impact in the short term.

In the near future, it is expected that exits will continue to be the primary focus for private equity funds. Consumer focussed sectors will continue to have investors' attention in terms of fresh investments. However, sharp valuations continue to challenge them and a cautious approach seems to be setting in. At the same time, core sector investments are attracting attention from private equity funds on a selective basis. The reversal in the interest rate cycle can create opportunities for the private equity funds as well, particularly in cases of well-run businesses, which may be suffering from over-levered balance sheets.

The rural market segment has been another area of focus for private equity investors. Such markets have seen a sharp pickup in demand recently, and some investors have been working on understanding this segment better, considering the fact that urban markets are over-served and have reached a saturation point.

Sanjeev Krishan

Executive Director

Leader, Private Equity and Transaction Services

PricewaterhouseCoopers India Pvt Ltd

2. Analysis of private equity investments

Total equity investments in PE-backed companies

After a dismal first quarter, the PE investments in the second quarter of 2013 have bounced back with more than double the value of investments. PE firms have invested 2.33 billion USD across 82 deals in this quarter despite a 3.5% drop in the volume of deals.

In comparison with the same quarter last year, i.e., Q2 '12, there has been an increase of 18% in value despite a 29% drop in the number of deals. In Q2 '12 the value of investments were 1.98 billion USD from 115 deals.

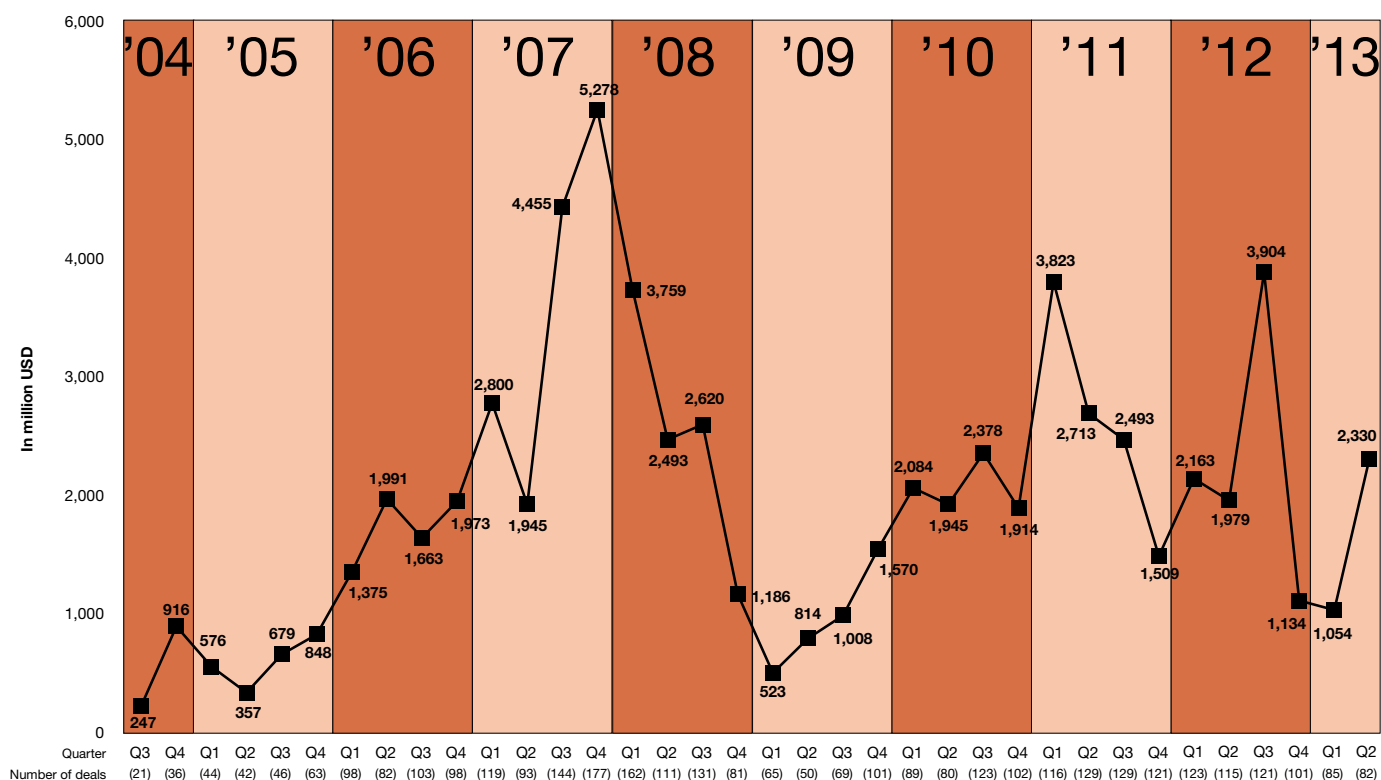
With 31 deals worth 453 million USD in Q2 '13, the information technology (IT) and IT-enabled services (ITeS) sector is the leader in terms of volume and ranks second in terms of value. This is a three-fold growth in value despite a 16% drop in volume, as compared to the previous quarter.

In terms of value, the manufacturing sector leads this quarter with investments worth 796 million USD from six deals. This is a significant leap from the 65 million USD

invested in Q1 '13 and the 47 million USD in Q2 '12. The increase is primarily driven by a couple of large deals, each worth over 250 million USD.

The healthcare and life sciences sector witnessed a 66% growth in the value of investments, seeing an increase from 130 million USD in Q1 '13 to 215 million USD in Q2 '13. Other key sectors, such as engineering and construction, media and entertainment, energy and fast-moving consumer goods (FMCG) have also had investment increases when compared to the prior quarter.

The banking, financial services and insurance (BFSI) sector, which led the previous quarter in terms of value, has shown a considerable drop in investments. The shipping, logistics and education sectors have also recorded declines in the value of deals this quarter as compared to the last quarter.



Note: This report does not include the Bharti Airtel–Qatar Foundation Endowment deal for analysis as Venture Intelligence, according to their definitions, does not consider any investments made by sovereign wealth funds into listed entities as private equity.

Data provided by Venture Intelligence

Investments by industry

Q2 '12, Q1 '13 and Q2 '13

The manufacturing sector received the highest level of PE investments this quarter, attracting 796 million USD from six deals and constituting 34% of the total investments. A couple of large deals have contributed to investment growth in this sector, however, the sector has seen a drop in volume of 25% and 14% as compared to Q1 '13 and Q2 '12 respectively.

While deals in the manufacturing sector have picked up traction in the past few months, two large deals namely, KKR's acquisition of a controlling stake in Alliance Tire from a Warburg Pincus affiliate and Baring Asia's investment in Lafarge, have led the private equity activity within the sector. Stressed balance sheets have been a major contributing factor for driving manufacturing companies towards private equity funding.

Bimal Tanna,
Leader, Manufacturing, PwC India

The IT and ITeS sector, yet again has emerged as the leader in terms of volume with 31 deals worth 453 million USD in Q2 '13. In terms of value, the sector ranks second (manufacturing stands first). The value of investments has shown a three-fold growth despite a 16% drop in volume as compared to the previous quarter. And, when analysed for the same period last year, the sector has shown a growth of 12% in value, while the number of deals has declined by 34%.

During the quarter, the information technology (IT) sector witnessed a large spurt in the overall value of PE deals. Traditionally, the IT and ITeS sectors have been extremely lucrative for private equity investments. The sector has remained fragmented over the last few years, and so has the inflow of investments. Hence, consolidation may be in the offing in the near future. New destinations, such as Chennai and the NCR region, are becoming attractive propositions for private equity investors. While the Indian rupee depreciation is likely to have a favourable impact on the IT and the ITeS segments, the sudden and large spurt in deals will only add a fillip to the otherwise gloomy global market.

Sandeep Ladda,
Leader, Technology, PwC India

The BFSI sector had the highest value of investments in the previous quarter. However, in this quarter, there has been a considerable drop in investments—from 264 million USD across 10 deals in the preceding quarter to 138 million USD from five in this quarter. It declined 47% in value and 50% in volume. Even when compared to the same quarter last year, i.e., Q2 '12, there has been a drop of 60% in the value of investments and 60% in the number of deals.

The energy sector witnessed the third highest investment in terms of value, with investments worth 235 million USD from four deals as compared to 159 million USD from two deals in the previous quarter and 299 million USD from six deals in Q2 '12.

The healthcare and life sciences sector has shown a 66% growth in value quarter over quarter. It rose from 130 million USD across 12 deals to 215 million USD across 11 deals. However, when compared to Q2 '12, the value and volume of deals have fallen by 12 and 15%, respectively.

We see a high level of interest amongst PE players in Indian medical technology companies, as they promise innovative low-cost products, which have the potential to be marketed in other emerging economies of the world. Currently, most of the companies are in their early stage, but given the overall growth of the healthcare sector, they can be ready for their next level of growth through PE investments in less than two years. The sector is expected to hit a market size of 14 billion USD by 2020.

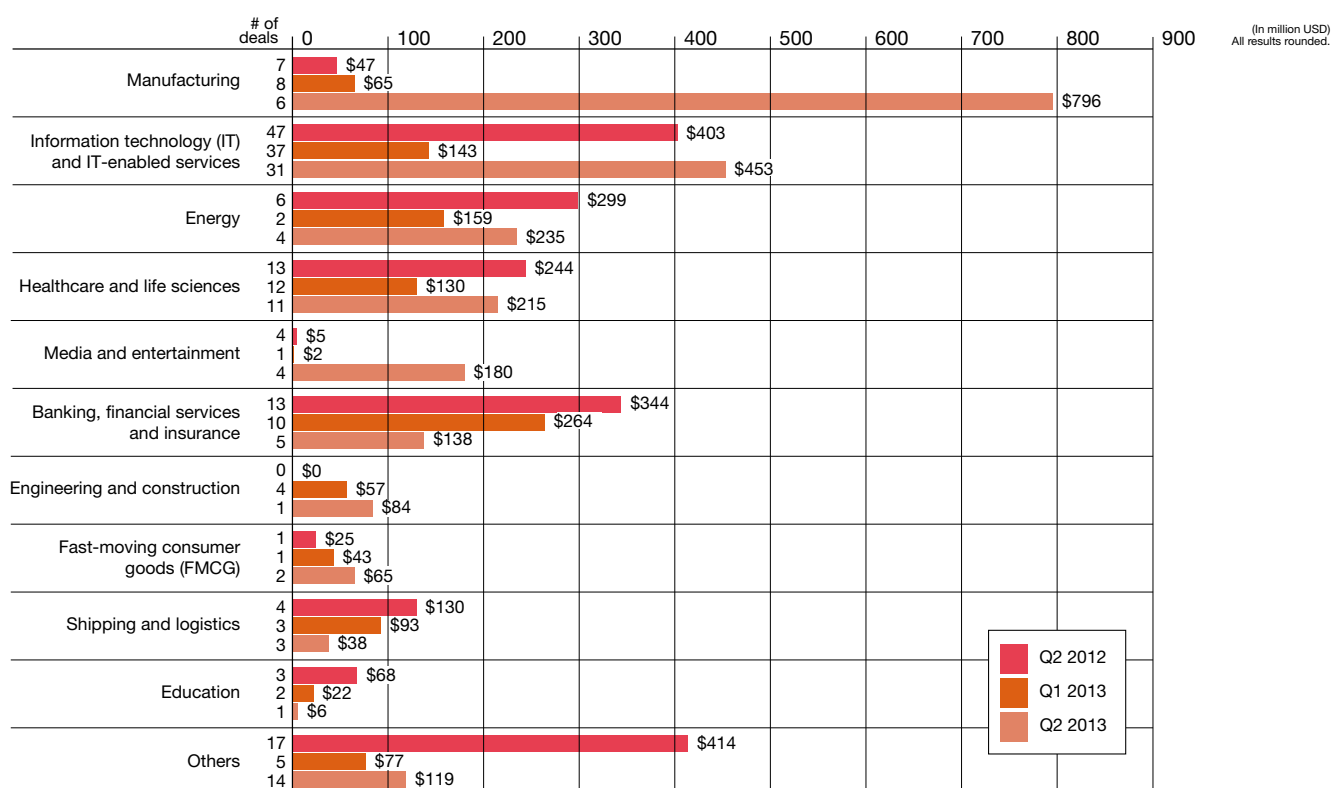
Investments into the healthcare sector will continue to grow based on the robust performance of both the established as well as the newer players. Exits in the form of secondary sale have also brought in a slew of new PE investors into the sector.

Dr. Rana Mehta,
Leader, Healthcare, PwC India

The media and entertainment sector, which had negligible investments in previous quarters, has seen a spurt, garnering an investment of 180 million USD from four deals this quarter.

The engineering and construction and the FMCG sectors have also shown spurts in the value of investments. The engineering and construction sector recorded a single deal worth 84 million USD this quarter, a 47% increase in value vis-à-vis the preceding quarter. For the same period last year, the sector had not witnessed even a single deal. The FMCG sector saw a 50% jump in investments this quarter. It increased from 43 million USD (in a single deal) in Q1 '13 to 65 million USD from two deals. As compared to Q2 '12, the sector witnessed growth of 2.5 times in value with one additional deal.

Both the education and shipping and logistics sectors have reported significant declines in the values and volumes of deals in this quarter as compared to Q1 '13 and Q2 '12.



Note: 'Others' include other services, textiles and garments, travel and transport, hotels and resorts, sports and fitness, advertising and marketing, telecom, agri-business, food and beverages, retail, diversified businesses and mining and minerals.

Data provided by Venture Intelligence

Investments by stage of development

Q2 '12, Q1 '13 and Q2 '13

In Q2 '13, private equity investments in the buyout stage recorded the highest value, seeing 740 million USD from three deals, a significant rise compared with the previous quarter, which saw 64 million USD across three deals. Compared to the same period last year, there was an increase of 9% in investments despite a 57% drop in the number of deals.

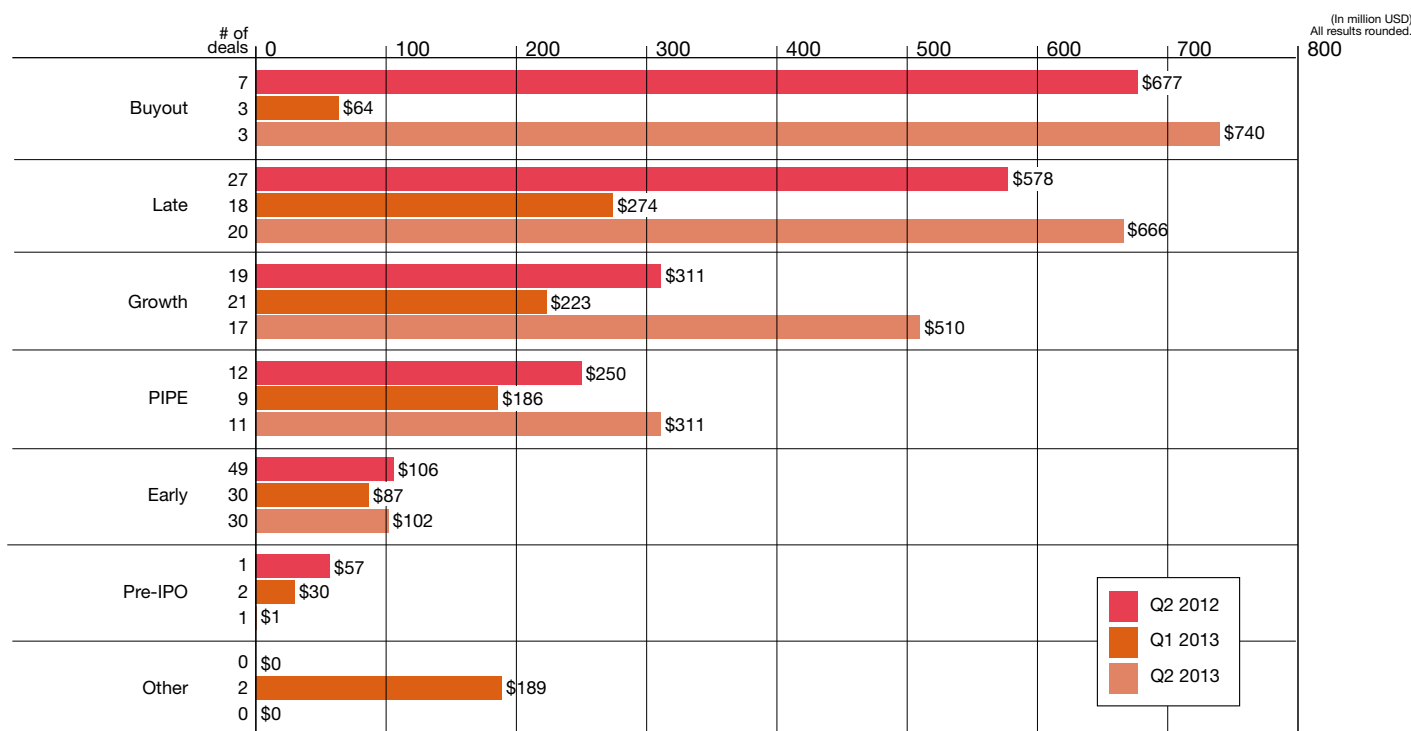
The late-stage deals ranked second both in terms of value and volume of deals with an investment of 666 million USD from 20 deals, a two-fold growth in value and an 11% increase in the number of deals. As compared to Q2 '12, there was a 15% increase in value despite a 26% drop in volume.

The growth-stage deals, with investments worth 510 million USD from 17 deals, stand third in terms of value. This represents an increase of more than 100% in value despite a 19% decrease in the number of deals as compared to the preceding quarter.

Private investment in public equity (PIPE) deals, with an investment valued at 311 million USD, have also shown an increase of 67% in value and 22% in volume this quarter. When compared to the same period last year, i.e., Q2 '12, they show an increase of 24% in value with one less deal.

The early-stage category has the highest number of deals in this quarter (30 deals worth 102 million USD). The volume of deals in the early stage is over 36% of the total deal volume. A growth of about 17% in value with the same number of deals as compared to the previous quarter has been reported. Compared to Q2 '12, there has been a decline of 4% in value and 39% in volume.

This quarter witnessed one deal in the pre-IPO stage worth one million USD.



Note: Definitions for the stage of development categories can be found in the 'definitions' section of this report.
Growth stage in the above graph includes both growth and growth-PE stages.

Data provided by Venture Intelligence

Investments by region

Q2 '12, Q1 '13 and Q2 '13

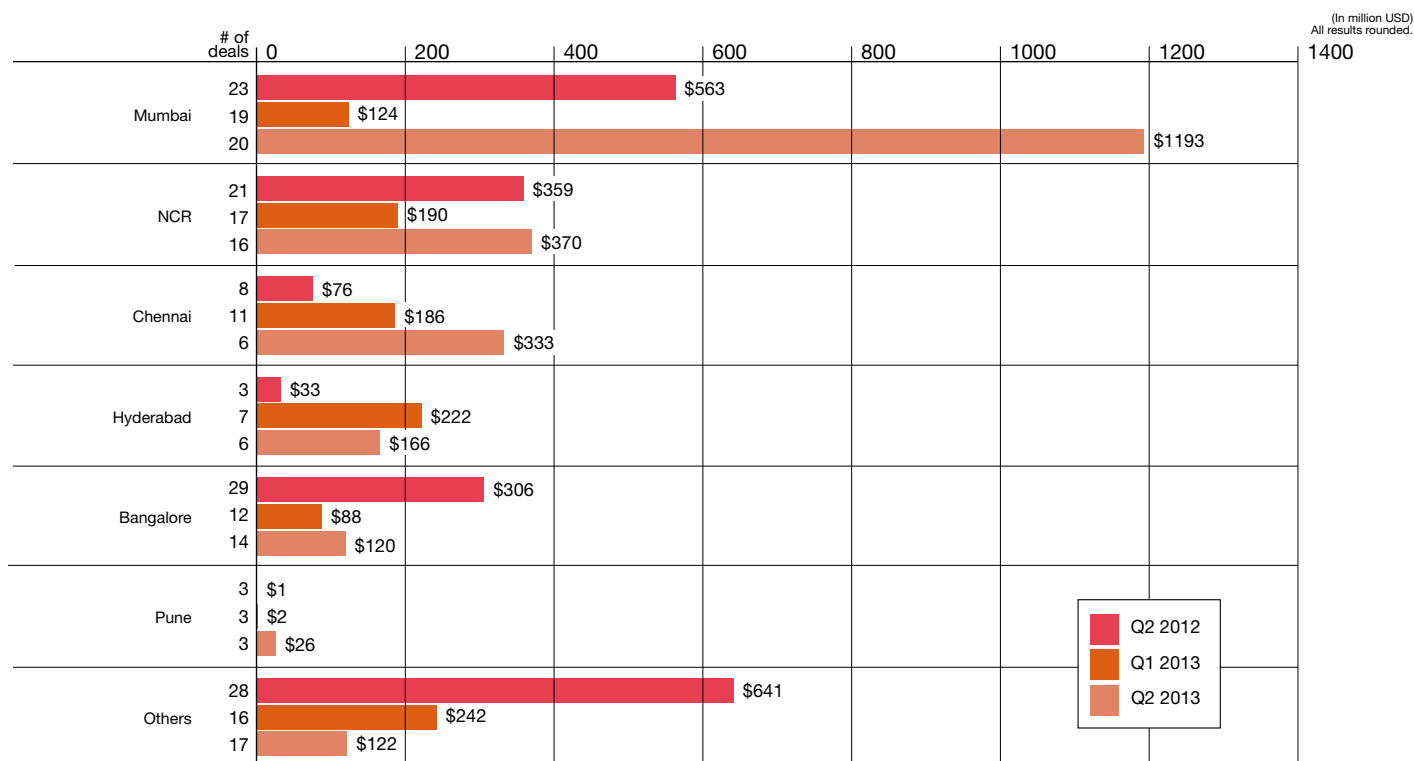
Mumbai is back at the top this quarter, recording the highest level of funding at 1.19 billion USD, more than 50% of the total PE investments. Even in terms of volume, Mumbai, with 20 deals, has the majority share at 24%. As compared to Q1 '13, the investments have shown nearly a 10-fold increase and one additional deal. Even when compared to the same period last year, the investments have doubled despite a 13% drop in the number of deals.

Even though the National Capital Region (NCR) has retained its place in the top three regions on the basis of the number of deals (16 deals), the volume has fallen by 6% and 24% as compared to Q1 '13 and Q2 '12 respectively. However, the value of investments has shown a 95% growth this quarter as compared to the preceding one.

Chennai received the third highest value in funding, seeing 333 million USD from six deals as compared to 186 million USD from 11 deals in Q1 '13, an 80% increase. As compared to investments in the same quarter last year (i.e, 76 million USD from eight deals), the investments in this quarter have shown a four-fold growth in value, but a 25% drop in the volume of deals.

Private equity investments in Bangalore, too, have shown an increase of 36% in value and 17% in the volume of deals, as compared to the prior quarter. However, when compared to Q2 '12, investments have shown a significant decline of 61% and 52% in value and volume, respectively.

Hyderabad, which emerged as the leader in the previous quarter, showed a drop of 25% in investments, going from 222 million USD across seven deals in the previous quarter to 166 million USD across six deals in the current quarter. However, compared to the same period last year, investments have shown a five-fold growth with double the number of deals.



Note: National Capital Region (NCR) includes Delhi, Gurgaon and Noida.

Data provided by Venture Intelligence

Top 20 PE deals

Q2 '13

The top 20 deals comprised 84% of the total deal value in Q2 '13. The top three deals constituted over 50% of the total top 20 deal value. About 87% of the deals in this quarter are below the value of 50 million USD.

Company	Industry	Investor(s)	Deal amount (In million USD)
Alliance Tire Group	Manufacturing	KKR	460
CSS Group	IT and ITeS	Partners Group, Others	270
Lafarge India	Manufacturing	Baring Asia	257
ReNew Wind Power	Energy	Goldman Sachs	135
Den Networks	Media and entertainment	Goldman Sachs	110
Fortis Healthcare	Healthcare and life sciences	IFC	100
JM Financial Products	BFSI	Old Lane	100
NSL Renewable Power	Energy	IFC, DEG, FE Clean Energy, ADB, Proparco, Asia Clean Energy, Others	90
TRIL Roads	Engineering and construction	Tata Capital	84
Snapdeal.com	IT and ITeS	Kalaari Capital, Intel Capital, Nexus Ventures, Bessemer, Samaa Capital, Ru-Net Holdings, Others	50
Tata Sky	Media and entertainment	Tata Capital	50
CavinKare	FMCG	ChrysCapital	45
Milltec Group	Agri-business	Multiples PE	43
Global Hospitals	Healthcare and life sciences	IFC, Sabre Capital	42
Fractal Analytics	IT and ITeS	TA Associates	25
TTK Prestige*	Manufacturing	Cartica Capital	22
Dabur India	FMCG	Baring India	21
BPL Medical Technologies	Healthcare and life sciences	Goldman Sachs	20
TTK Prestige*	Manufacturing	Cartica Capital	19
Parag Milk	Agri-business	IFC	17

*TTK Prestige received two separate rounds of financing from Cartica Capital this quarter.

Data provided by Venture Intelligence

3. Analysis of PE exits

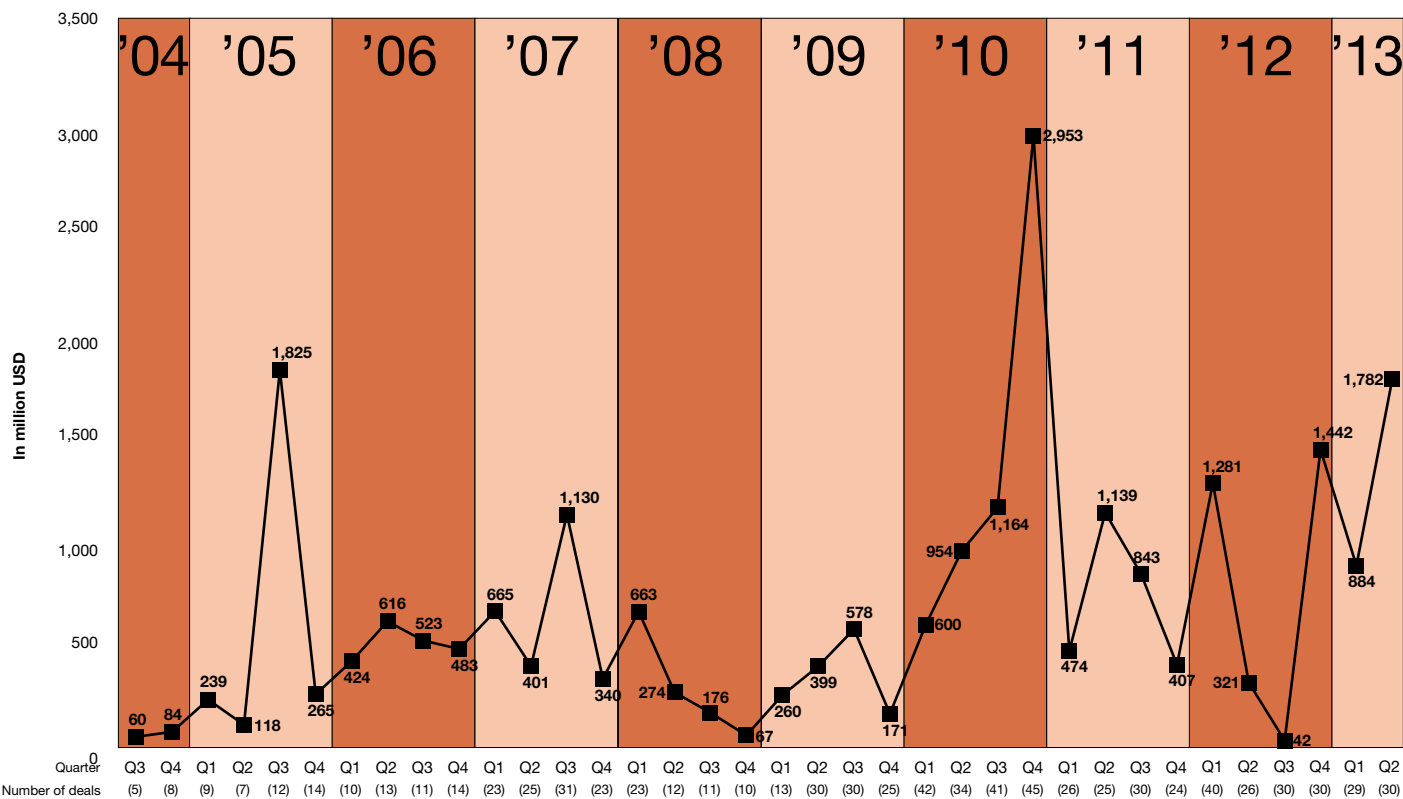
Total PE exits

The exit activity in this quarter has doubled when compared to the previous one. In Q2 '13, PE exits were worth 1.78 billion USD from 30 deals as compared to 884 million USD from 29 deals in Q1 '13.

Compared to the same period last year, the exits have shown a more than five-fold growth in value and an increase of 15% in volume. In Q2 '12, there were 26 exits worth 321 million USD.

The majority of the exits in this quarter came from the IT and ITeS and manufacturing sectors which together contributed around 57% of the total exit value and 53% of the total volume.

In this quarter, about 45% of the exits by value have been through secondary sale (798 million USD from six deals). Exits through public market sale reported the next highest share, with 28% of the exits valued at 498 million USD from nine deals.



Data provided by Venture Intelligence

Exits by industry

Q2 '12, Q1 '13 and Q2 '13

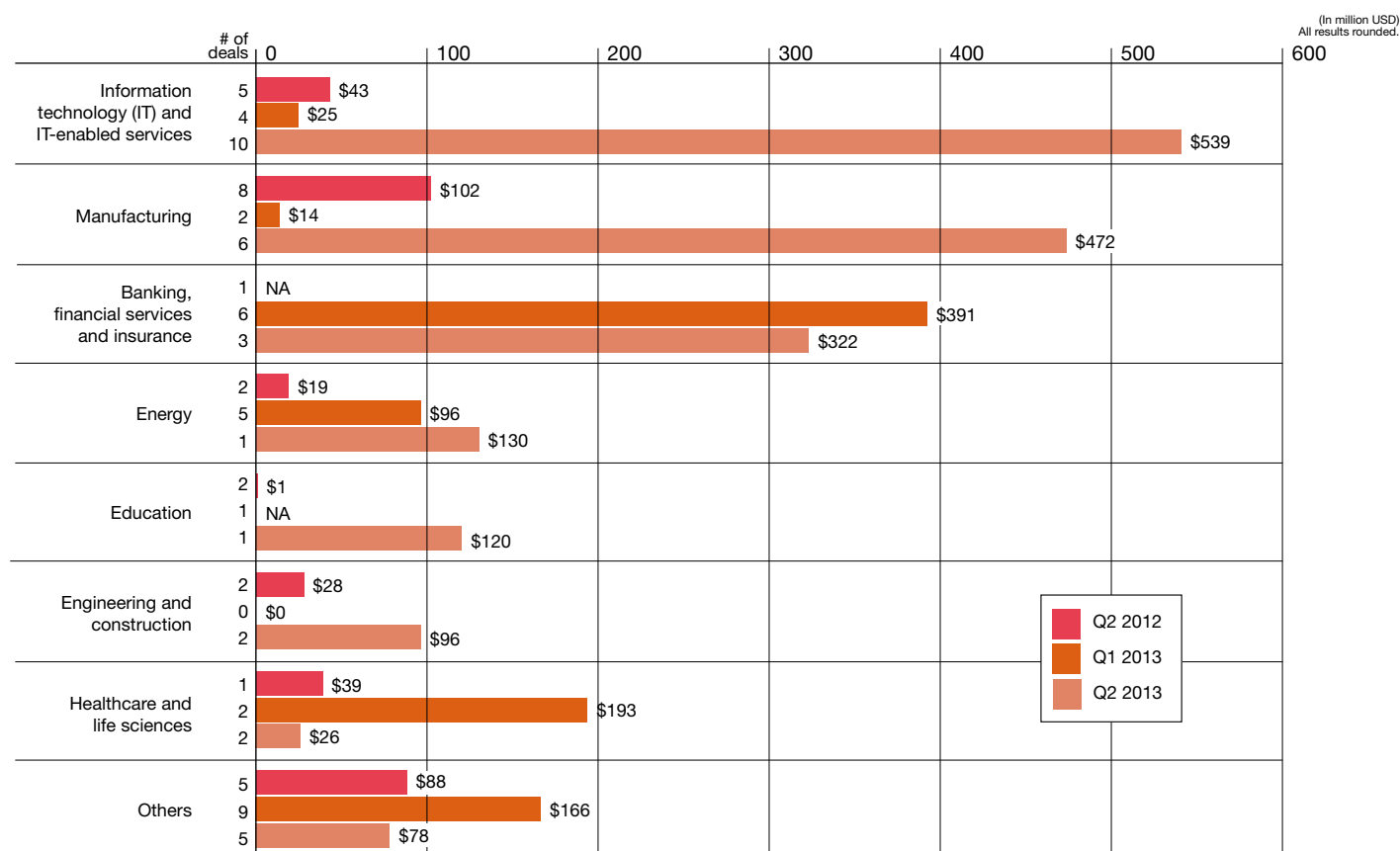
The IT and ITeS sector tops the list of PE exits, in terms of both value and volume, with ten deals worth 539 million USD. This constitutes 30% of the total deal exit value. Compared to the preceding quarter, the exits in this sector have jumped significantly from 25 million USD from four deals to 539 million USD from ten deals. The story remains the same even when compared against the same period last year. In Q2 '12, the exits were worth 43 million USD from five deals.

In terms of exit value, the manufacturing sector ranks second with 472 million USD from six deals in this quarter. The exits in the previous quarter were a meagre 14 million USD from two deals. Compared to the same period last year, the exits have shown a more than four-fold growth despite a 25% decline in the volume of deals.

The energy, education, engineering and construction sectors also have witnessed a spurt in the exit value in the present quarter. The energy sector saw a single exit valued at 130 million USD resulting in a growth of 36% vis-à-vis Q1 '13. The education, engineering and construction sectors, which did not see any exits in the previous quarter, had exits worth 120 million USD (one deal) and 96 million USD (two deals), respectively.

The BFSI sector witnessed an 18% drop in exit value along with a 50% drop in volume, from 391 million USD (six deals) in Q1 '13 to 322 million USD (three deals) in this quarter.

The healthcare and life sciences sector saw a 86% drop in the exit value this quarter, from 193 million USD (two deals) in Q1 '13 to 26 million USD (two deals) in Q2 '13.



Notes: 'Others' include shipping and logistics, media and entertainment, textile and garments, agri-business, other services, retail and hotels and resorts.

NA indicates this information has not been publicly disclosed.

Data provided by Venture Intelligence

Exits by type

Q2 '12, Q1 '13 and Q2 '13

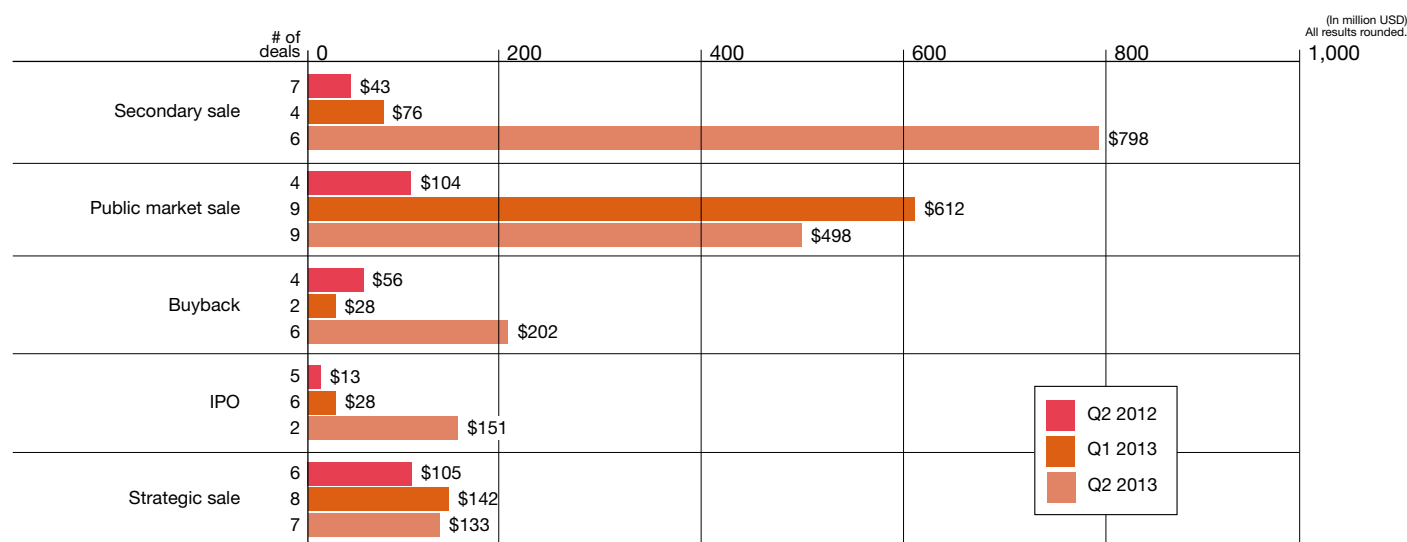
The preferred modes of exits in this quarter have been through public market sale (nine exits) and strategic sale (seven exits), constituting 53% of the total exit volume. The other modes were secondary sale (six exits), buyback (six exits) and two exits through IPO.

In Q2 '13, secondary sale fetched the highest exit value, worth 798 million USD (about 45% of the total exit value). As compared to Q1 '13, the exit value has grown more than ten-fold, with a 50% increase in the number of deals (from four deals in Q1 '13 to six deals in this quarter).

Public market sale ranked second in terms of exit value, worth 498 million USD. It represents about 28% of the total exit value. However, as compared to the prior quarter, public market exit value has fallen by 19%, while the volume of deals remained the same (nine deals).

The exits through strategic sale, in this quarter, has shown a drop of 6% in value and 13% in volume as compared to Q1 '13. However, as against the same period last year, the exits through strategic sale have grown by 28% in value with one additional deal this quarter.

There has been a spurt in both buyback and IPO exits. Buyback exits have gone up from 28 million USD in Q1 '13 to 202 million USD this quarter. Similarly, the IPO exits have also shown an increase, from 28 million USD in the previous quarter to 151 million USD in Q2 '13.



Note: Definitions of the types of exit can be found in the 'definitions' section of this report.

Data provided by Venture Intelligence

Top five PE exits

Q2 '13

The top two exits comprised 32% and the top five constituted close to 51% of the total exit value in Q2 '13.

Company	Industry	PE firm(s)	Deal amount (In million USD)
Shriram Transport Finance	BFSI	TPG Capital	301
CSS Group	IT and ITeS	SAIF, Goldman Sachs, Sierra Ventures	270
JustDial	IT and ITeS	Sequoia Capital India, SAIF, Tiger Global, SAP Ventures	130
Havells India	Energy	Warburg Pincus	130
TRIL Roads	Engineering and construction	Actis	84

Data provided by Venture Intelligence

4. Active PE firms

Based on the volume of deals, Nexus Ventures and the International Finance Corporation (IFC) have emerged as the most active investors for Q2 '13.

The most active PE investors in the second quarter of 2013 include:

Investors	Numbers of deals*
Nexus Ventures	6
IFC	6
Kae Capital	4
Blume Ventures	4
Mayfield	3
Accel India	3
Goldman Sachs	3
SIDBI VC	3
German Investment and Development Corporation (DEG)	2
Omnivore Partners	2
Fidelity Growth Partners	2
Helion Ventures	2
Catamaran Ventures	2
Asian Healthcare Fund	2
NEA	2
Proparco	2
Norwest	2
Baring India	2
Cartica Capital	2
Tata Capital	2
SAIF	2
IndiaVenture	2
Intel Capital	2
Inventus Capital Partners	2

* Number of deals includes both single and co-investments by private equity firms. In cases where two or more firms have invested in a single deal, it is accounted as one deal for each of the firms.

Data provided by Venture Intelligence

5. Sector focus: IT and ITeS

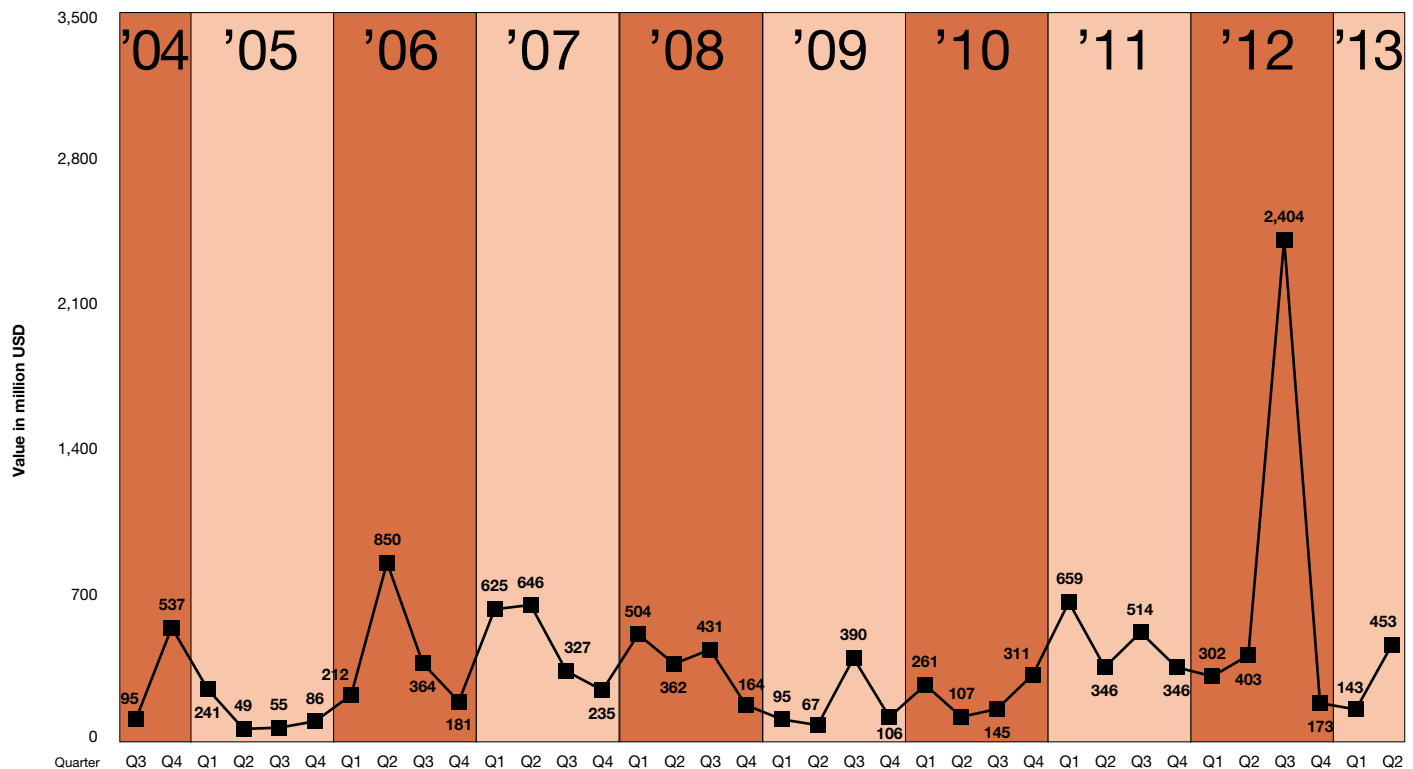
Total PE investments

The IT and ITeS sector witnessed a radical increase in the investment value in Q2 '13 despite a 16% drop in the volume of deals. In this quarter, the PE investments in the sector grew three-fold, from 143 million USD (37 deals) in Q1 '13 to 453 million USD (31 deals).

As compared to the same period last year, the PE investments in this sector have gone up by 12% despite reporting a sizeable 34% decrease in the number of deals

(from 47 to 31). The investments in Q2 '12 totalled 403 million USD from 47 deals.

As in the previous quarters, the IT and ITeS sector saw a lot of early-stage deals with smaller values. This pattern continued in Q2 '13 as well. The average early-stage deal value for the last two quarters has been in the range of three to four million USD.

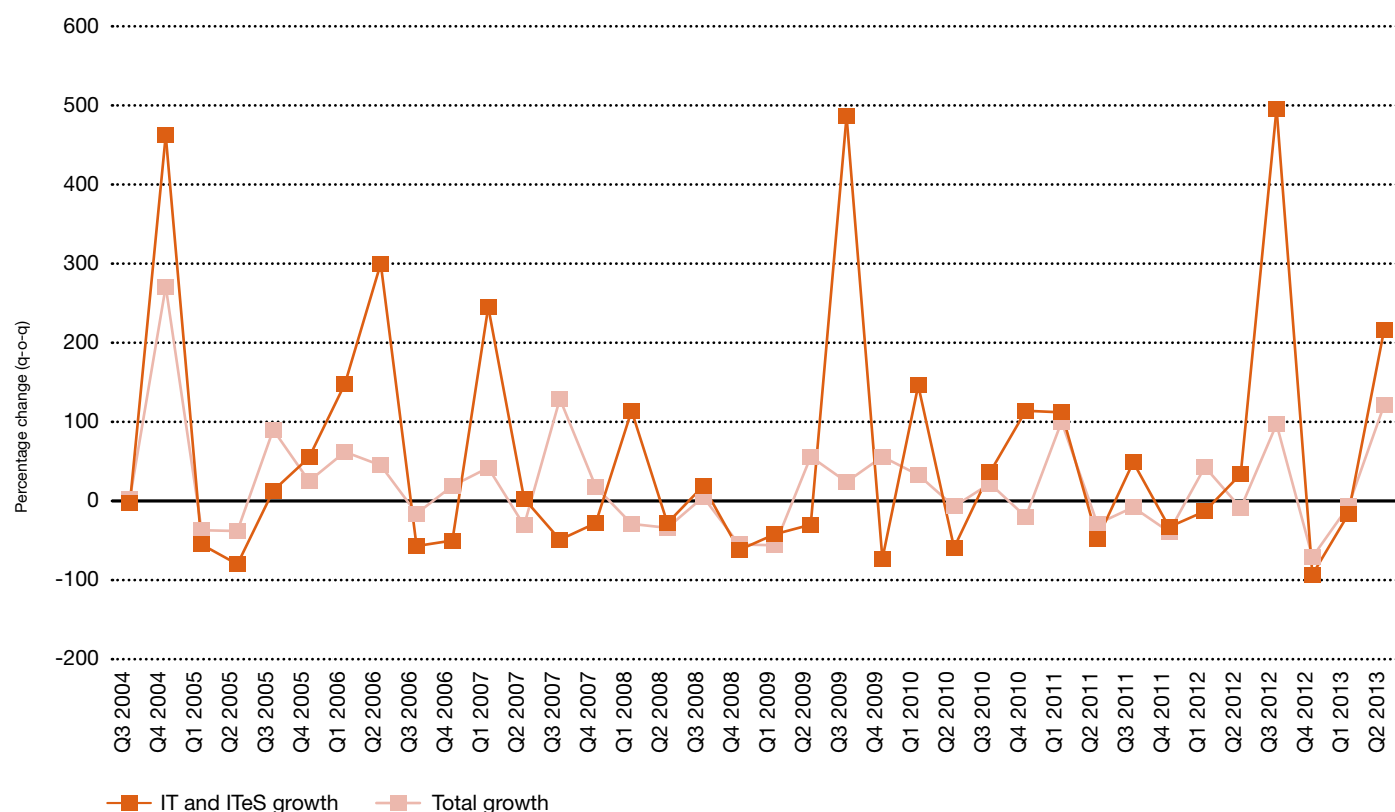


Data provided by Venture Intelligence

Sector focus: IT and ITeS

Growth in IT and ITeS PE funding compared with growth in total PE funding

In the last decade, a comparison between quarter-on-quarter growth rates of the IT and ITeS PE investments and the total PE investments reflects that the sector funding has outpaced growth of the total PE funding in most quarters. In this quarter, the investments at both the overall and the IT and ITeS sector level have improved significantly, with the IT and ITeS sector witnessing a much higher growth rate.



Data provided by Venture Intelligence

Sector focus: IT and ITeS

Investments by stage of development

Q2 '12, Q1 '13 and Q2 '13

The IT and ITeS sector, as usual, witnessed a large volume of deals, but with relatively low value. In most instances in the last decade, the average deal size for this sector has been in the range of 10 to 15 million USD.

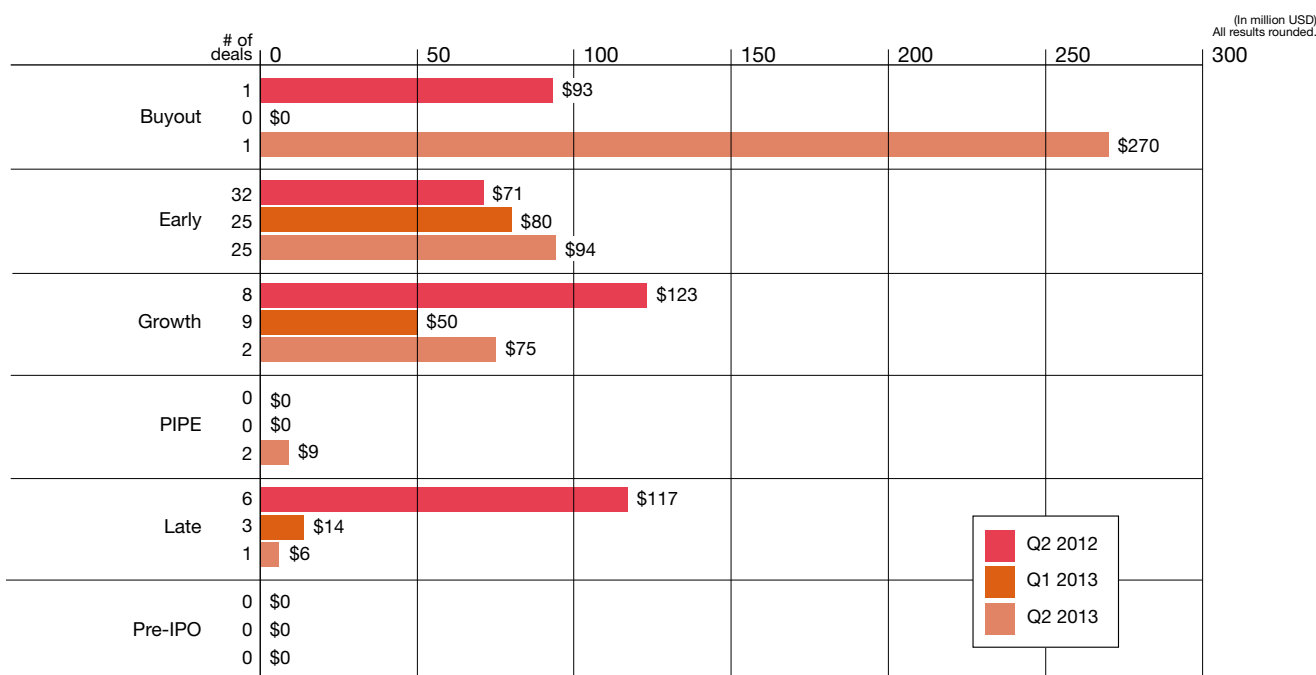
As many of the IT and ITeS companies do not require a large amount of start-up money, we witness the majority of low-value deals occurring in the early stage. In this quarter, i.e., Q2 '13, too, there are 25 deals worth 94 million USD in the early stage, with an average deal size of around 3.7 million USD. In the previous quarter, the sector had seen an investment of 80 million USD in the early stage from 25 deals.

The sector witnessed a large buyout deal worth 270 million USD, the highest investment for the sector in this quarter.

Growth-stage deals saw investments of 75 million USD from two deals in this quarter. This represents a 50% increase in value despite a 78% decline in volume as compared to the preceding quarter.

PIPE and late-stage deals saw investments of nine million USD (from two deals) and nine million USD (from a single deal) in this quarter, respectively

The sector did not witness any investment in the pre-IPO stage in this quarter.



Data provided by Venture Intelligence

Sector focus: IT and ITeS

Investments by region

Q2 '12, Q1 '13 and Q2 '13

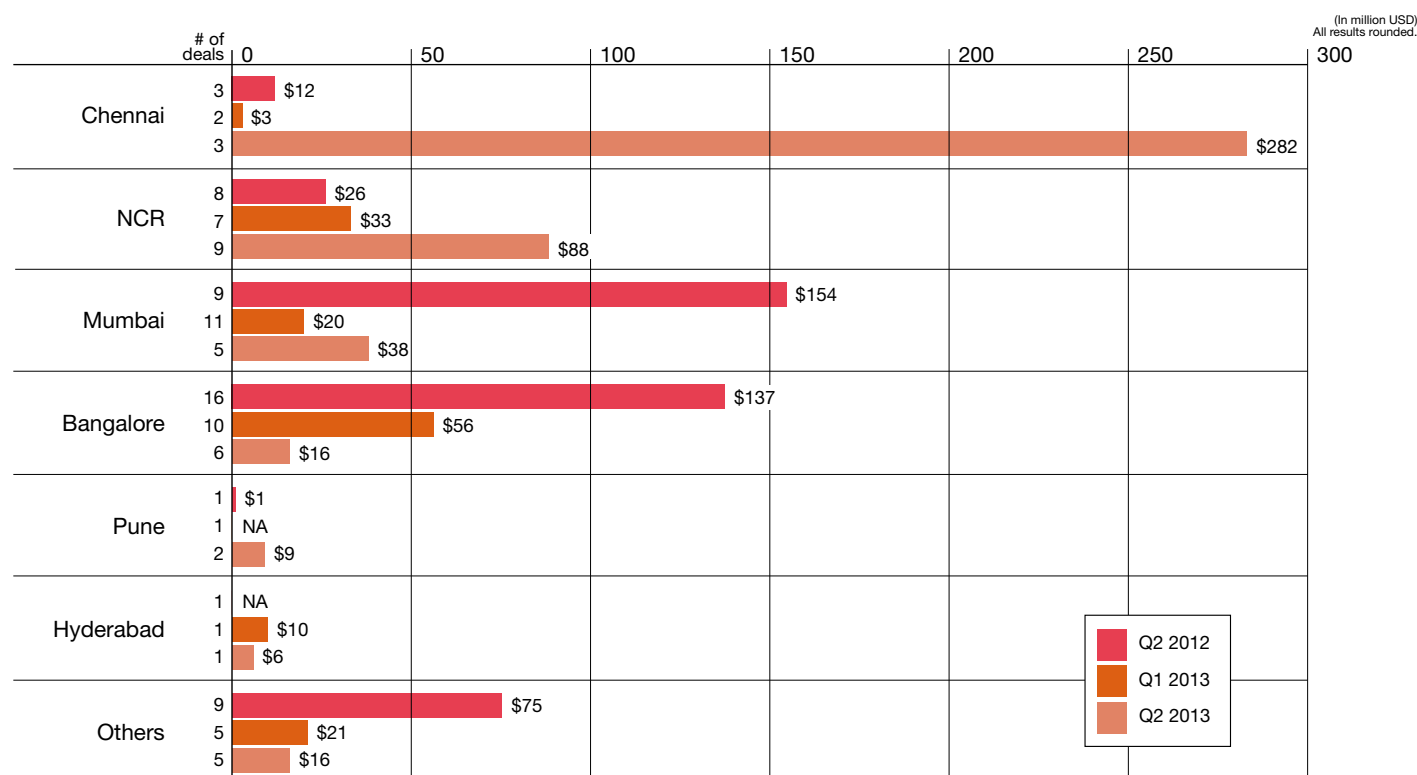
Chennai captured the largest investment this quarter, a total of 282 million USD from three deals. The region has shown a spurt in the value of investments this quarter following a nearly negligible investment of three million USD in Q1 '13.

The NCR region led this quarter with the highest number of deals for the sector and also ranked second in terms of value with an investment of 88 million USD from nine deals.

It was followed by Mumbai with an investment of 38 million USD from five deals, a growth rate of 83% in value but a 55% drop in the number of deals. In Q1 '13, Mumbai witnessed an investment of 20 million USD from 11 deals.

Bangalore, which received the largest investment in Q1 '13, saw 16 million USD invested in six deals, which is a decline of 72% in value and 40% in volume vis-à-vis the previous quarter.

Pune and Hyderabad regions too, saw small investments of nine million USD (from two deals) and six million USD (from a single deal) in this quarter.



Note: NA indicates this information has not been publicly disclosed.

Data provided by Venture Intelligence

Sector focus: IT and ITeS

Investments by subsegments

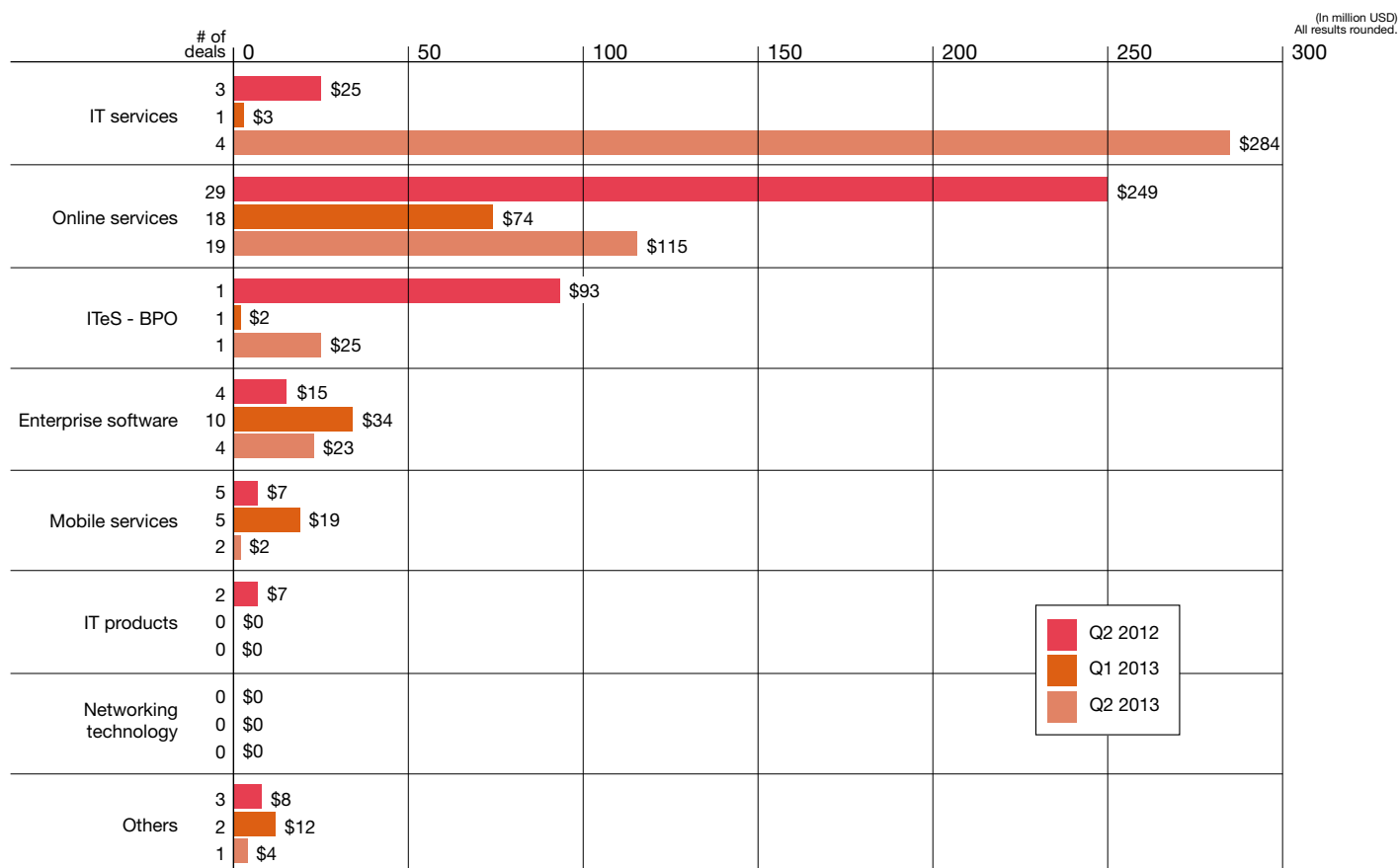
Q2 '12, Q1 '13 and Q2 '13

In this quarter, IT services recorded the highest investment amongst the subsegments, with a total of 284 million USD invested in four deals. In the preceding quarter, the IT services subsegment had received a meagre investment of three million USD from a single deal.

The online services segment received the second highest level of investment worth 115 million USD from 19 deals, the highest in terms of volume. The value of deals has shown a significant growth rate of 56% with just one additional deal this quarter vis-à-vis Q1 '13.

The ITeS-BPO and the enterprise software subsegments received investments of 25 million USD (from a single deal) and 23 million USD (four deals), respectively. The enterprise software segment saw a drop of 34% in value and 60% in volume.

Investments in the mobile services subsegment fell by more than 89% in value and 60% in volume, from 19 million USD (five deals) in Q1 '13 to two million USD (two deals) in this quarter. The other key subsegments, such as IT products and networking technology, have not seen any investment in the last two quarters.



Data provided by Venture Intelligence

Sector focus: IT and ITeS

PE exits in the sector

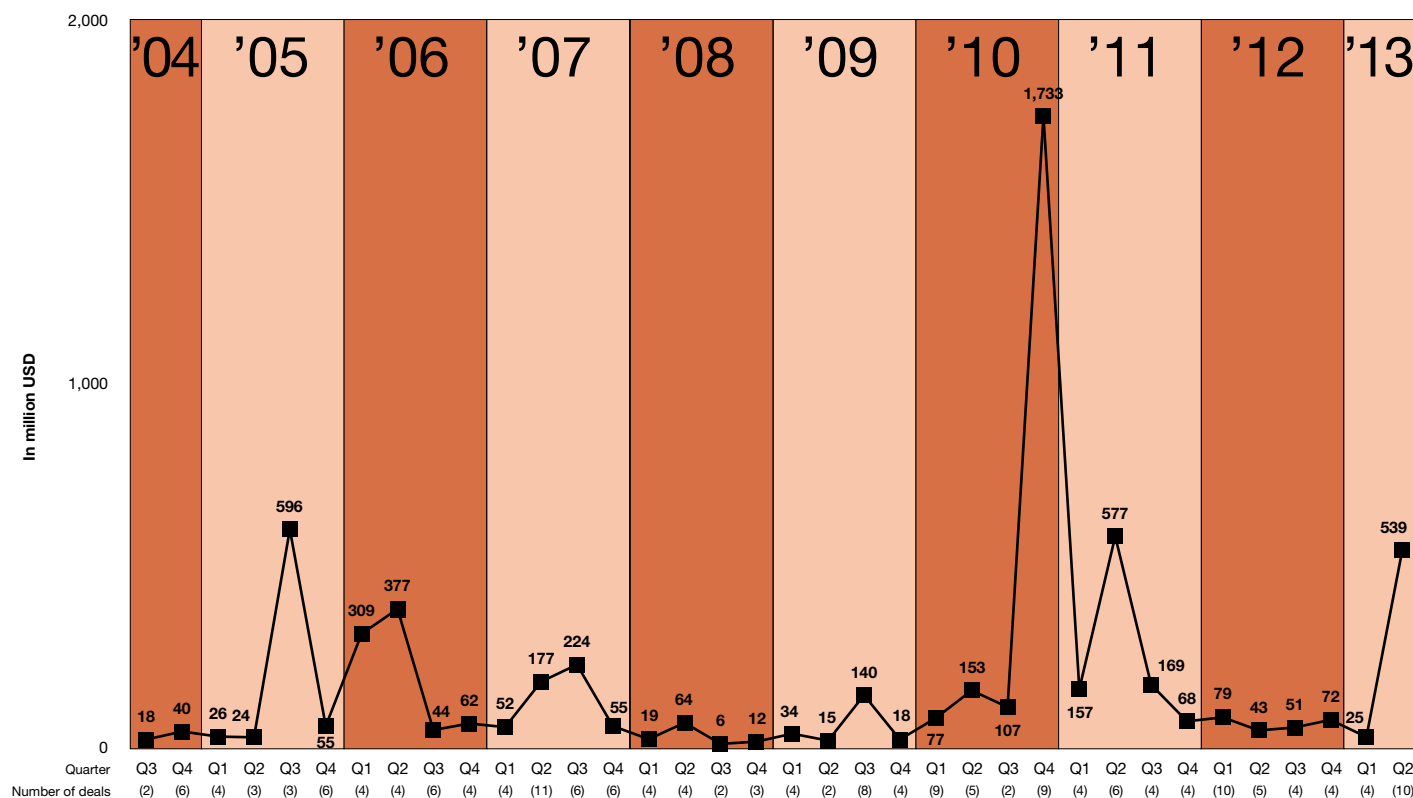
Q2 '12, Q1 '13 and Q2 '13

The IT and ITeS sector saw 10 exits worth 539 million USD in this quarter. The value of exits grew significantly from a total of 25 million USD across four deals in the prior quarter. For the same period last year, i.e., Q2 '12, the sector had five exits worth 43 million USD.

The majority of exits in this sector and in this quarter are through strategic sale. Six out of the 10 exits were through strategic sale and valued at 121 million USD. The IPO

stage, too, witnessed a single exit worth 130 million USD. There were two exits for 18 million USD through public market sale.

The IT services subsegment witnessed three exits worth 287 million USD in this quarter, followed by online services with an exit value of 245 million USD from five deals.



Data provided by Venture Intelligence

Definitions

Stages of development

Early stage: This refers to the first or second round of institutional investments in companies that adhere to the following:

- Less than five years old
- Not part of a larger business group
- Investment is less than 20 million USD

Growth stage: This refers to investments of less than 20 million USD. Also, investments meeting the following criteria are considered in the growth stage:

- Third or fourth round funding of institutional investments
- First or second round of institutional investments for companies that are more than five years old and less than 10 years old or spin-outs from larger businesses

Growth stage—PE: This includes the following:

- First or second round of investments worth 20 million USD or more
- Third or fourth round funding for companies that are more than five years old and less than 10 years old or subsidiaries or spin-outs of larger businesses
- Fifth or sixth rounds of institutional investments

Late stage: This comprises the following:

- Investment in companies that are a decade old
- Seventh or later rounds of institutional investments

PIPEs: The following constitute as PIPEs:

- PE investments in publicly listed companies via preferential allotments or private placements
- Acquisition of shares by PE firms via the secondary market

Buyout:

- This is an acquisition of controlling stake via purchase of stakes of existing shareholders.

Buyout—large:

- This includes buyout deals of 100 million USD or more in value.

Other:

- This includes PE investments in special purpose vehicle (SPV) or project-level investments.

Types of PE exits

Buyback:

- This includes purchase of the PE or VC investors' equity stakes by either the investee company or its founders or promoters.

Strategic sale:

- This includes sale of the PE or VC investors' equity stakes (or the entire investee company itself) to a third party company (which is typically a larger company in the same sector).

Secondary sale:

- Any purchase of the PE or VC investors' equity stakes by another PE or VC investors constitutes secondary sale.

Public market sale:

- This includes the sale of the PE or VC investors' equity stakes in a listed company through the public market.

Initial public offering (IPO):

- This includes the sale of PE or VC investors' equity stake in an unlisted company through its first public offering of stock.

Contacts

Sandeep Ladda

Leader, Technology
sandeep.ladda@in.pwc.com

Sanjeev Krishan

Leader, Private Equity
sanjeev.krishan@in.pwc.com

This report was researched and written by the following:

Pradyumna Sahu

Director, Technology
pradyumna.sahu@in.pwc.com

Rajendran C

Knowledge Manager, Technology
rajendran.c@in.pwc.com

Sibi Sathyan

Knowledge Manager, Private Equity
sibi.sathyan@in.pwc.com

About PwC's Technology Institute

The Technology Institute is PwC's global research network that studies the business of technology and the technology of business with the purpose of creating thought leadership that offers both fact-based analysis and experience-based perspectives. Technology Institute insights and viewpoints originate from active collaboration between our professionals across the globe and their first-hand experiences working in and with the technology industry. For more information please contact Raman Chitkara, Global Technology Industry Leader at raman.chitkara@us.pwc.com

About PwC

PwC firms help organisations and individuals create the value they are looking for. We are a network of firms in 158 countries with close to 180,000 people who are committed to delivering quality in assurance, tax and advisory services. Tell us what matters to you and find out more by visiting us at www.pwc.com.

PricewaterhouseCoopers and Venture Intelligence have taken responsible steps to ensure that the information contained in the MoneyTree™ report has been obtained from reliable sources. However, neither of the parties can warrant the ultimate validity of the data obtained. Results are updated periodically. Therefore, all data is subject to change at any time. Before making any decision or taking any action, you should consult a competent professional adviser.

pwc.com