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IVCA-EY PE/VC Roundup

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Building a better
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Foreword and outlook



Vivek Soni

Partner and National Leader
Private Equity Services, EY India

“ 1H2024 recorded US\$31.5 billion in PE/VC investments, 8% higher than the investments in 1H2023 and 30% higher than 2H2024. The number of deals in 1H2024 was higher by 49% y-o-y. In value terms, 1H2024 has already accounted for 59% of last year’s PE/VC investments.

“ While the pure play PE/VC investments in 1H2024 (US\$18.6 billion) were higher by 20% compared to 1H2023 (US\$15.5 billion), real estate and infrastructure asset class saw a decline of 7% (US\$12.8 billion in 1H2024 vs. US\$13.8 billion in 1H2023). Compared to 2H2023, pure play PE/VC investments are up by 12% (US\$16.6 billion in 2H2023)

“ Buyout investments were the highest deal type in 1H2024 at US\$9.9 billion, followed by growth investments at US\$7.6 billion. In terms of number of deals, the start-up segment recorded the highest volume (322) accounting for 49% of deals in 1H2024. From a sector point of view, infrastructure was the top sector in 1H2024, recording US\$7.1 billion in PE/VC investments.

“ PE/VC exits were at US\$11 billion across 159 deals in 1H2024, an 18% increase y-o-y. (US\$9.4 billion in 1H2023). Open market exits in 1H2024 accounted for 72% of all exits by value (US\$7.9 billion).

“ PE/VC exits are a critical aspect of the investment lifecycle. Exits are vital for PE/VC investors as they help in capital rotation and return generation for LP’s and pave the way for follow on fund raising by GP’s. The buoyant Indian capital markets have created favourable conditions for PE/VC investors to divest their stakes and generate returns on their investments in listed companies. The bid-ask spread in private transactions, valuation arbitrage between public and private trades along with the deepening market for large block deals in listed companies have all played a role in changing the dynamics that PE/VC funds consider when determining the right exit strategy. Please see the spotlight section for more details.

“ As we go past the halfway mark for 2024, PE/VC investment flows into India have remained robust with a monthly average run-rate of US\$5 billion, that is higher than the preceding two years. This is complemented by an increase in deal volume, with a monthly average volume of over 100 deals in 1H2024 (compared to 73 deals in 2023). Notwithstanding valuation challenges, India continues to be a bright spot for deal-making, with its PE/VC ecosystem innovating to find opportunities for investments and make the best of the buoyant exit conditions. The next event to watch out for is the budget from new Union government expected later in July 3rd week. We remain cautiously optimistic.



- 1 Half yearly trend analysis: 1H2024
- 2 Quarterly trend analysis: 2Q2024
- 3 Monthly trend analysis: June 2024
- 4 Spotlight: PE/VC exit trends

01

Half yearly trend analysis:
1H2024

Key trends: half-yearly



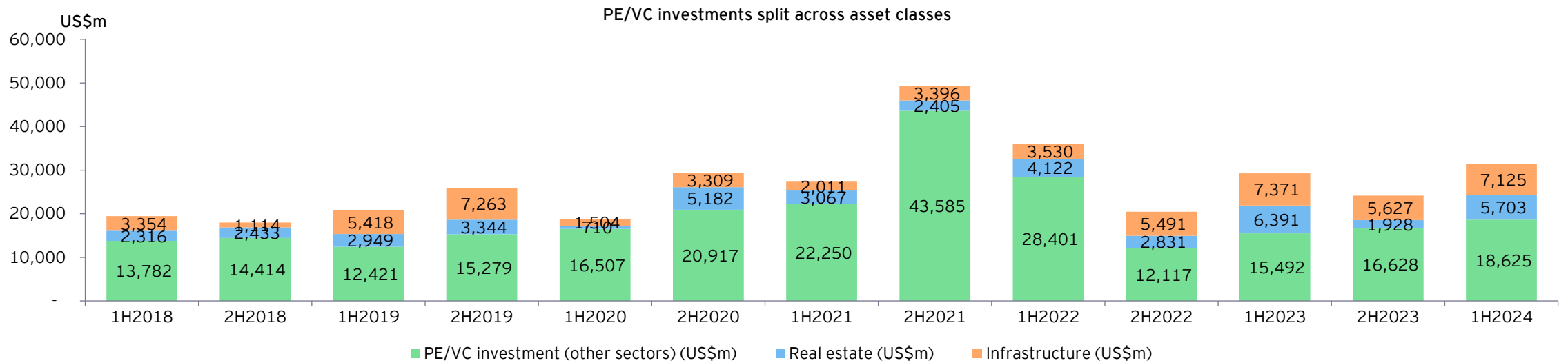
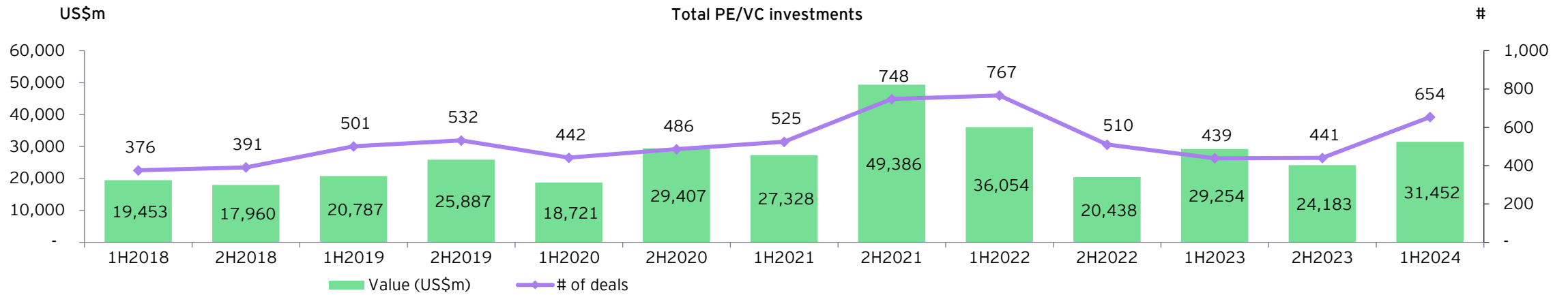
- ▶ On a half-yearly basis, PE/VC investments in 1H2024 by value recorded an 8% increase y-o-y, and 30% compared to 2H2023 (US\$31.5 billion in 1H2024 vs. US\$29.3 billion in 1H2023 and US\$24.2 billion in 2H2023). 1H2024 has already recorded 59% of last year's investment value and we expect the bullish trend to continue. In terms of number of deals, 1H2024 recorded an increase of 49% compared to 1H2023 and 48% compared to 2H2023 (654 deals in 1H2024 vs. 439 deals in 1H2023 and 441 deals in 2H2023).
- ▶ Pure play PE/VC investments (excluding real estate and infrastructure sectors) in 1H2024 (US\$18.6 billion) were 20% higher compared to 1H2023 (US\$15.5 billion) and 12% compared to 2H2023 (US\$16.6 billion). It accounted for 59% of total PE/VC investments in 1H2024. Real estate and infrastructure asset class investments grew by 70% compared to 2H2023 (US\$12.8 billion in 1H2024 vs US\$7.6 billion in 2H2023).
- ▶ 1H2024 recorded 69 large deals (deals above US\$100 million) aggregating to US\$22.6 billion compared to 61 large deals aggregating to US\$18.1 billion in 2H2023, a 25% growth sequentially. However, the value of large deals in 1H2024 was 4% lower y-o-y, compared to 1H2023, which recorded 64 large deals aggregating to US\$23.6 billion. In value terms, large deals accounted for 72% of the overall PE/VC investments in 1H2024. The largest deals in 1H2024 saw Brookfield acquire ATC India Tower Corporation for US\$2 billion, followed by a tie of two deals at US\$1.5 billion where Macquarie acquired Vertelo, and ADIA and KKR invested in Reliance Retail Ventures warehousing assets.
- ▶ Buyouts were the highest with US\$9.9 billion invested across 28 deals, 42% y-o-y increase in value terms (US\$7 billion across 30 deals in 1H2023) and 96% higher compared to 2H2023 (US\$5.1 billion across 28 deals in 2H2023). This was followed by growth investments, at US\$7.6 billion across 88 deals, 27% y-o-y decline (US\$10.5 billion across 72 deals in 1H2023 and US\$6.6 billion across 75 deals in 2H2023). Credit investments recorded the highest y-o-y increase of 64% and three times increase in number of deals, at US\$5.6 billion across 141 deals (US\$3.4 billion across 47 deals in 1H2023 and US\$3.7 billion across 40 deals in 2H2023).

Key trends: half-yearly



- ▶ Start-up investments recorded US\$4.9 billion across 322 deals vs. US\$3.8 billion across 249 deals in 1H2023. PIPE deals were the lowest with US\$3.5 billion across 75 deals vs. US\$4.7 billion across 41 deals in 1H2023, and US\$3.7 billion across 70 deals in 2H2023.
- ▶ From a sector perspective, infrastructure was at the top in 1H2024 (US\$7.1 billion across 44 deals), marginally lower than the US\$7.4 billion across 35 deals in 1H2023. Real estate secured second rank with US\$5.7 billion invested across 70 deals, 11% lower than US\$6.4 billion recorded across 28 deals in 1H2023. Financial services sector took the third spot with US\$5.4 billion recorded across 111 deals, a 27% y-o-y increase (US\$4.3 billion across 79 deals in 1H2023). Other traditionally favored sectors by PE/VC investors, such as e-commerce and technology, grew by 74% and 24% y-o-y, respectively. However, investments in healthcare declined by 32% y-o-y.

PE/VC half-yearly headline trends: investments

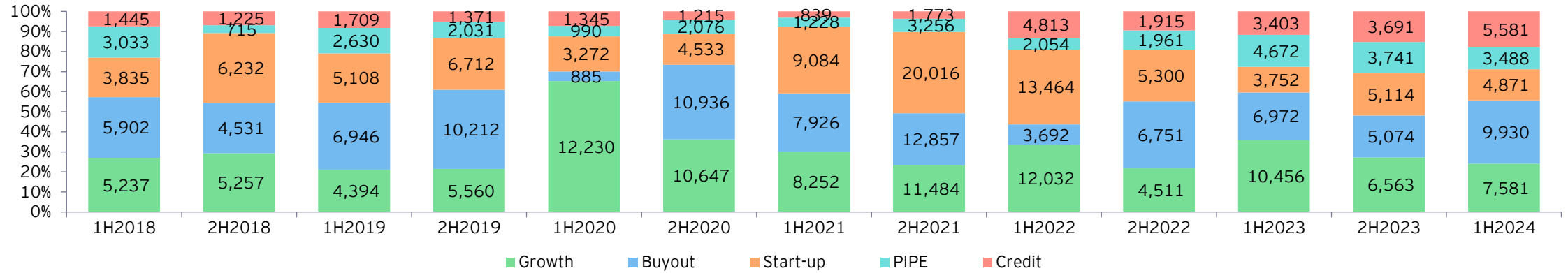


Real estate includes deals across real estate (residential and commercial), hospitality and construction
 Infrastructure includes deals across roads, ports, railways, power and utilities, renewables and telecom infrastructure

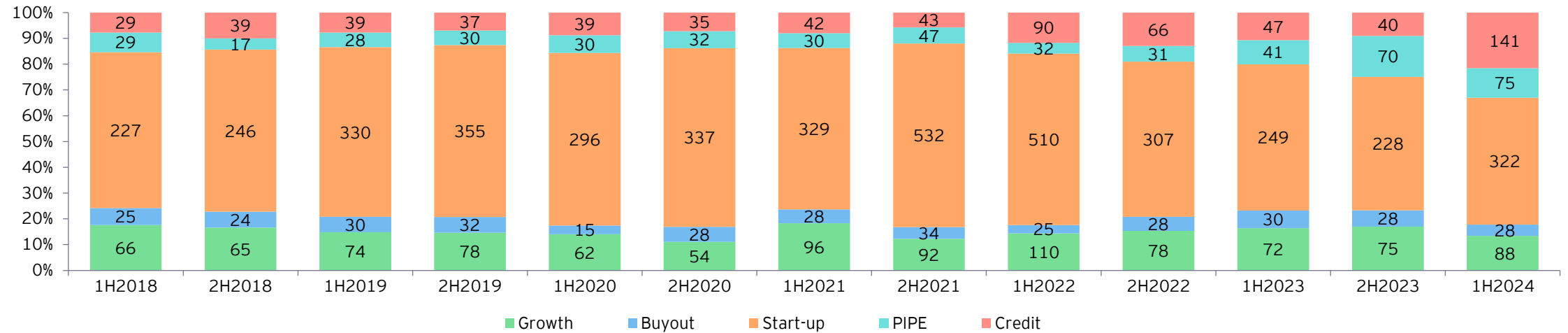


PE/VC half-yearly headline trends: investments

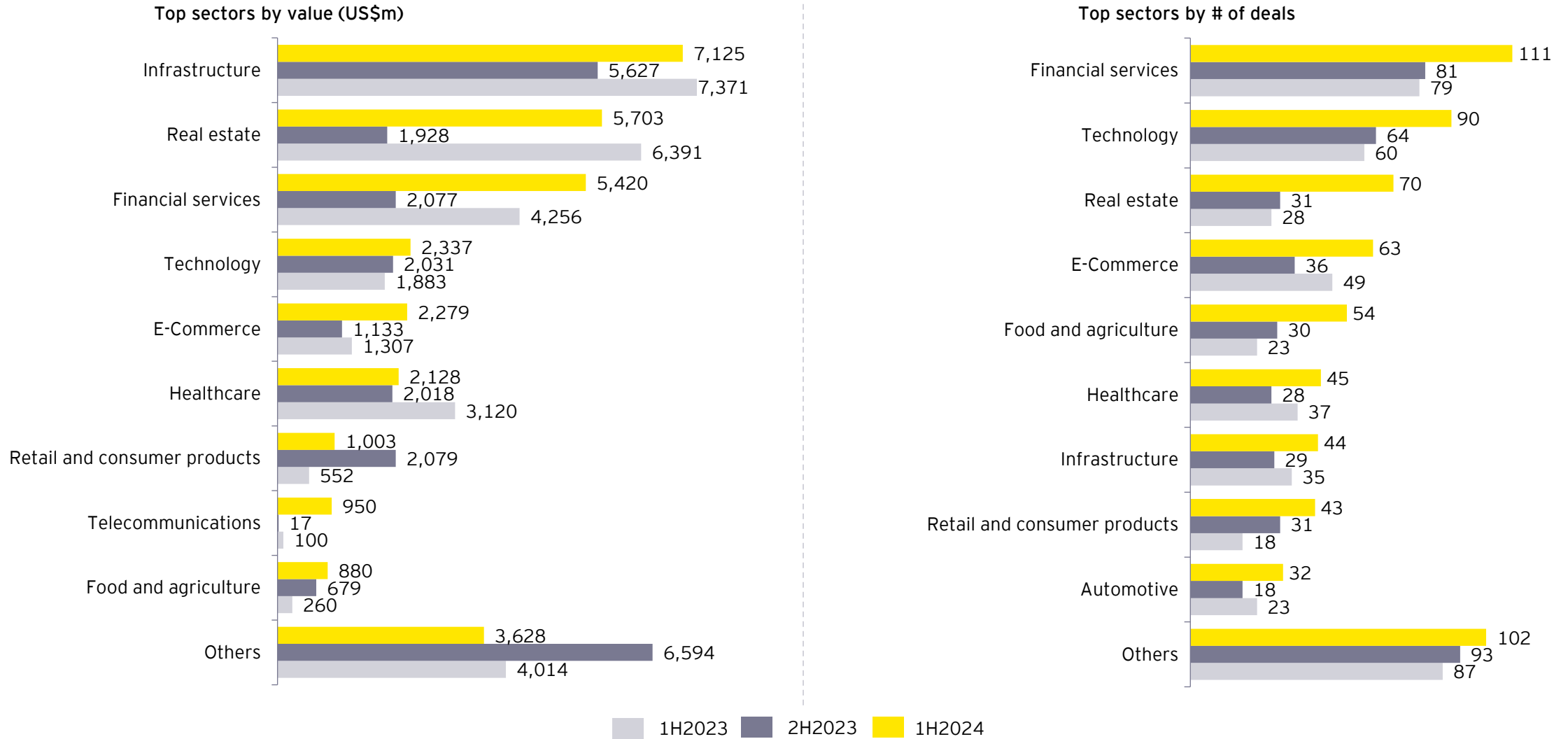
PE/VC investments: split across deal segments (value in US\$m)



PE/VC investments: split across deal segments (number of deals)

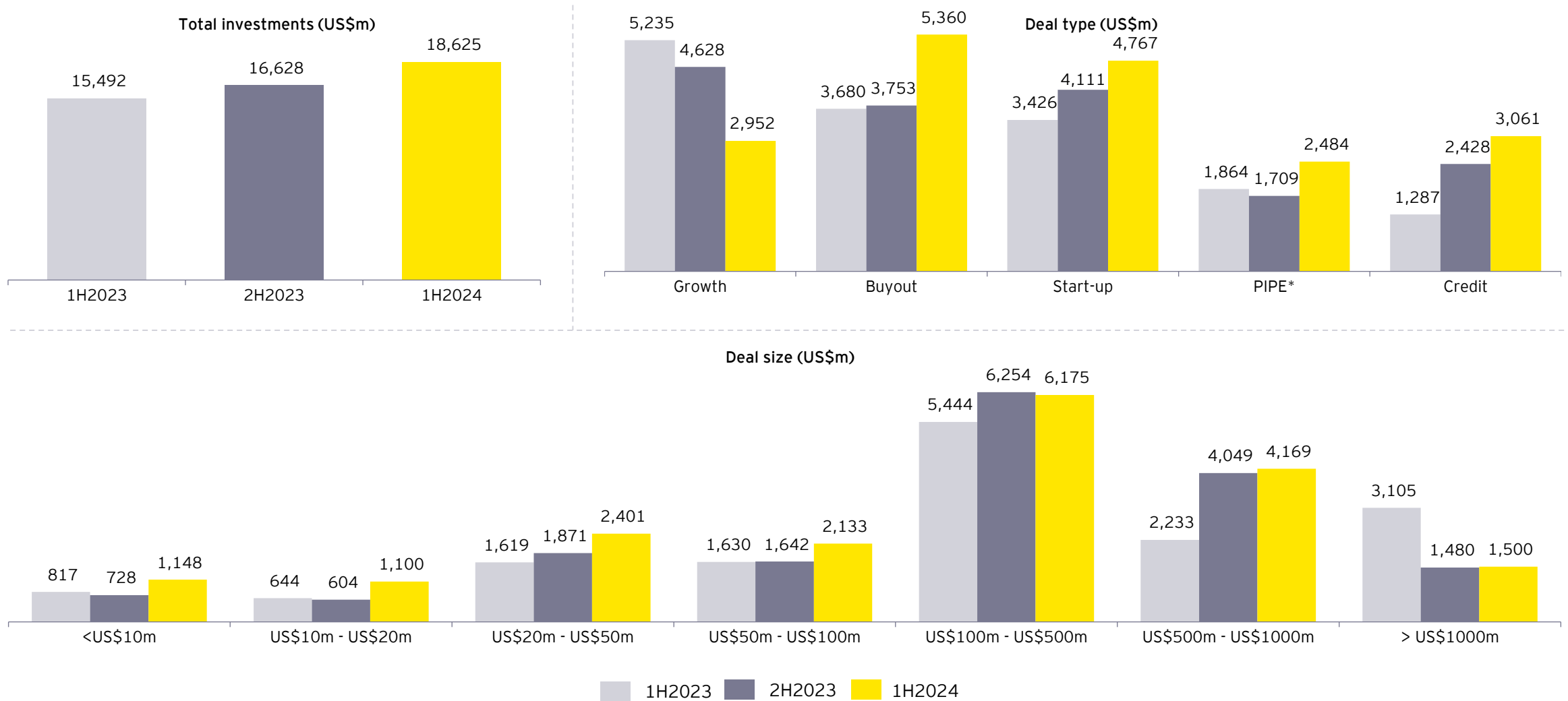


PE/VC half-yearly headline trends: investments



Investments (excluding *infrastructure and real estate*)

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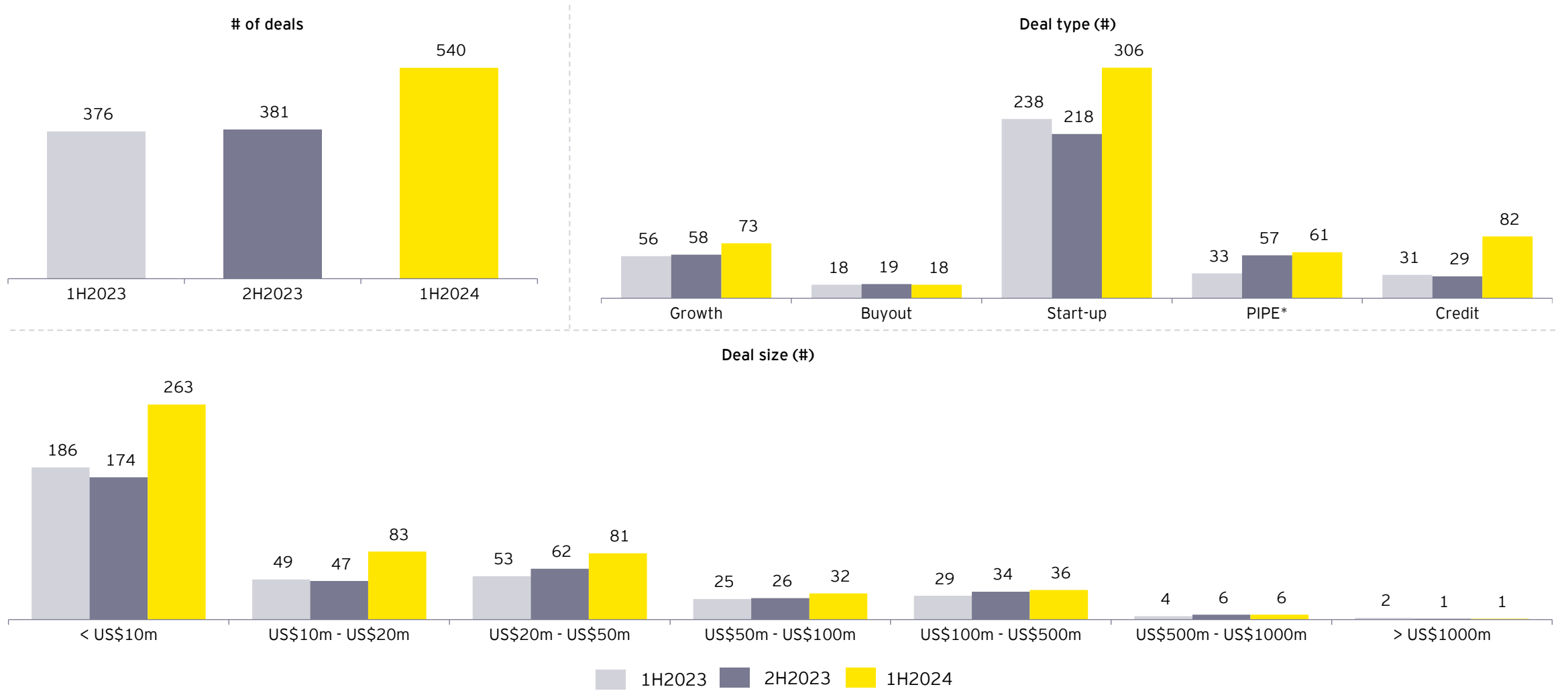


* PIPE: Private investment in public equity

Note: Deal value not available on 28 deals in 1H2023, 31 deals in 2H2023 and 38 deals in 1H2024

Investments (excluding *infrastructure* and *real estate*)

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* PIPE: Private investment in public equity

Note: Deal value not available on 28 deals in 1H2023, 31 deals in 2H2023 and 38 deals in 1H2024

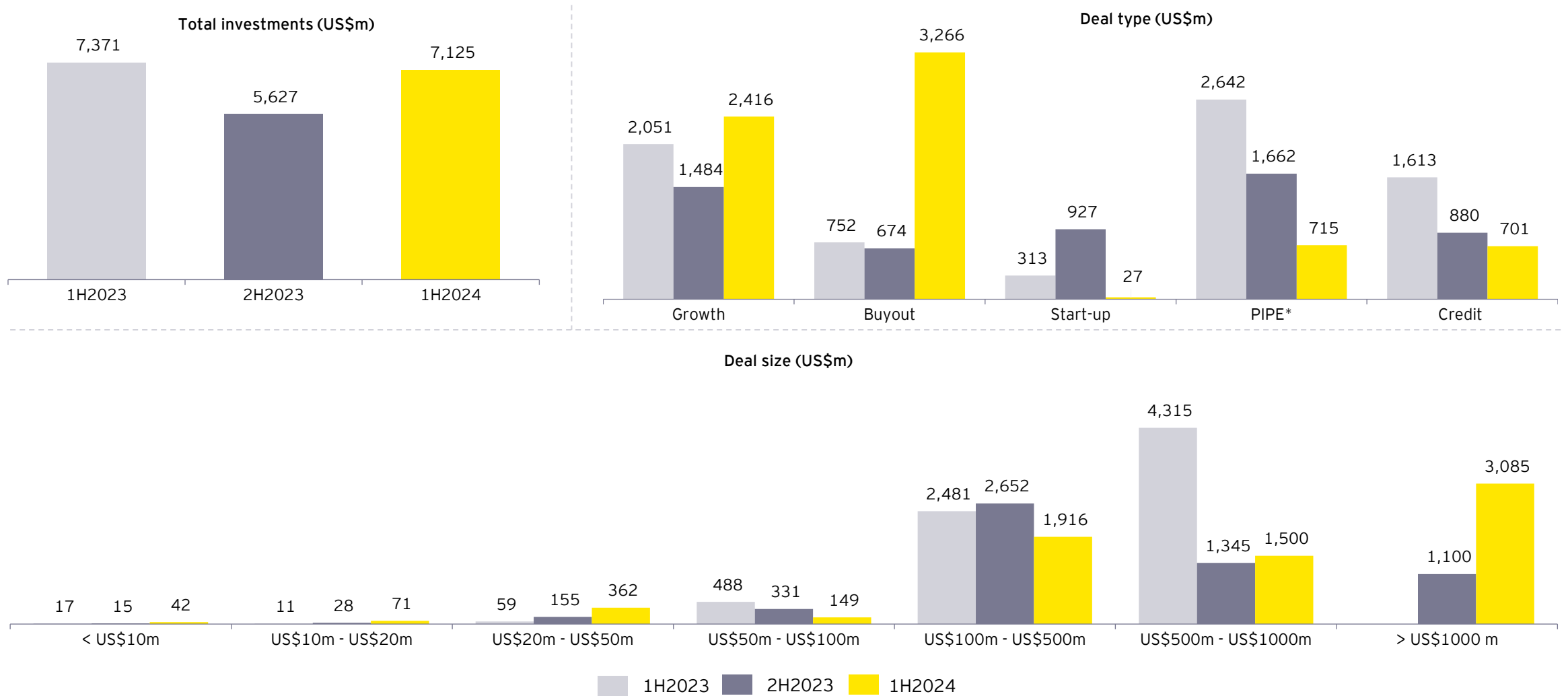
Top PE/VC investments

Top PE/VC investments excluding infrastructure and real estate in 1H2024

Company	PE investors	Sector	Stage	US\$m	Stake (%)
Vertelo	Macquarie	Financial services	Buyout	1500	100
Altimetrik Corp.	TPG	Technology	Buyout	900	60
Healthium Medtech	KKR	Healthcare	Buyout	838	100
Bharti Airtel	GQG, ADIA, Goldman Sachs, Australian super and others	Telecommunications	PIPE	711	1
KiranaKart Technologies (Zepto)	Glade Brook Capital, StepStone Group, Nexus Venture Partners and others	E-Commerce	Start-up	665	18
Shriram Housing Finance	Warburg Pincus	Financial services	Buyout	554	100
HDFC Bank	IFC	Financial services	Credit	500	NA
ITC	GIC and Kuwait Investment Authority	Retail and consumer products	PIPE	447	1
Appasamy Associates Group	Warburg Pincus	Healthcare	Buyout	300	65
Apollo Healthco (Apollo 24/7)	Advent	E-Commerce	Start-up	297	17

Investments: *infrastructure*

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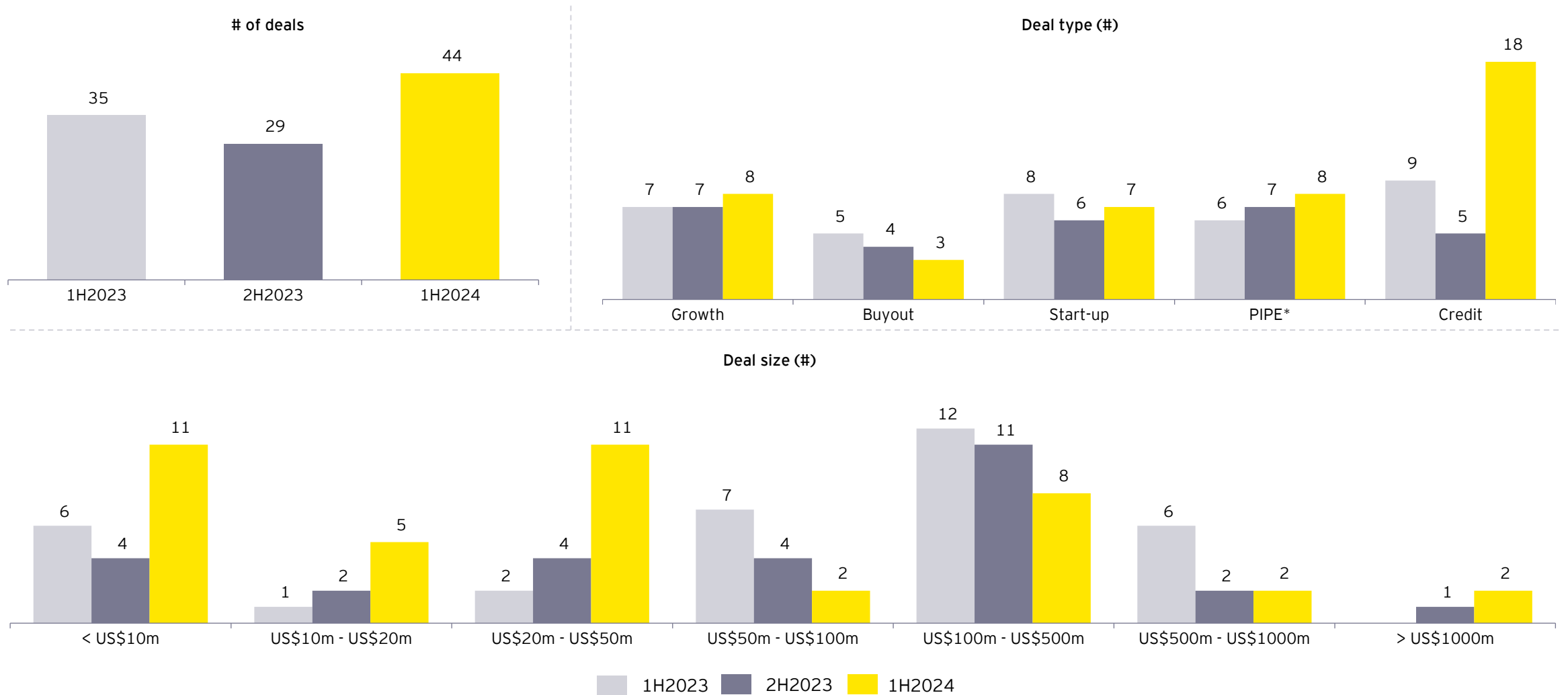


* PIPE: Private investment in public equity

Note: Deal value not available on one deal in 1H2023 and 2H2023 each, and three deals in 1H2024

Investments: *infrastructure*

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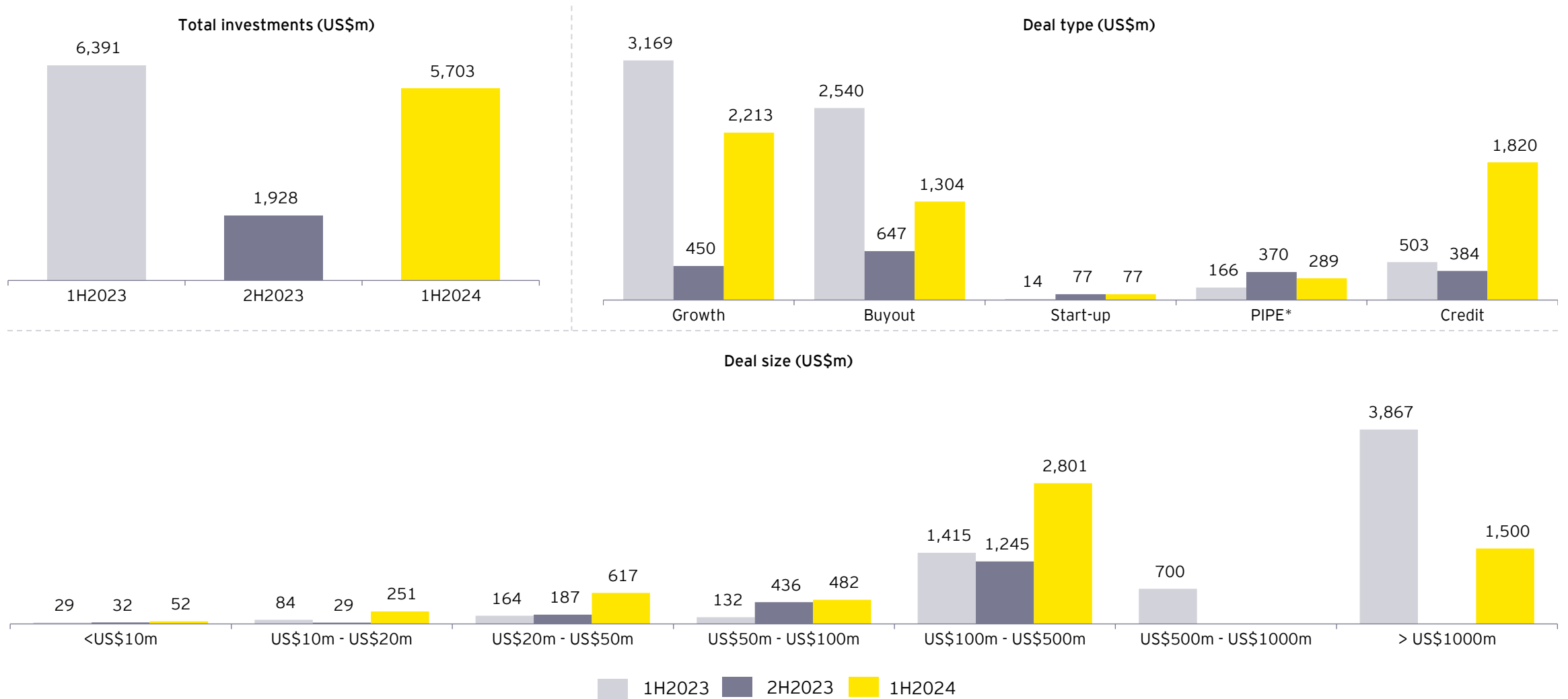


* PIPE: Private investment in public equity

Note: Deal value not available on one deal in 1H2023 and 2H2023 each, and three deals in 1H2024

Investments: *real estate*

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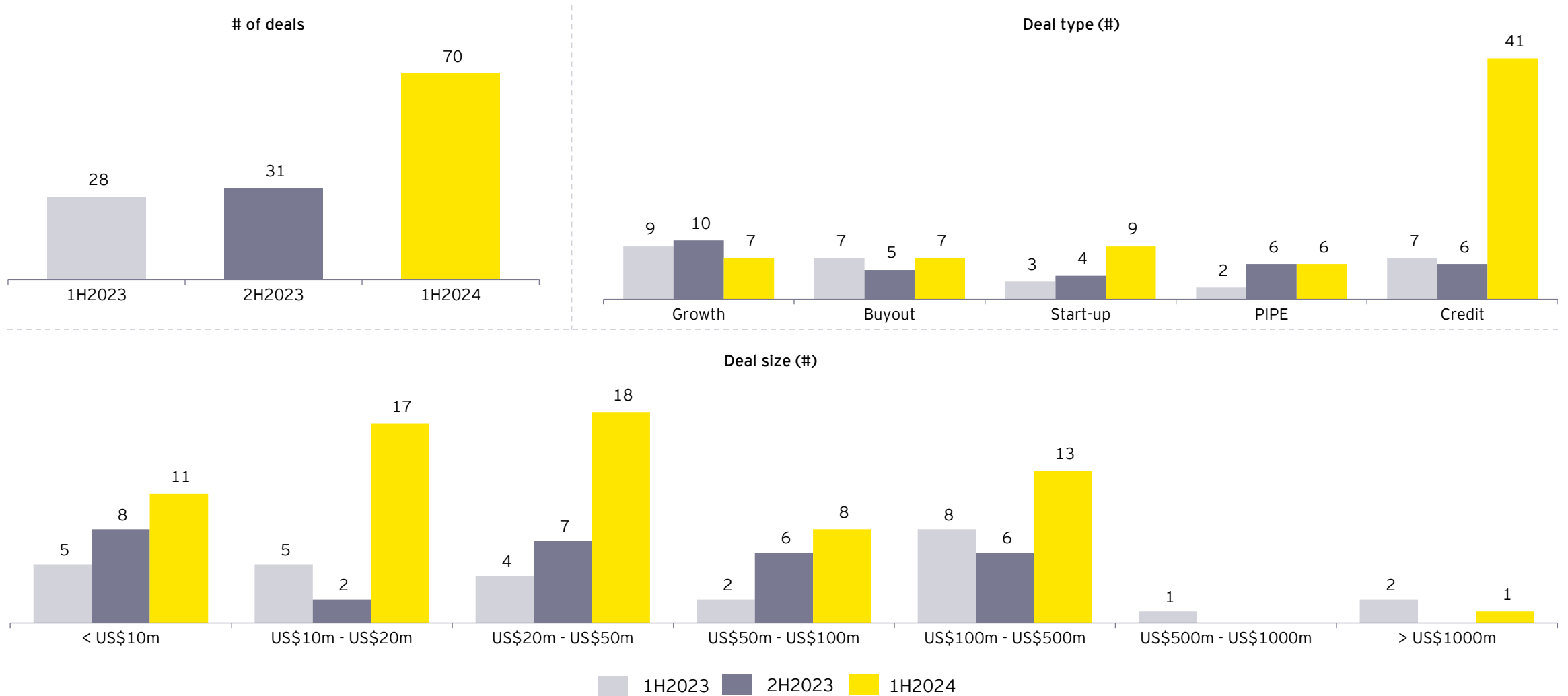


* PIPE: Private investment in public equity

Note: Deal value not available on one deal in 1H2023 and two deals in 2H2023 and 1H2024 each

Investments: *real estate*

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* PIPE: Private investment in public equity

Note: Deal value not available on one deal in 1H2023 and two deals in 2H2023 and 1H2024 each

Top PE/VC investments

Top infrastructure and real estate investments in 1H2024

Company	PE investors	Sector	Stage	US\$m	Stake (%)
ATC India Tower Corporation (American Tower Corporation (Indian business))	Data Infrastructure Trust (Brookfield)	Infrastructure	Buyout	2000	100
Reliance Logistics and Warehouse Holdings (Reliance Retail Ventures Ltd's warehousing assets)	ADIA and KKR	Real estate	Growth	1500	NA
12 road projects	Highways Infrastructure Trust (KKR InvIT)	Infrastructure	Buyout	1085	100
Sael	Norfund, Tata Cleantech Capital, US DFC and others	Infrastructure	Growth	1000	NA
Sterlite Grid 32 Limited (Sterlite GIC JV)	GIC	Infrastructure	Growth	500	49
National Highway Infra Trust (NHAI InvIT)	CPPIB, OTPP	Infrastructure	Growth	438	NA
Mahindra Susten	OTPP	Infrastructure	Growth	428	NA
Rostrum Realty (JV of Bharti Enterprises' real estate and Brookfield Asset Management)	Brookfield India REIT	Real estate	Growth	359	<50
Hyderabad Next Galleria Malls (3 malls in Hyderabad)	Nexus Select Trust (Blackstone)	Real estate	Buyout	350	100
Adani Green Energy	Ardour Investment Holding	Infrastructure	PIPE	282	4

Real estate includes deals across real estate (residential and commercial), hospitality and construction

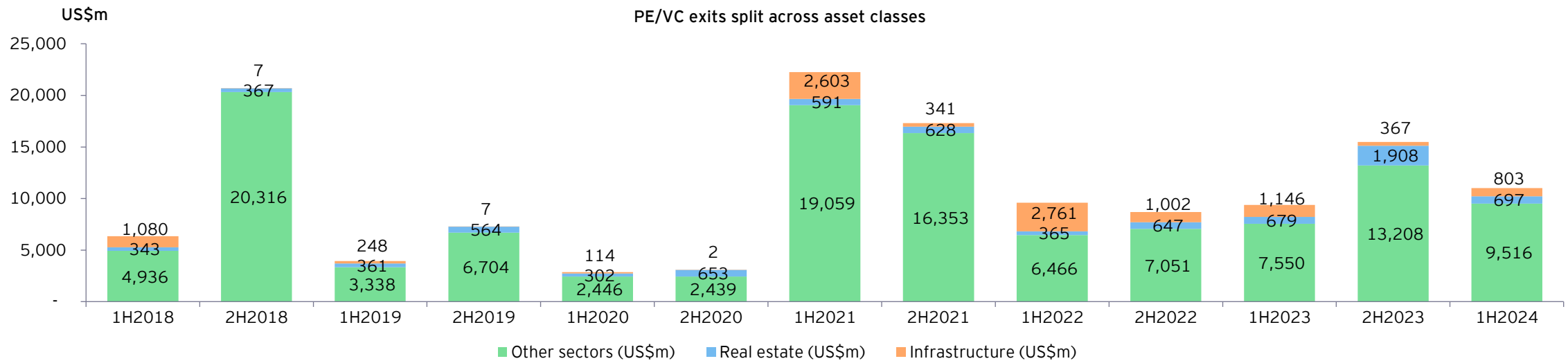
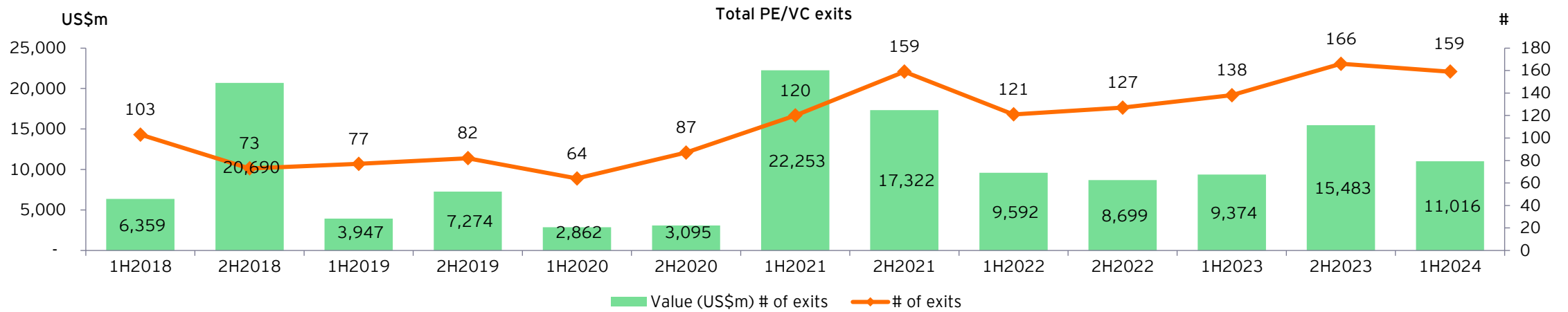
Infrastructure includes deals across roads, ports, railways, power and utilities, renewables and telecom infrastructure

Key trends: half-yearly



- ▶ On a year-on-year (y-o-y) basis, exits recorded 18% increase in terms of value in 1H2024 (US\$11 billion) compared to 1H2023 (US\$9.4 billion) and a 29% decline compared to 2H2023 (US\$15.5 billion). Further, the deal value of 43 deals was undisclosed, which too impacted the aggregate exit value reported. The number of exits in 1H2024 (159 exits) was higher by 15% compared to 1H2023 (138 deals) and declined by 4% compared to 2H2023 (166 deals).
- ▶ Exits via open market were the highest, with US\$7.9 billion recorded across 85 deals, accounting for 72% of all exits in 1H2024. On a y-o-y basis, open market exits recorded a 69% growth in value (US\$4.7 billion across 60 exits in 1H2023). Next in line were secondary exits at US\$1.6 billion (27 deals), a 47% y-o-y decline (US\$3.6 billion in 1H2023). Strategic exits recorded 29 deals worth US\$768 million, a 37% y-o-y decline in value terms (US\$1.2 billion across 42 deals in 1H2023).
- ▶ PE-backed IPOs recorded US\$753 million in exits across 18 IPOs in 1H2024 compared to US\$262 million recorded across five IPOs in 1H2023, a growth of 187%.
- ▶ From a sector perspective, the financial services sector recorded the highest value of exits in 1H2024 at US\$3.5 billion across 45 deals a 29% growth y-o-y (US\$2.7 billion across 31 exits in 1H2023). Healthcare was the next big sector with 15 exits worth US\$1.7 billion, 14% higher compared to 1H2023 (US\$1.5 billion across 11 exits).

PE/VC half-yearly headline trends: exits

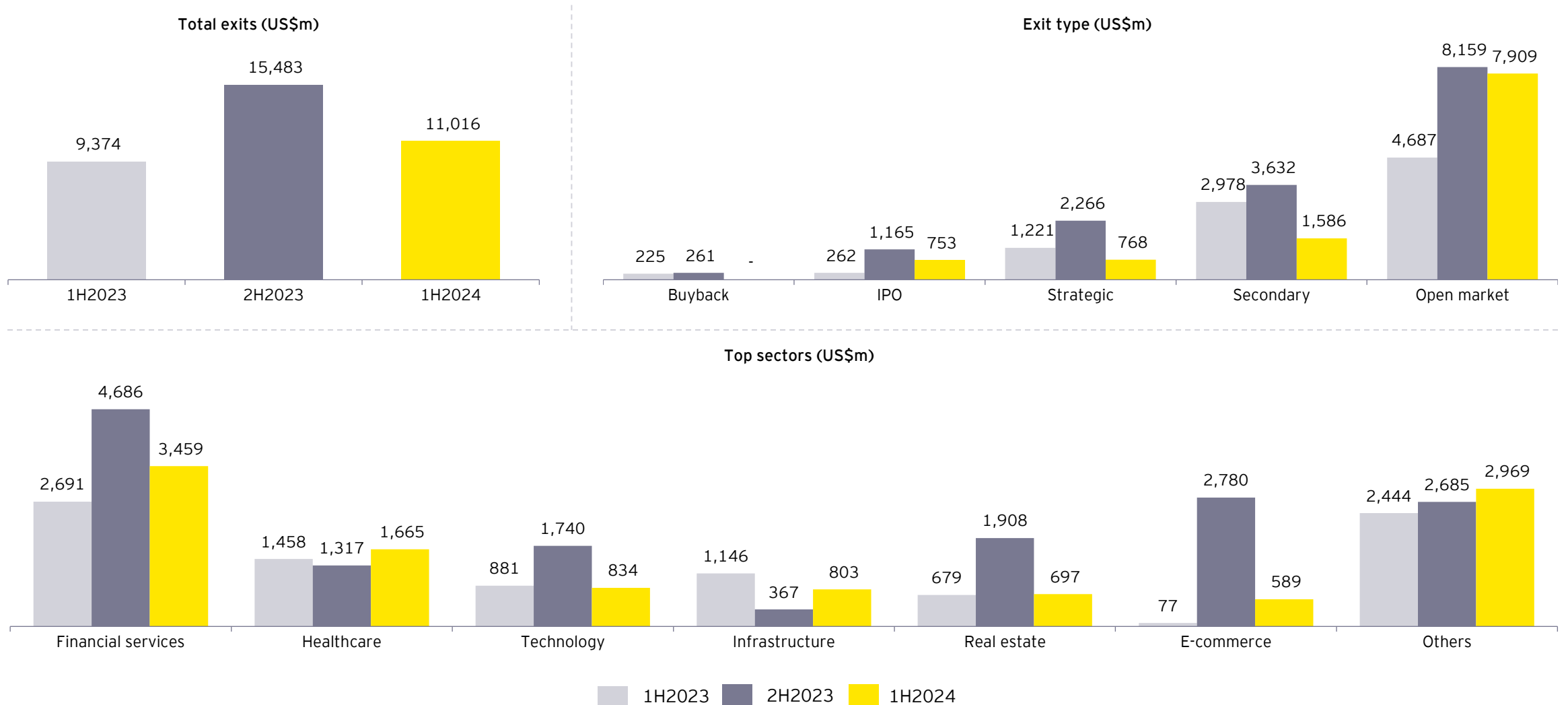


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Exits: half-yearly analysis

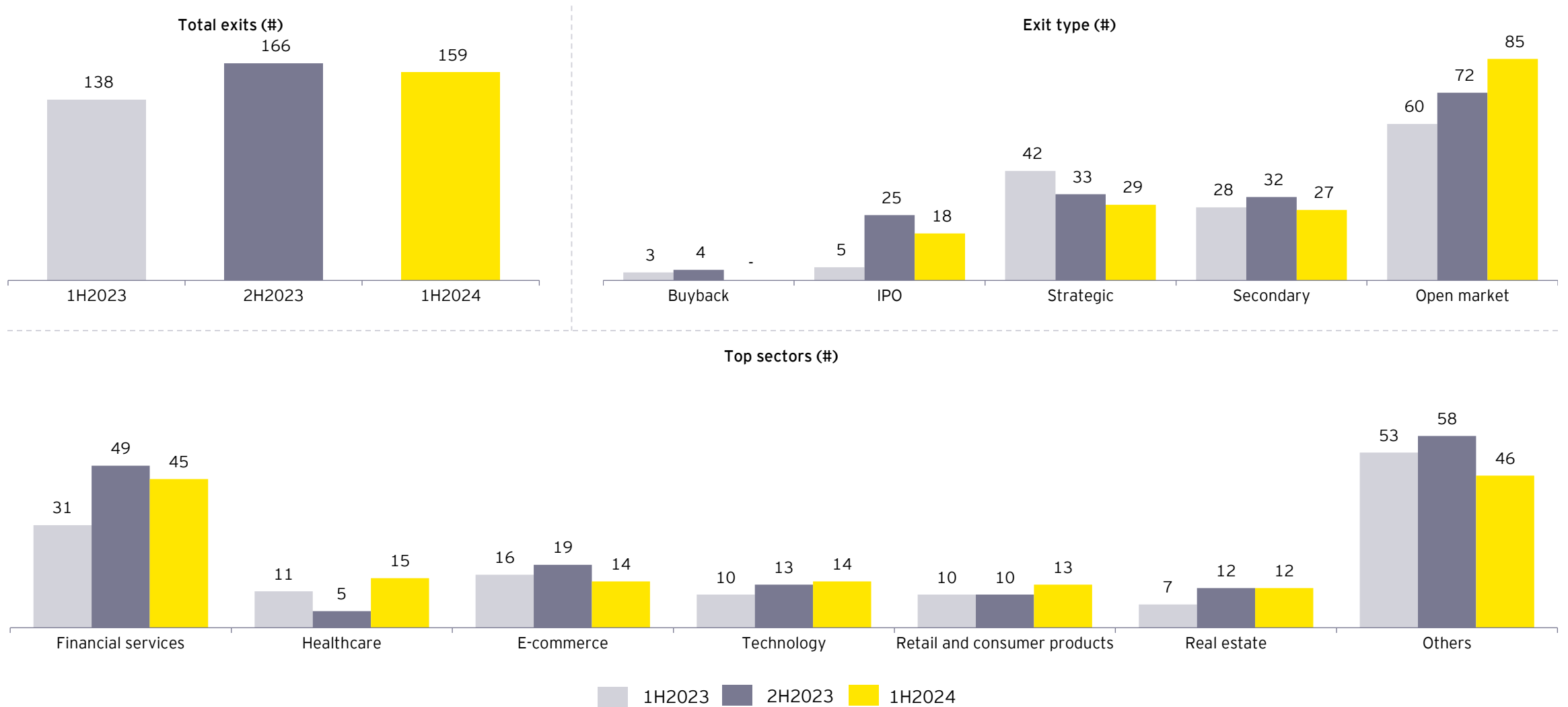
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Note: Deal value not available for 42 deals in 1H2023, 46 deals in 2H2023 and 43 deals in 1H2024

Exits: half-yearly analysis

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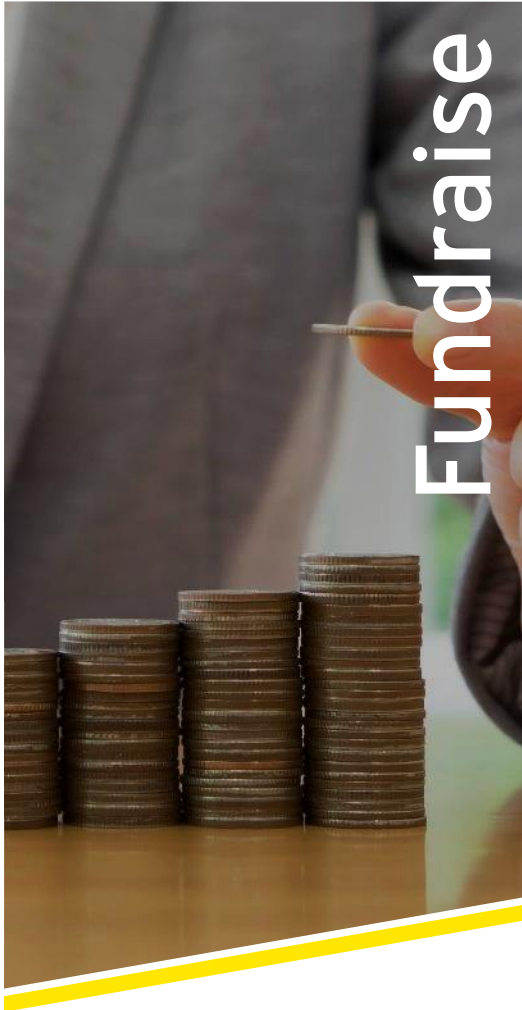
Note: Deal value not available for 42 deals in 1H2023, 46 deals in 2H2023 and 43 deals in 1H2024

Top exits

Top exits in 1H2024

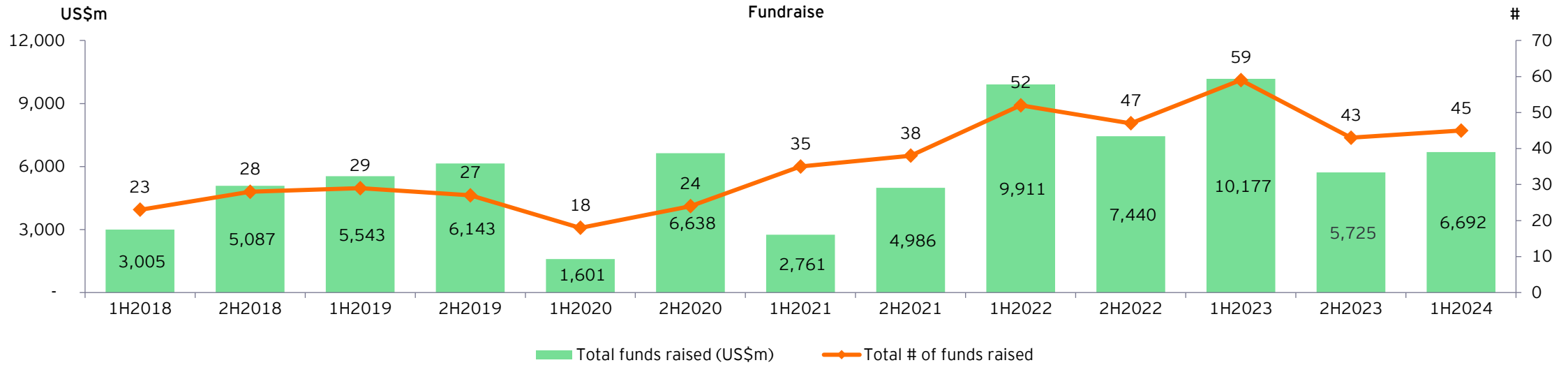
Company	Sector	Sellers	Buyer	Exit type	US\$m	Stake (%)
Healthium Medtech	Healthcare	Apax Partners	KKR	Secondary	838	100
Mphasis	Technology	Blackstone	NA	Open market	806	15
Data Infrastructure Trust	Infrastructure	Brookfield	NA	Open market	801	NA
Indus Towers	Telecommunications	CPPIB, KKR	NA	Open market	479	7
Capital Foods	Food and agriculture	Invus, General Atlantic	Tata Consumer Products	Strategic	460	75
Axis Bank	Financial services	Bain Capital	NA	Open market	428	1
Kalyan Jewellers India	Retail and consumer products	Warburg Pincus	NA	Open market	353	8
Zomato	E-commerce	Antfin (Alibaba)	NA	Open market	339	2
Mankind Pharma	Pharmaceuticals	ChrysCapital	NA	Open market	296	3
PB Fintech	Financial services	Temasek	NA	Open market	292	5

Key trends: half-yearly



- ▶ 1H2024 recorded US\$6.7 billion in fundraises across 45 funds, 34% lower compared to fundraises of US\$10.2 billion recorded in 1H2023. A 17% increase was noticed compared to US\$5.7 billion raised in 2H2023.
- ▶ US\$1.7 billion raised by Kedaara was the largest fundraiser in 1H2024 targeted for banking, healthcare, consumer and software sectors.

PE/VC half-yearly headline trends: fundraise



Fundraise

Top fundraise in 1H2024

Status	Fund	PE/VC GP	US\$m	Strategy
Raised	Kedaara Fund 4	Kedaara	1,730	Banking, healthcare, consumer and software
Announced	PMF-II	NIIF	1,000	Private equity and venture capital funds
Raised	Goldman Sachs and Mubadala Asia Pacific private credit fund	Goldman Sachs and Mubadala	1,000	Private credit
Raised	Edelweiss Alternatives - Infrastructure Fund 2	Edelweiss Alternatives	962	Infrastructure
Announced	A91 Partners Fund III	A91 Partners	750	Technology, consumer and financial services
Raised	ChrysCapital continuation fund	ChrysCapital	700	To take on the portfolio of earlier fund

02

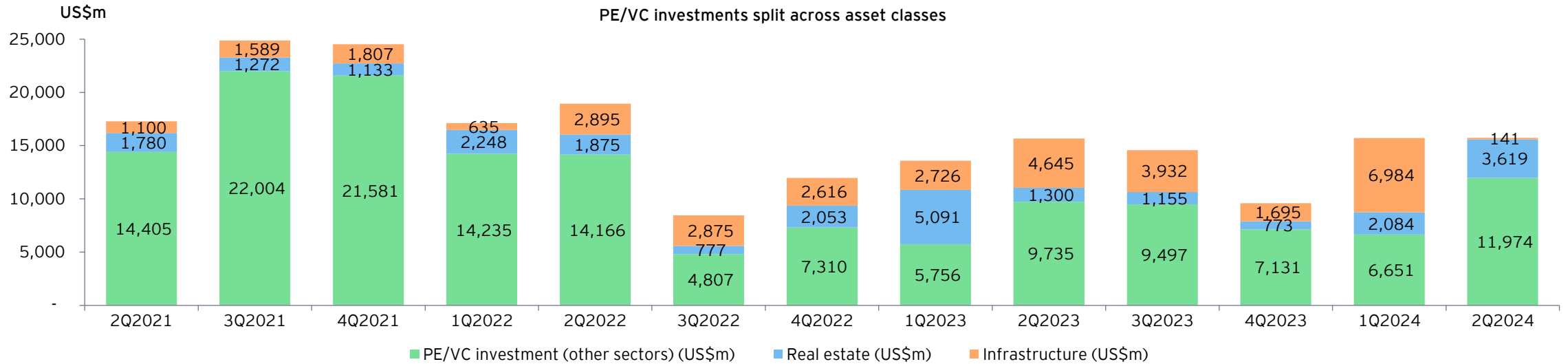
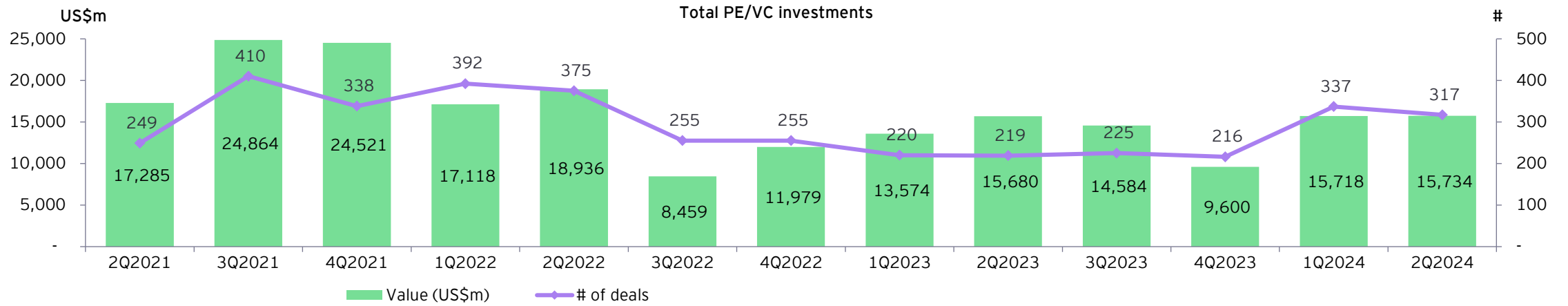
Quarterly trend analysis:
2Q2024

Key trends: quarterly



- ▶ PE/VC investments in 2Q2024 were similar to 2Q2023 and 1Q2024 (US\$15.7 billion each in 2Q2024, 2Q2023 and 1Q2024). In terms of the number of deals, 2Q2024 recorded a 45% growth y-o-y compared to 2Q2023 and a 6% decline y-o-y compared to 1Q2024 (317 deals in 2Q2024 vs. 219 deals in 2Q2023 and 337 deals in 1Q2024).
- ▶ 2Q2024 recorded 34 large deals (deals of value greater than US\$100 million), aggregating to US\$11.4 billion, a 10% y-o-y decline in terms of value compared to 32 large deals aggregating to US\$12.7 billion in 2Q2023 and 2% higher compared to 1Q2024 (US\$11.2 billion across 35 deals).
- ▶ Pure play PE/VC investments (i.e., excluding investments in real estate and infrastructure) recorded US\$12 billion in 2Q2024, 23% higher than the value recorded in 2Q2023 (US\$9.7 billion), and 80% higher compared to 1Q2024 (US\$6.7 billion). Pure play PE/VC investments accounted for 76% of all PE/VC investments in 2Q2024. The largest deal in 2Q2024 in pure play PE/VC investments was the acquisition of Vertelo by Macquarie for US\$1.5 billion.
- ▶ The financial services sector received the maximum PE/VC investments in 2Q2024 (US\$4 billion across 63 deals) and it grew by 45% y-o-y compared to 2Q2023 (US\$2.7 billion across 36 deals). Real estate sector was the second largest in terms of value in 2Q2024 (US\$3.6 billion across 29 deals), and it grew by 178% y-o-y compared to 2Q2023 (US\$1.3 billion across 11 deals). Healthcare secured the third rank, recording US\$2 billion across 28 deals, a decline of 26% y-o-y compared to 2Q2023 (US\$2.7 billion across 21 deals). These sectors collectively accounted for 61% of the total PE/VC investments in 2Q2024.
- ▶ Buyouts were the highest deal segment in 2Q2024 (US\$5.4 billion across 18 deals) and recorded a growth of 46% y-o-y compared to 2Q2023 (US\$3.7 billion across 14 deals). Growth investments were the second highest in 2Q2024 (US\$4.1 billion across 49 deals), a decline by 35% y-o-y compared to 2Q2023 (US\$6.2 billion across 46 deals). Start-up investments recorded US\$3.2 billion across 170 deals and grew the highest in the quarter on y-o-y basis at 114% (US\$1.5 billion across 112 deals in 2Q2023). Credit investments recorded US\$2.2 billion across 56 deals, a decline of 10% y-o-y compared to 2Q2023 (US\$2.5 billion across 25 deals). PIPE investment had the lowest share in 2Q2024 (US\$827 million across 24 deals), a 53% decline y-o-y compared to 2Q2023 (US\$1.8 billion across 22 deals).

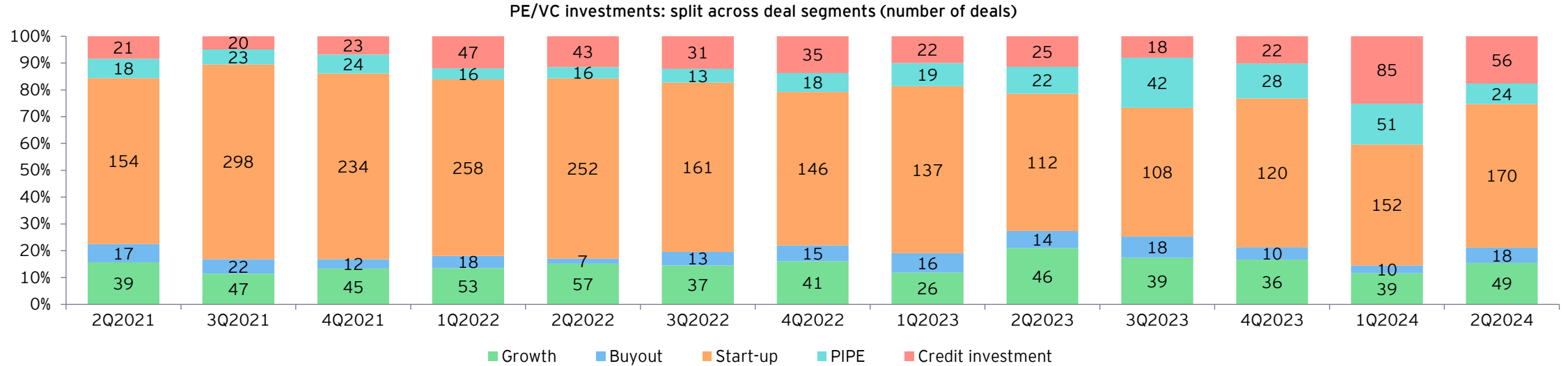
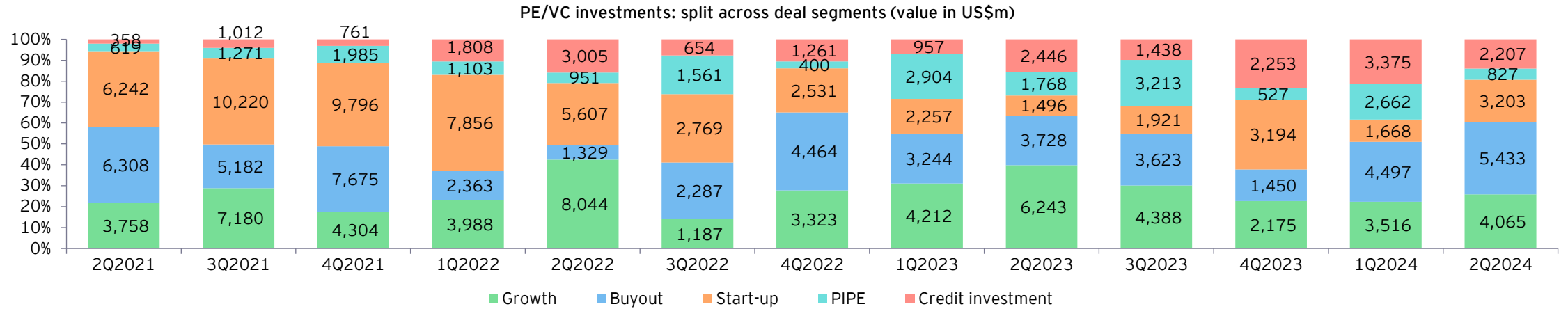
PE/VC quarterly headline trends: investments



Real estate includes deals across real estate (residential and commercial), hospitality and construction
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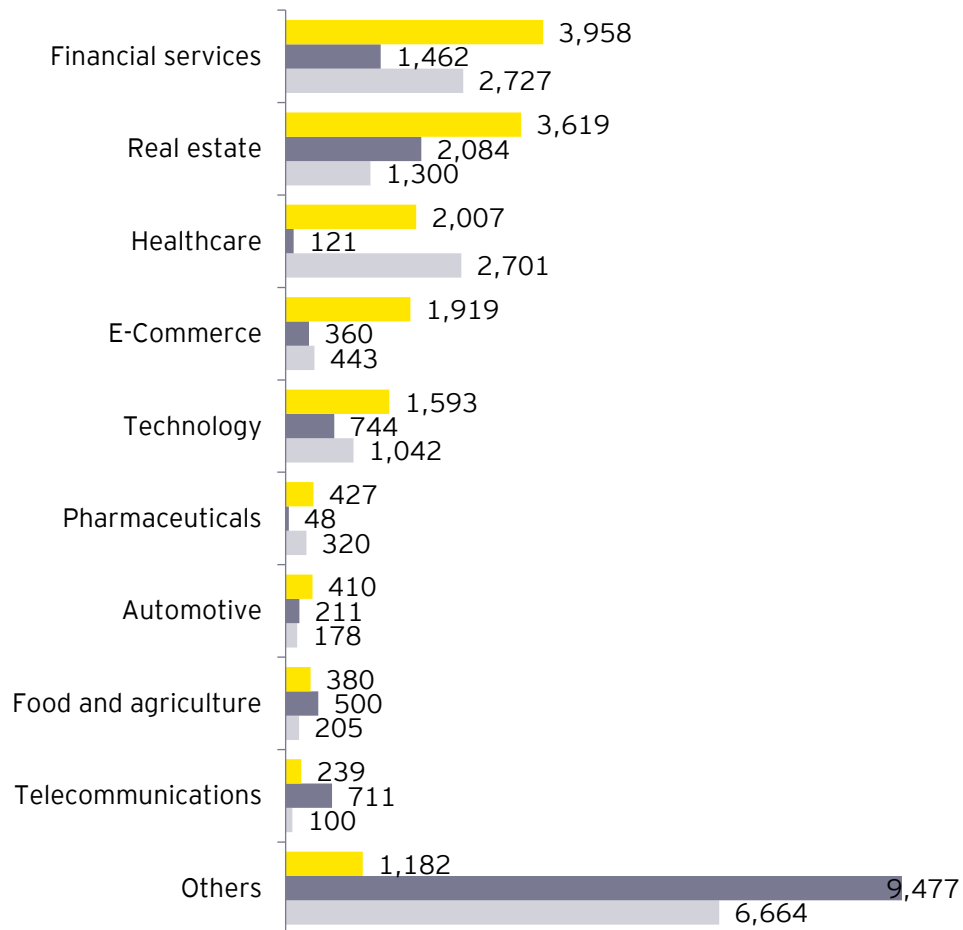


PE/VC quarterly headline trends: investments

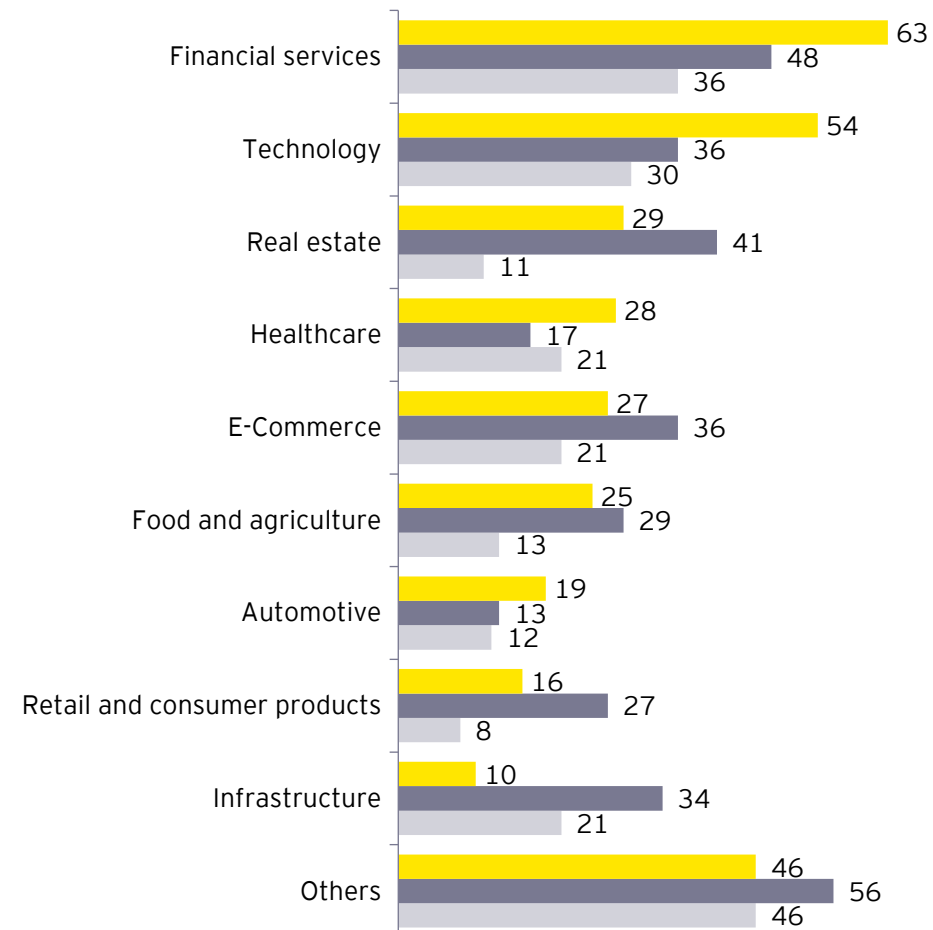


Investments: sector-wise

Top sectors by value (US\$m)



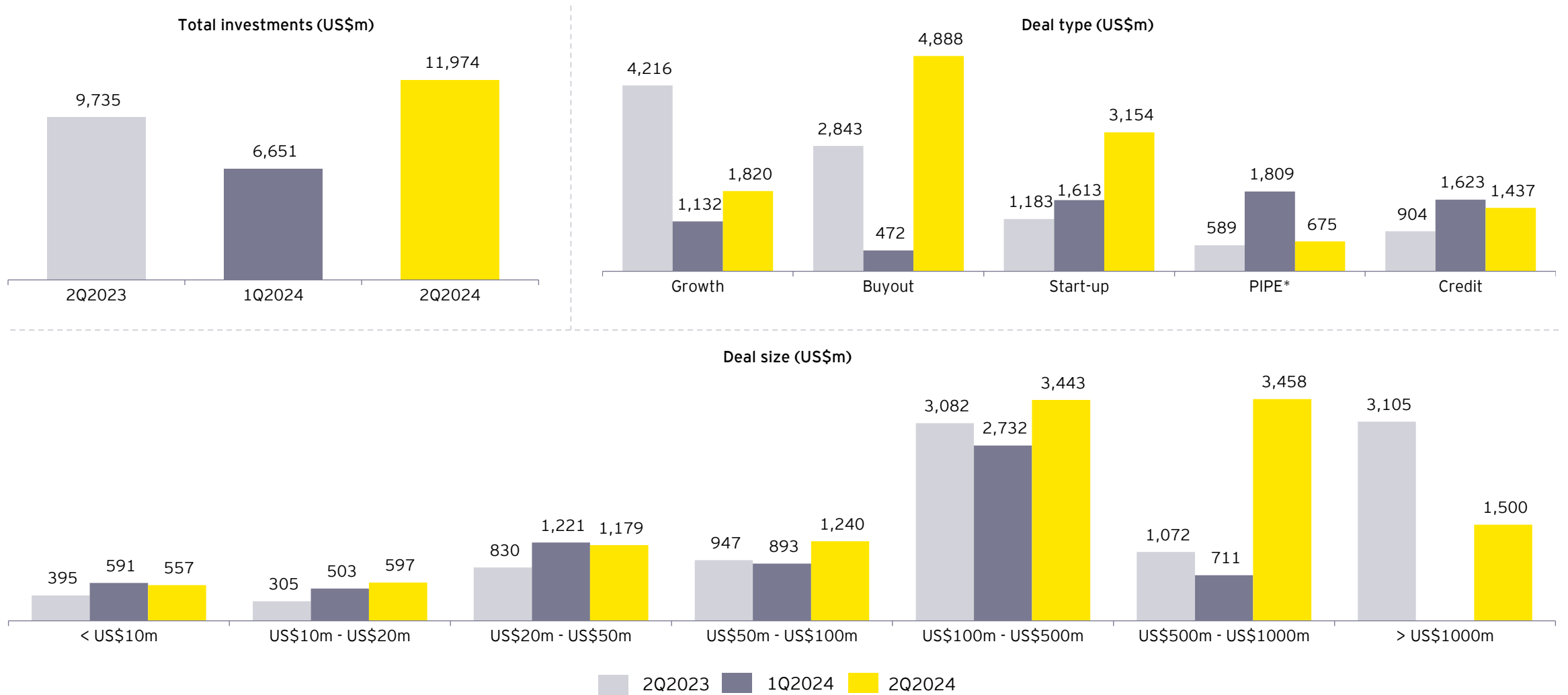
Top sectors by # of deals



2Q2023 1Q2024 2Q2024

Investments (excluding *infrastructure* and *real estate*)

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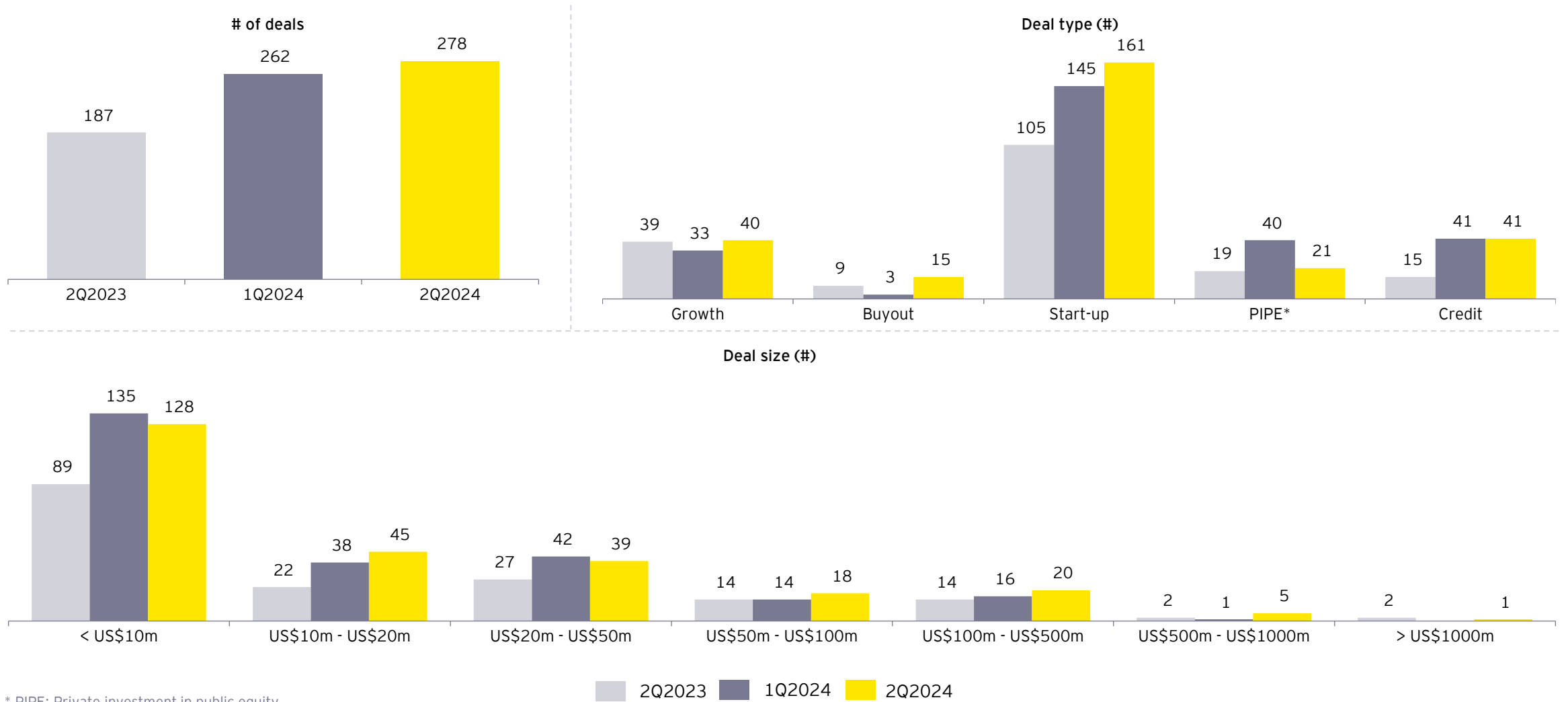


* PIPE: Private investment in public equity

Note: Deal value not available on 17 deals in 2Q2023, 16 deals in 1Q2024 and 22 deals in 2Q2024

Investments (excluding *infrastructure* and *real estate*)

Page 2 of 2



* PIPE: Private investment in public equity

Note: Deal value not available on 17 deals in 2Q2023, 16 deals in 1Q2024 and 22 deals in 2Q2024

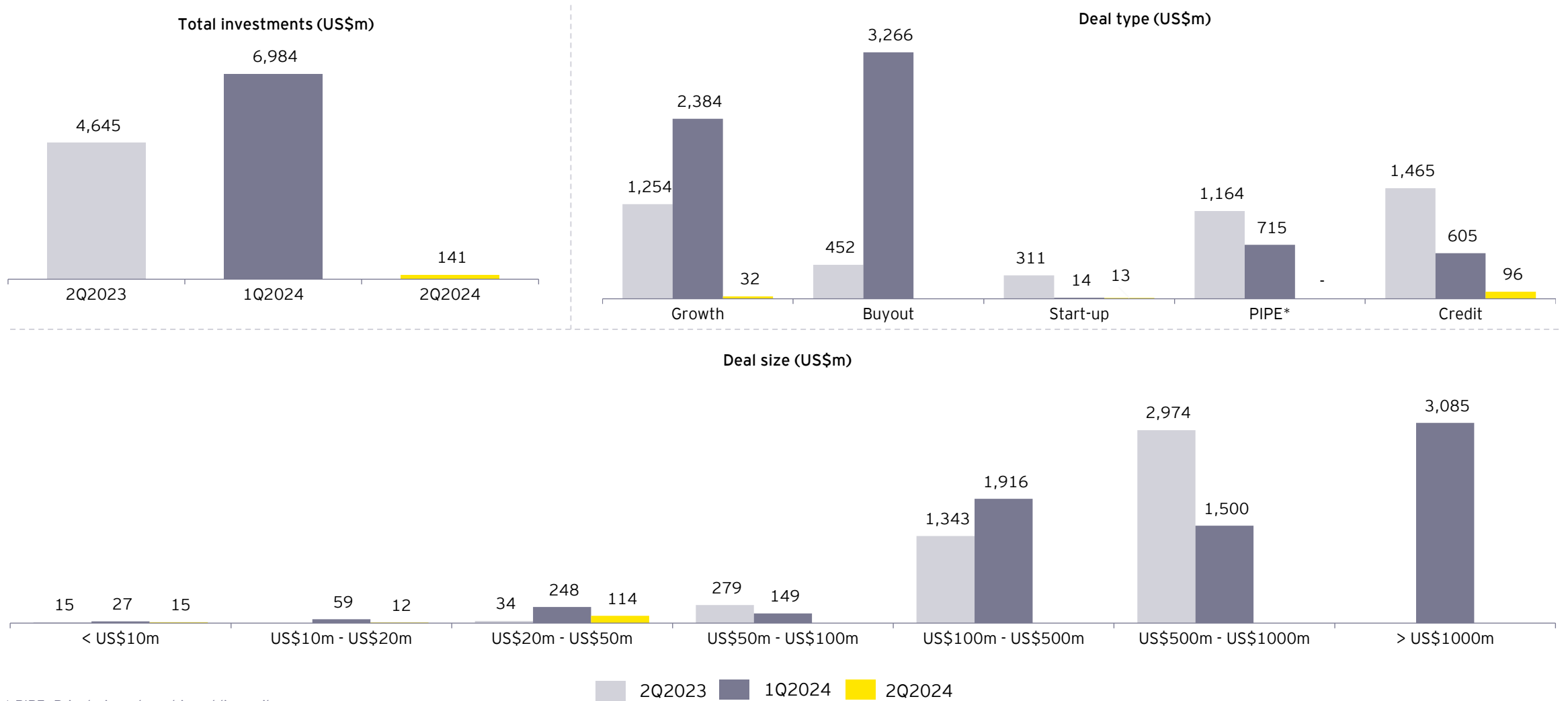
Top PE/VC investments

Top PE/VC investments excluding infrastructure and real estate in 2Q2024

Company	PE investors	Sector	Stage	US\$m	Stake (%)
Vertelo	Macquarie	Financial services	Buyout	1500	100
Altimetrik Corp.	TPG	Technology	Buyout	900	60
Healthium Medtech	KKR	Healthcare	Buyout	838	100
KiranaKart Technologies (Zepto)	Glade Brook Capital, StepStone Group, Nexus Venture Partners and others	E-Commerce	Start-up	665	18
Shriram Housing Finance (SHFL)	Warburg Pincus	Financial services	Buyout	554	100
HDFC Bank	IFC	Financial services	Credit	500	NA
Appasamy Associates Group	Warburg Pincus	Healthcare	Buyout	300	65
Apollo Healthco (Apollo 24/7)	Advent	E-Commerce	Start-up	297	17
Meesho Inc.	Tiger Global, SoftBank, Prosus and others	E-Commerce	Start-up	275	NA
Vedanta	Davidson Kempner and Varde Partners	Metals and mining	Credit	216	NA

Investments: *infrastructure*

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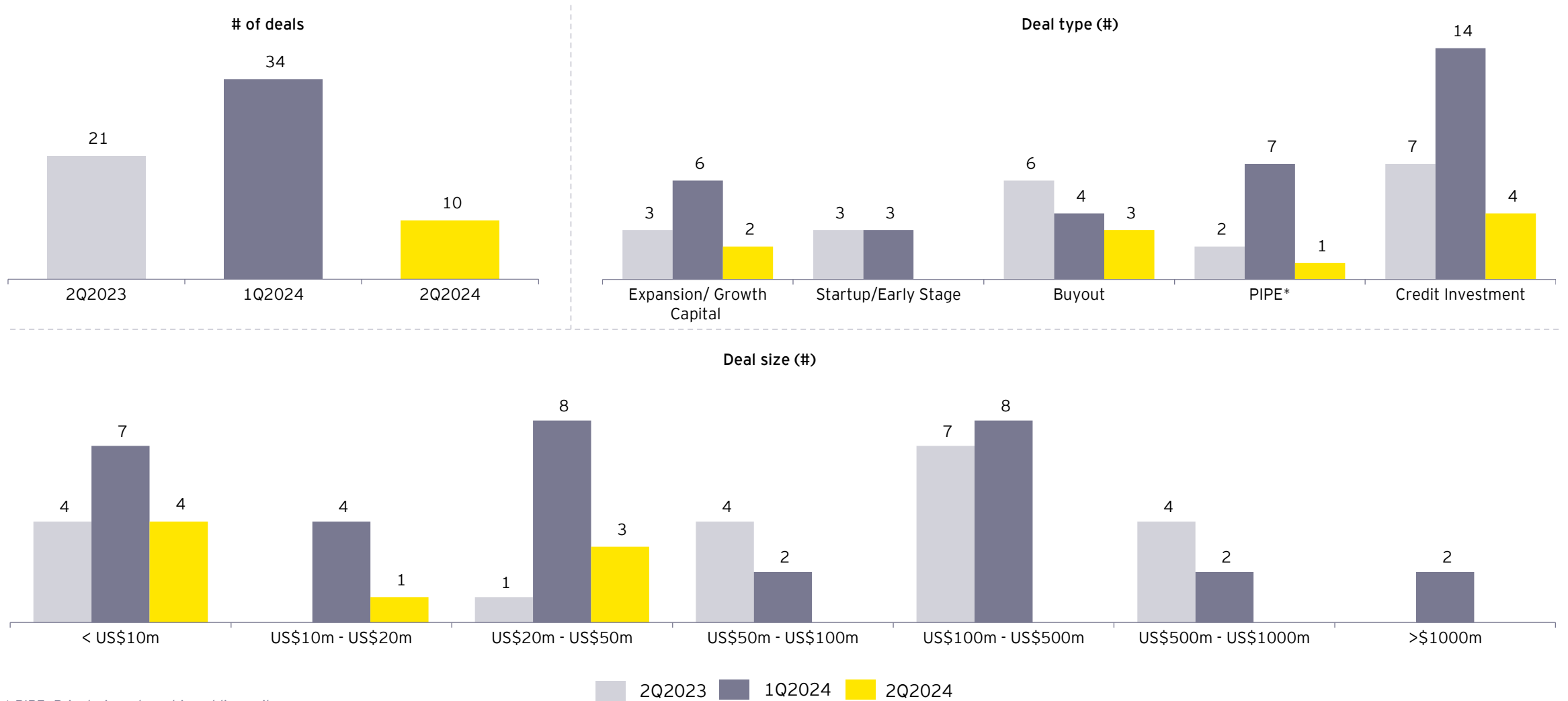


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Note: Deal value not available for one deal in 2Q2023 and 1Q2024 each and two deals in 2Q2024

Investments: *infrastructure*

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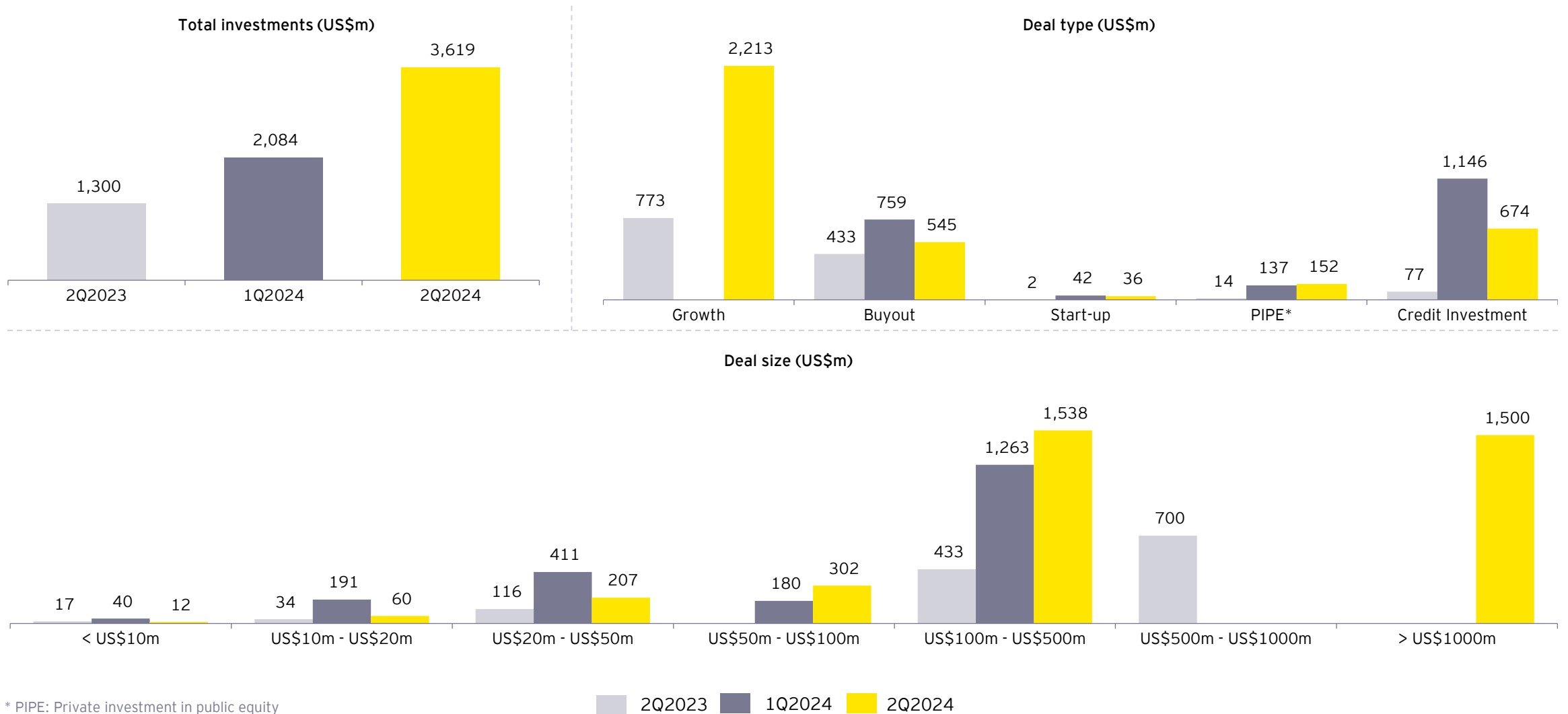


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Note: Deal value not available for one deal in 2Q2023 and 1Q2024 each and two deals in 2Q2024

Investments: *real estate*

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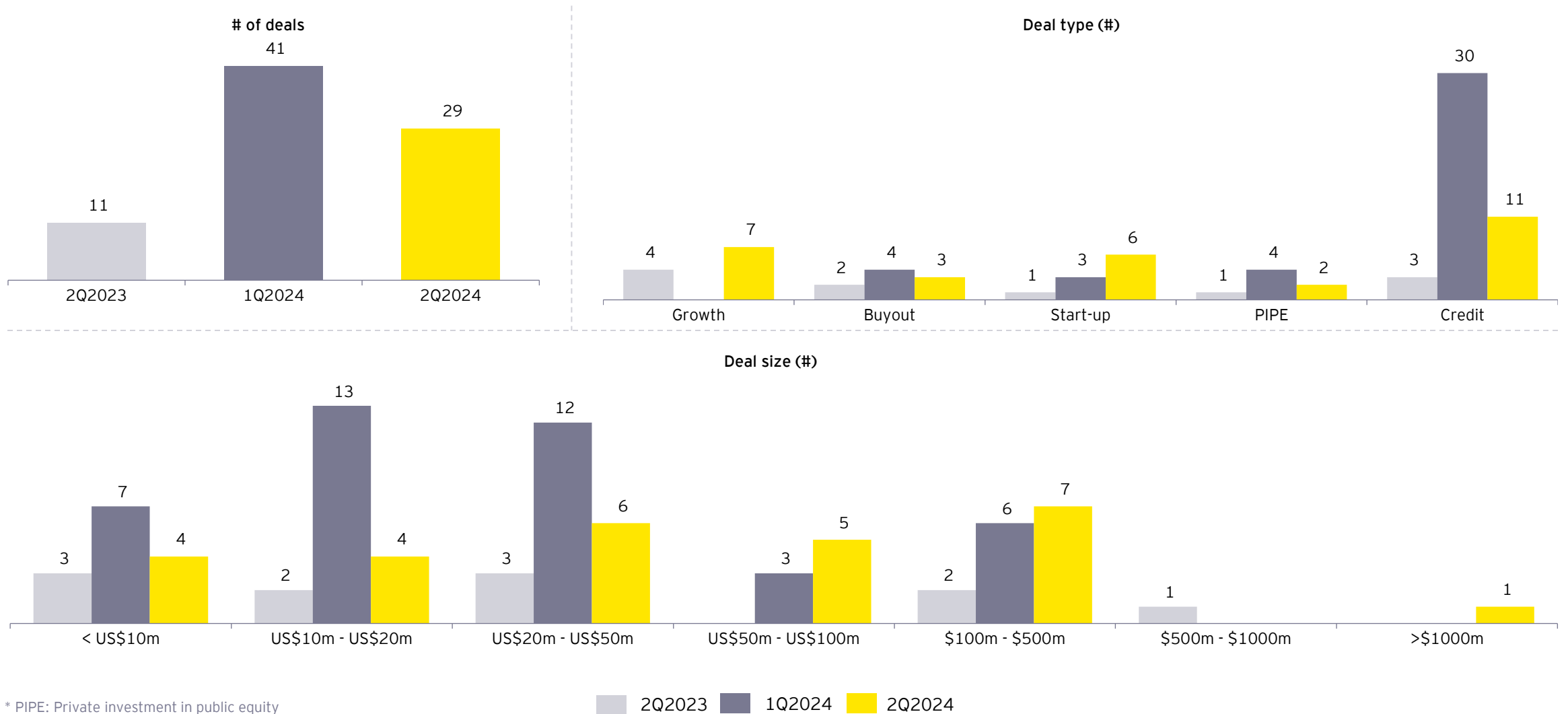


* PIPE: Private investment in public equity
 Note: Deal value not available for two deals in 2Q2024

2Q2023 1Q2024 2Q2024

Investments: *real estate*

Page 2 of 2



* PIPE: Private investment in public equity
 Note: Deal value not available for two deals in 2Q2024

Top PE/VC investments

Top infrastructure and real estate investments in 2Q2024

Company	PE investors	Sector	Stage	US\$m	Stake (%)
Reliance Logistics and Warehouse Holdings (Reliance Retail Ventures Ltd's warehousing assets)	ADIA and KKR	Real estate	Growth	1500	NA
Rostrum Realty (JV of Bharti Enterprises' real estate and Brookfield Asset Management)	Brookfield India REIT	Real estate	Growth	359	<50
TSI Business Parks (Hyderabad IT SEZ WaveRock)	GiC and Xander	Real estate	Buyout	263	100
Residential projects in prominent locations across 4 cities in India of Prestige	ADIA and Kotak PE	Real estate	Credit	240	NA
41-acre land parcel in Bengaluru	Mapletree (Temasek)	Real estate	Buyout	228	100
MFAR Developers' 1.1-million sq ft information technology park in Bengaluru (MFAR Manyata Techpark)	Edelweiss Alternatives	Real estate	Growth	180	NA
Indiabulls Real Estate	Blackstone	Real estate	PIPE	148	12
DLF-Hines' Gurgaon project	Daibiru	Real estate	Growth	120	NA
Mindspace Business Parks REIT	IFC	Real estate	Credit	78	NA
Ricardo Constructions	Asia Pragati (PAG)	Real estate	Credit	60	NA

Real estate includes deals across real estate (residential and commercial), hospitality and construction

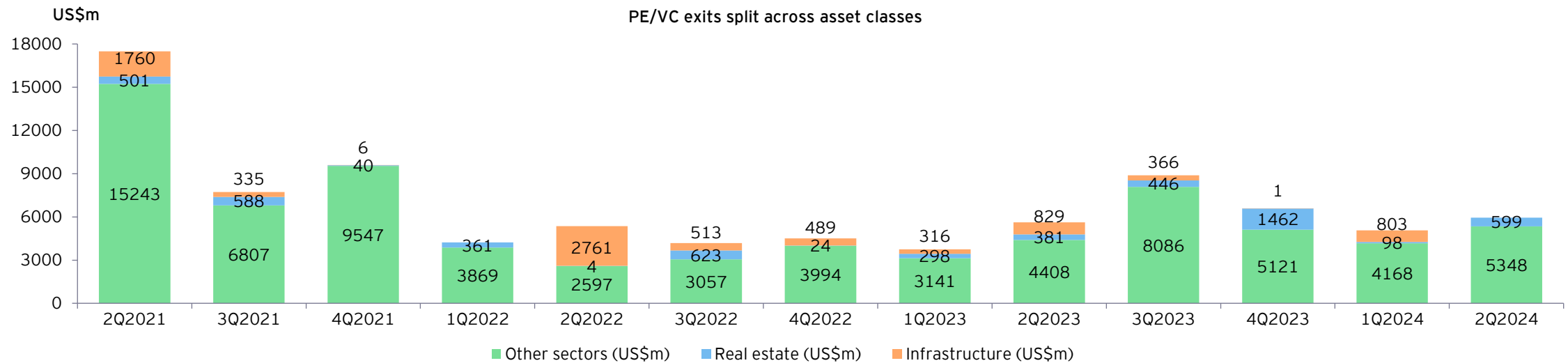
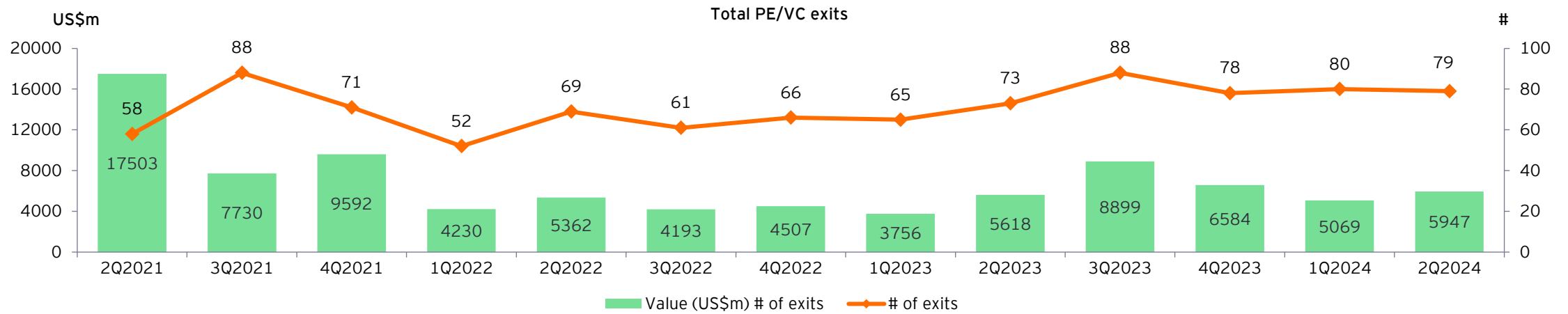
Infrastructure includes deals across roads, ports, railways, power and utilities, renewables and telecom infrastructure

Key trends: quarterly



- ▶ 2Q2024 recorded exits worth US\$5.9 billion, 6% higher than the value recorded in 2Q2023 (US\$5.6 billion) and 17% higher compared to 1Q2024 (US\$5.1 billion). In terms of numbers, 2Q2024 recorded 79 exits, 8% higher than the number of exits in 2Q2023 (73 exits) and 1% lower compared to 1Q2024 (80 exits).
- ▶ Open market exits were the highest at US\$3.6 billion across 39 deals, accounting for 61% of all exits by value in 2Q2024, a 40% increase y-o-y compared to 2Q2023 (US\$2.6 billion across 41 deals), and a 15% decline compared to 1Q2024 (US\$4.3 billion across 46 deals). Secondary exits were the next in line with US\$1.5 billion recorded across 17 deals, a 19% decline y-o-y compared to 2Q2023 (US\$1.9 billion across 11 deals). Deal value was not available for more than 50% of the secondary exits. 2Q2024 had seven PE-backed IPOs worth US\$481 million in exit proceeds compared to three in 2Q2023 (US\$220 million) and 11 in 1Q2024 (US\$271 million). Strategic exits were the smallest segment with US\$308 million across 16 deals, a 58% decline y-o-y compared to 2Q2023 (US\$741 million across 16 deals). Deal value was not available for 10 out of 16 strategic exits.
- ▶ The largest exits in 2Q2024 include the acquisition of Healthium Medtech by KKR from Apax for US\$838 million and Blackstone selling 15% stake in Mphasis via the open market for US\$806 million.
- ▶ From a sector perspective, the financial services sector recorded the highest value of exits in 2Q2024 (US\$2.1 billion across 28 deals) followed by the healthcare sector, which recorded exits worth US\$1.2 billion across five deals.

PE/VC quarterly headline trends: exits

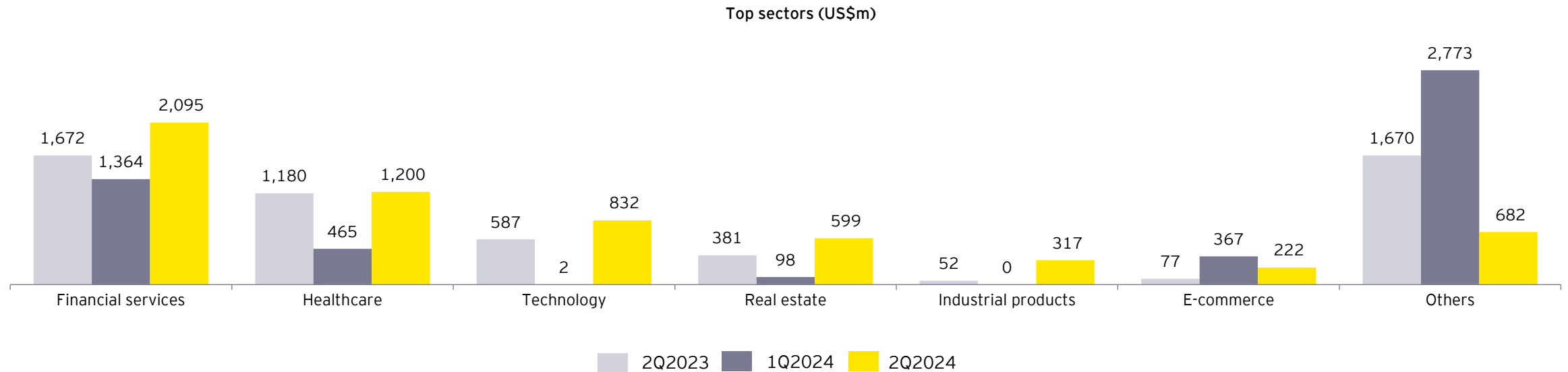
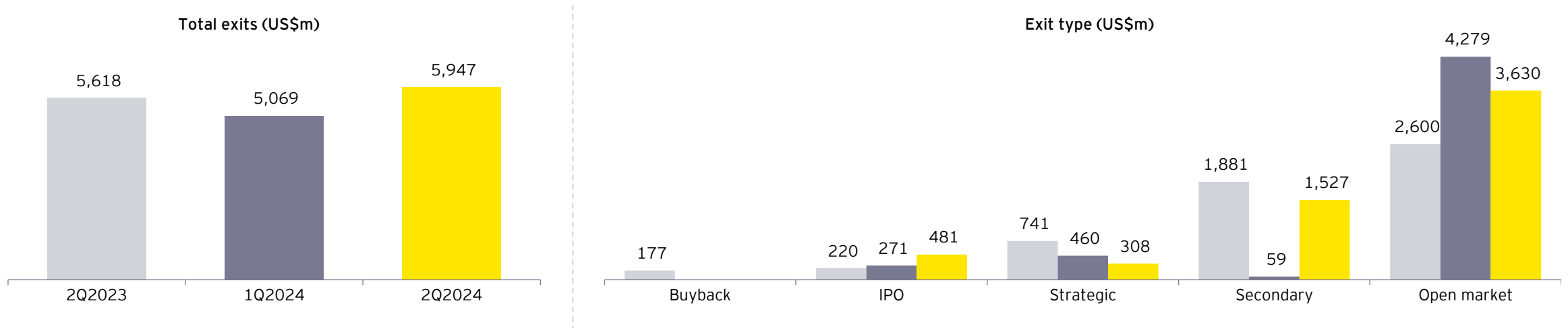


Real estate includes deals across real estate (residential and commercial), hospitality and construction
 Infrastructure includes deals across roads, ports, railways, power and utilities, renewables and telecom infrastructure



Exits: quarterly analysis

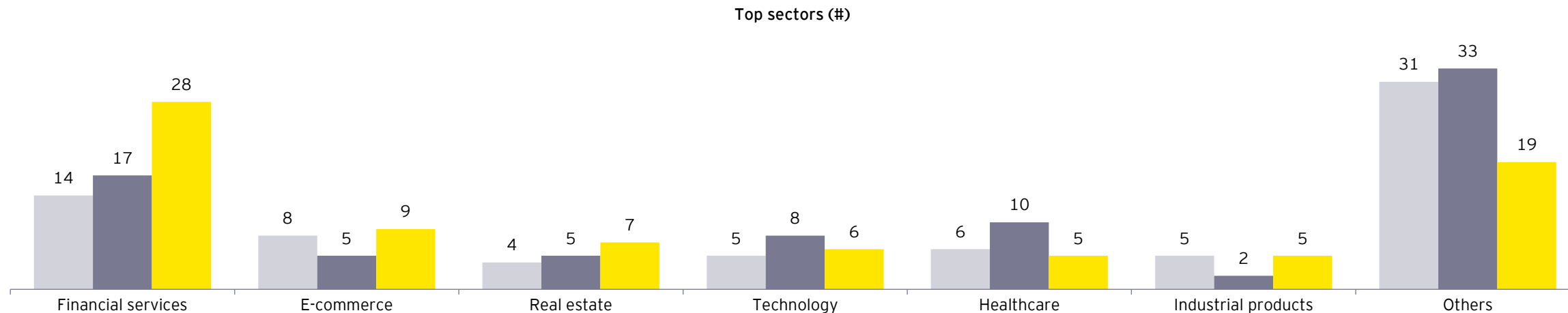
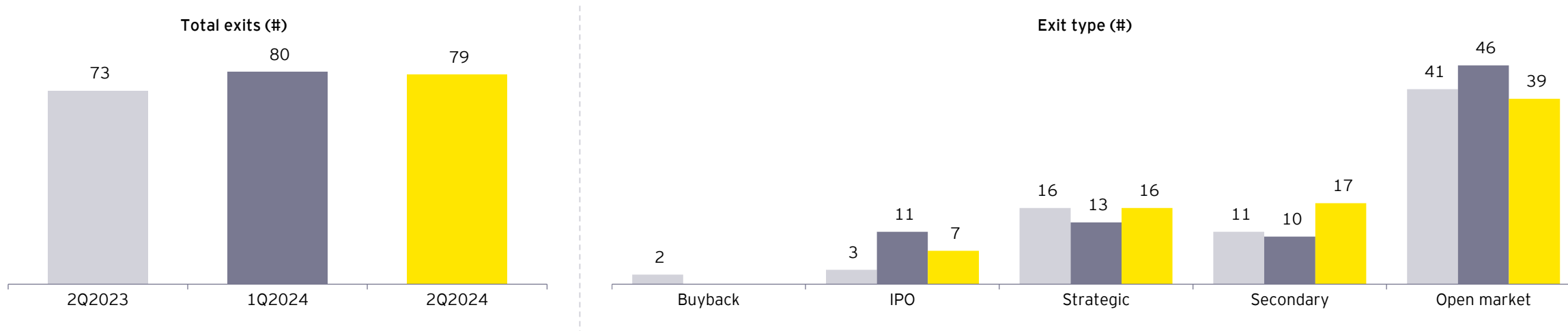
Page 1 of 2



Note: Deal value not available for 15 deals in 2Q2023, 23 deals in 1Q2024 and 20 deals in 2Q2024

Exits: quarterly analysis

Page 2 of 2



■ 2Q2023 ■ 1Q2024 ■ 2Q2024

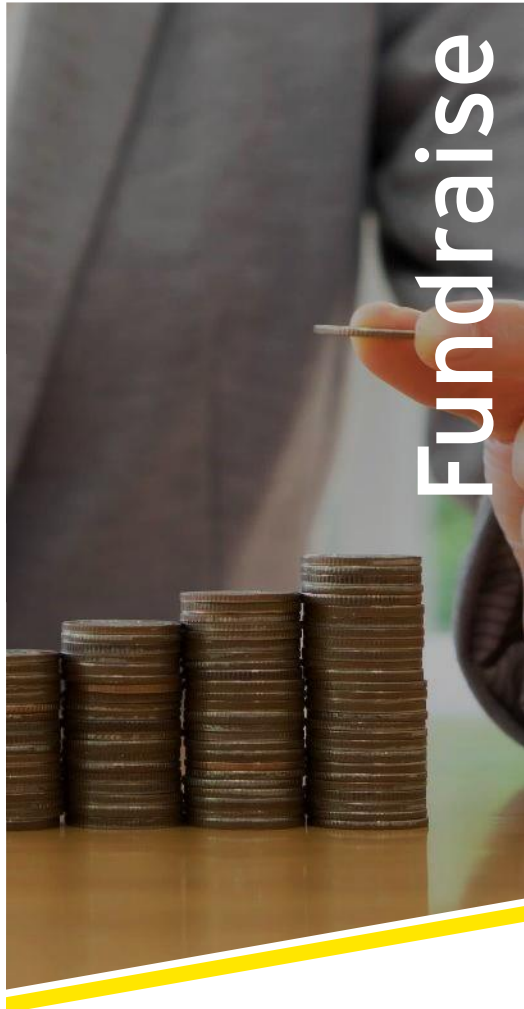
Note: Deal value not available for 15 deals in 2Q2023, 23 deals in 1Q2024 and 20 deals in 2Q2024

Top exits

Top exits in 2Q2024

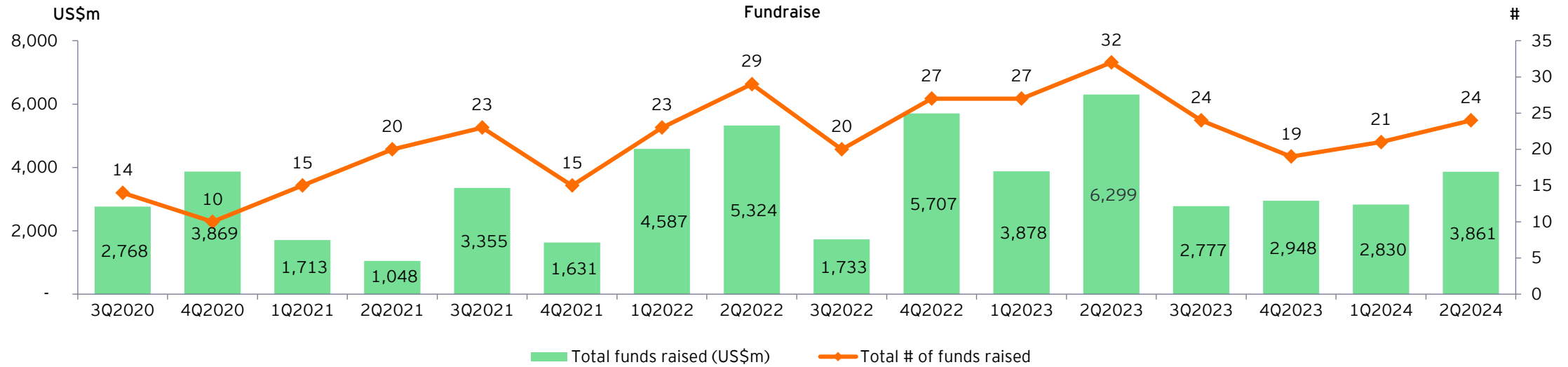
Company	Sector	Sellers	Buyer	Exit type	US\$m	Stake (%)
Healthium Medtech	Healthcare	Apax Partners	KKR	Secondary	838	100
Mphasis	Technology	Blackstone	NA	Open market	806	15
Axis Bank	Financial services	Bain Capital	NA	Open market	428	1
Star Health and Allied Insurance	Financial services	Apis Partners, Roc Capital, Madison Capital	NA	Open market	265	7
Total Environment Building Systems	Real estate	Brookfield , HDFC Capital and others	State Bank of India, Standard Chartered Bank, ICICI Bank, Axis Bank and RBL Bank	Secondary	248	NA
Aadhar Housing Finance	Financial services	BCP Topco VII Pte. Ltd. (Blackstone)	NA	IPO	240	15
Aster DM Healthcare	Healthcare	Olympus Capital	GIC, Morgan Stanley	Open market	184	9
Yes Bank	Financial services	Carlyle	NA	Open market	173	2
Apollo Tyres	Automotive	Warburg Pincus	NA	Open market	129	4
PNB Housing Finance	Financial services	Asia Opportunities, General Atlantic	Morgan Stanley	Open market	120	5

Key trends: quarterly



- ▶ Fundraises in 2Q2024 declined by 39%, with US\$3.9 billion raised across 24 funds compared to US\$6.3 billion raised across 32 funds in 2Q2023. A 36% increase was noticed compared to US\$2.8 billion raised across 21 funds in 1Q2024.
- ▶ US\$1.7 billion raised by Kedaara to invest in banking, healthcare, consumer and software was the largest fundraise in 2Q2024.

PE/VC quarterly headline trends: fundraise



Fundraise

Top fundraise in 2Q2024

Status	Fund	PE/VC GP	US\$m	Strategy
Raised	Kedaara Fund 4	Kedaara	1,730	Banking, healthcare, consumer and software
Announced	PMF-II	NIIF	1,000	Private equity and venture capital funds
Raised	ChrysCapital continuation fund	ChrysCapital	700	To take on the portfolio of earlier fund
Announced	360 ONE Asset secondaries fund	360 ONE	479	Private equity secondaries market
Announced	Future Leaders Fund 3	Aventus Capital	359	Financial services, consumption, digital and technology, healthcare and manufacturing

03

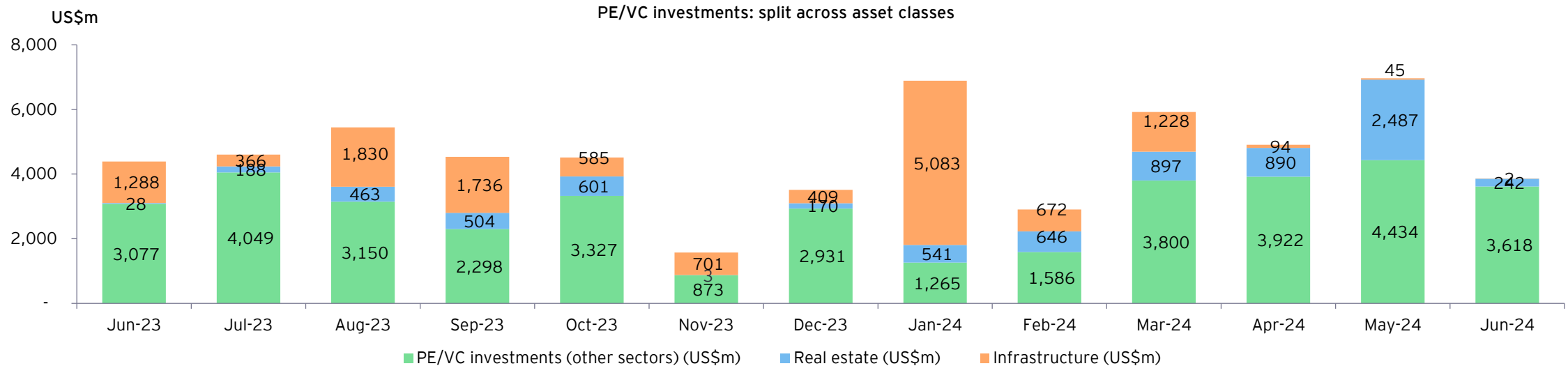
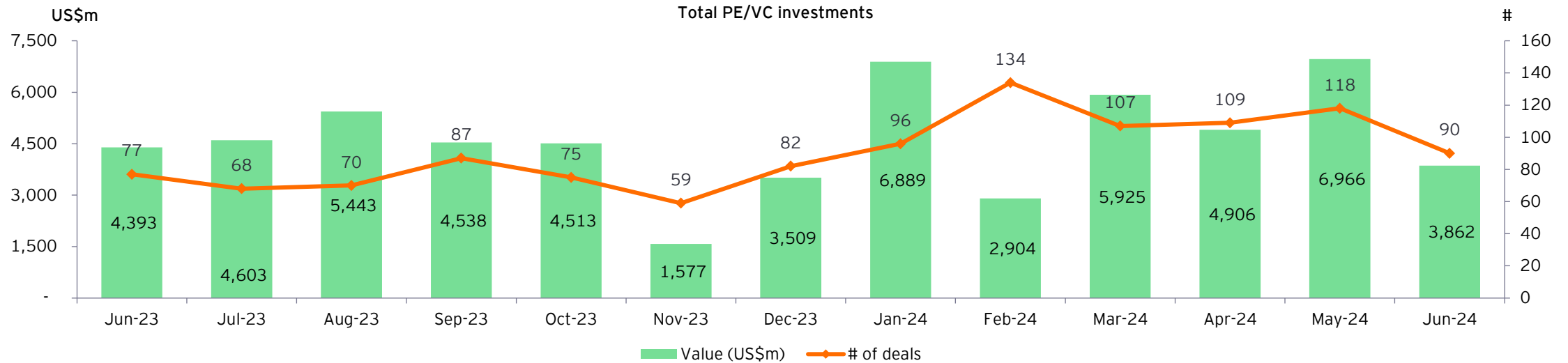
Monthly trend analysis:
June 2024

Key trends



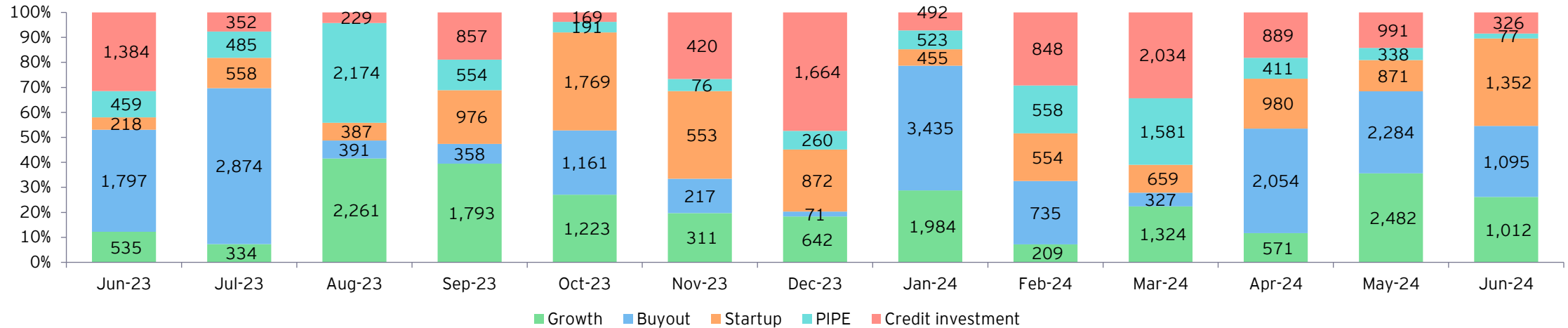
- ▶ PE/VC investments in June 2024 (US\$3.9 billion) were 12% lower than June 2023 (US\$4.4 billion) and 45% lower than May 2024 (US\$7 billion). In terms of number of deals, June 2024 (90 deals) recorded a 17% growth compared to June 2023 (77 deals).
- ▶ June 2024 recorded eight large deals (deals having a value greater than US\$100 million), aggregating US\$2.5 billion, a 23% decline y-o-y in terms of value (US\$3.3 billion across nine deals in June 2023). The largest deal in June 2024 saw TPG acquiring a 60% stake in Altimetrik Corp for US\$900 million.
- ▶ Start-up investment had the largest share in June 2024, with US\$1.4 billion invested across 50 deals compared to US\$218 million across 32 deals in June 2023, a growth of 519%. Buyout investments were the second largest, with US\$1.1 billion invested across four deals in June 2024, a decline by 39% compared to US\$1.8 billion across five deals in June 2023. Growth Investments were third highest in June 2024 (US\$1 billion across 17 deals) with 89% growth compared to June 2023 (US\$535 million across 17 deals). This was followed by credit investments (US\$326 million across 15 deals), a 76% decline compared to June 2023 (US\$1.4 billion recorded across nine deals). Lastly, PIPE investments stood at US\$77 million across four deals compared to US\$459 million across 14 deals in June 2023, a decline of 83%.
- ▶ From a sector point of view, e-commerce was the top sector in June 2024, with US\$978 million in PE/VC investments across 10 deals, followed by technology (US\$968 million) and financial services (US\$528 million). These sectors cumulatively accounted for 64% of total PE/VC investments in June 2024.

PE/VC monthly headline trends: investments

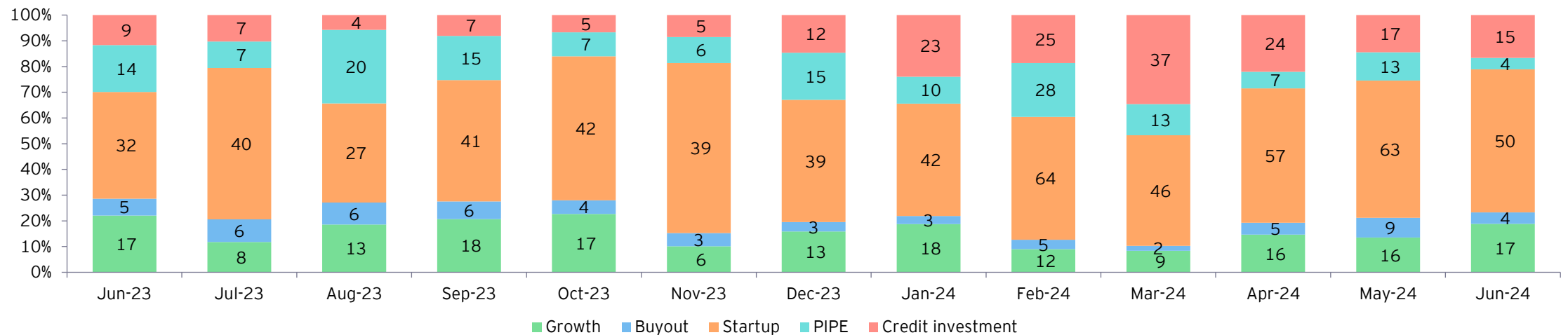


PE/VC monthly headline trends: investments

PE/VC investments: split across deal segments (value in US\$m)

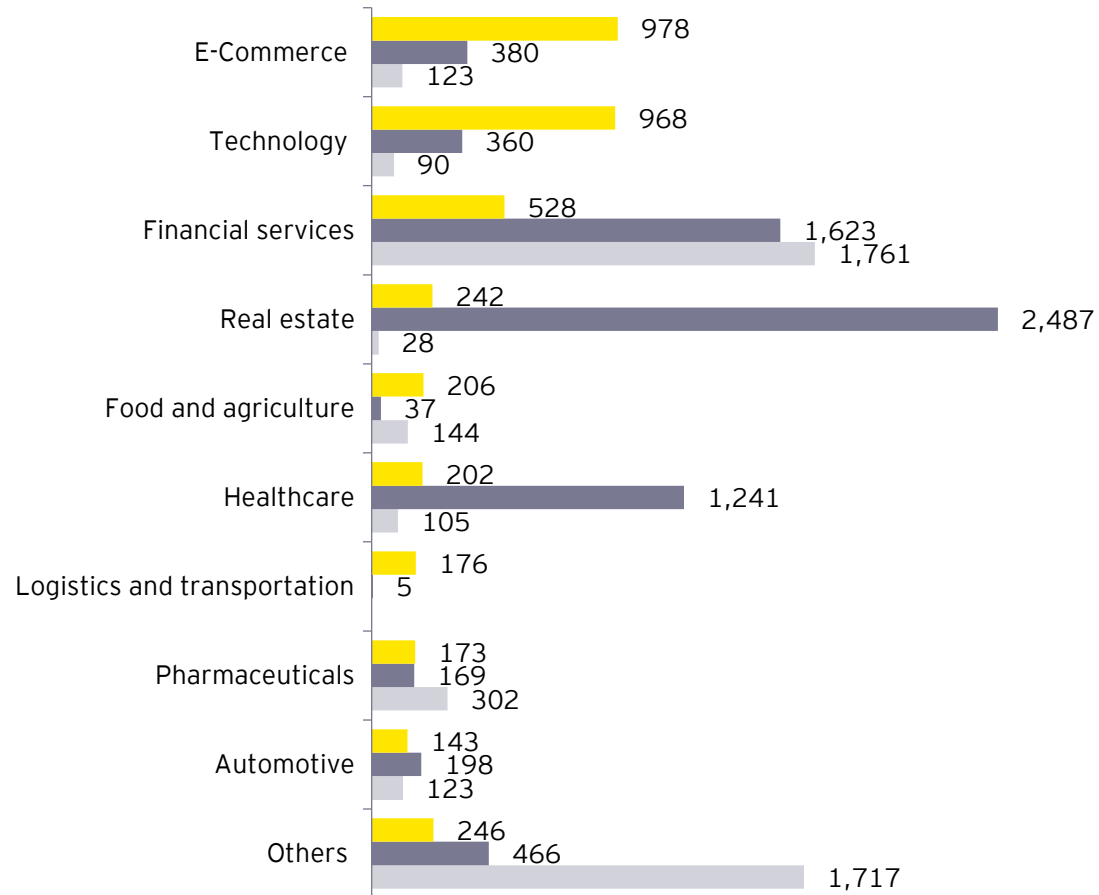


PE/VC investments: split across deal segments (number of deals)

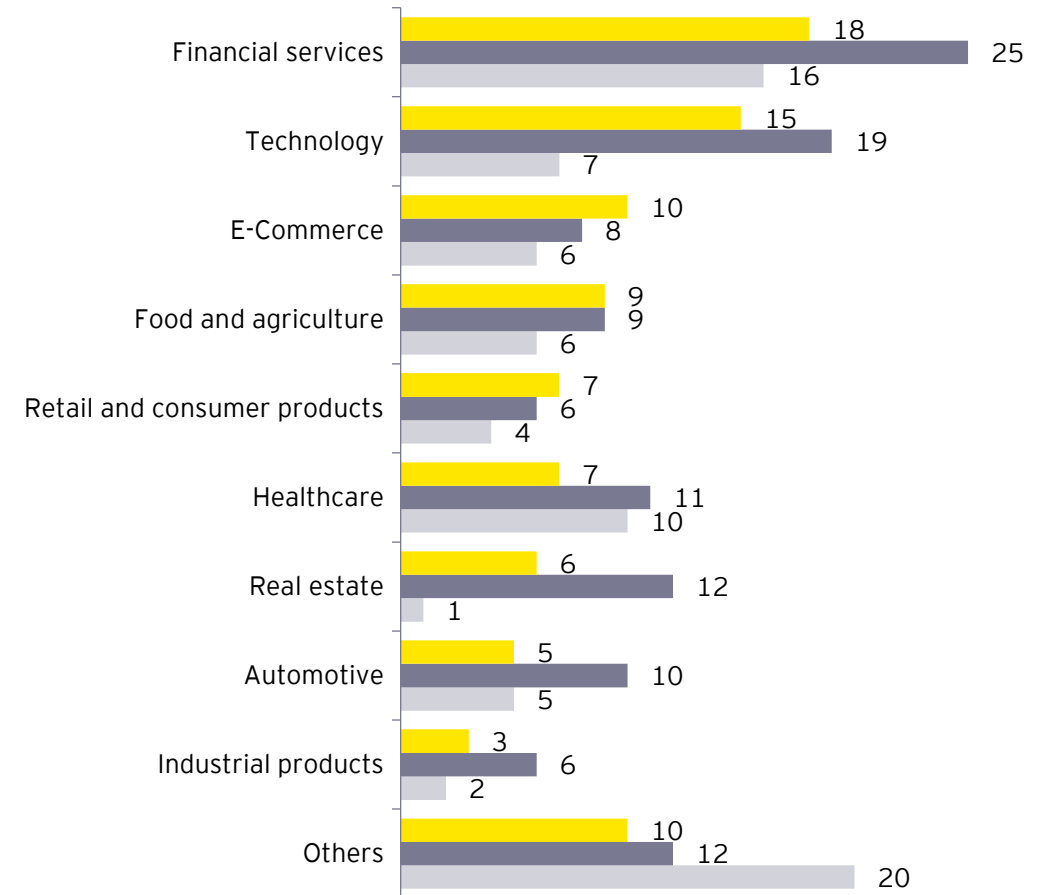


PE/VC investments: split by sector

Top sectors by value (US\$m)

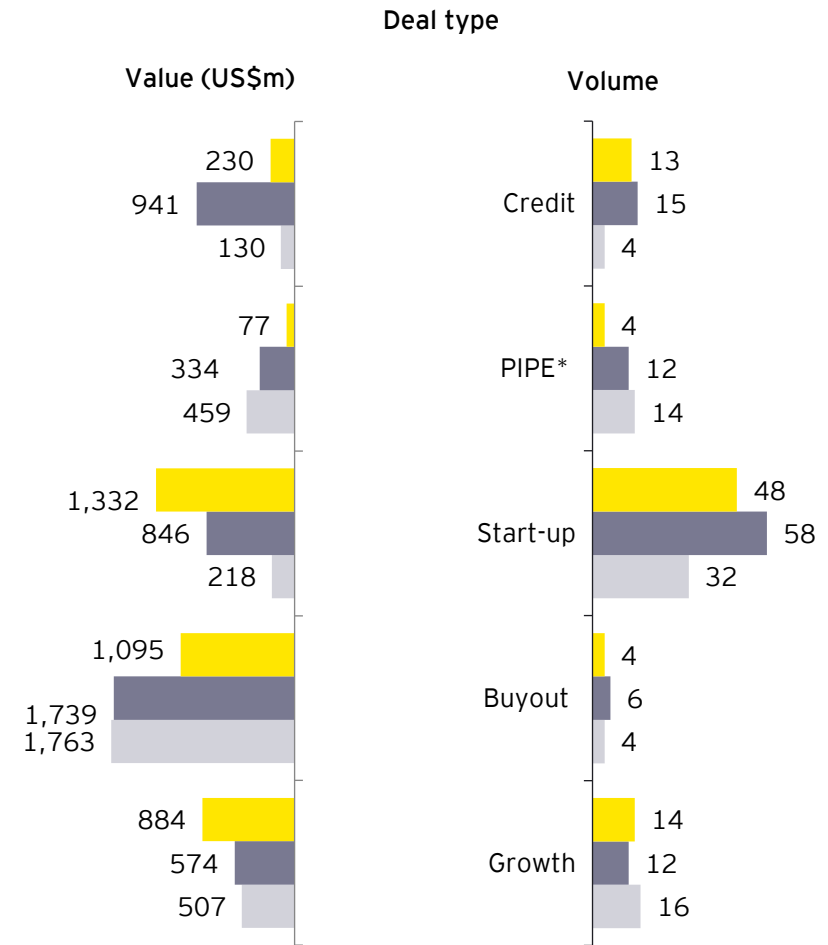
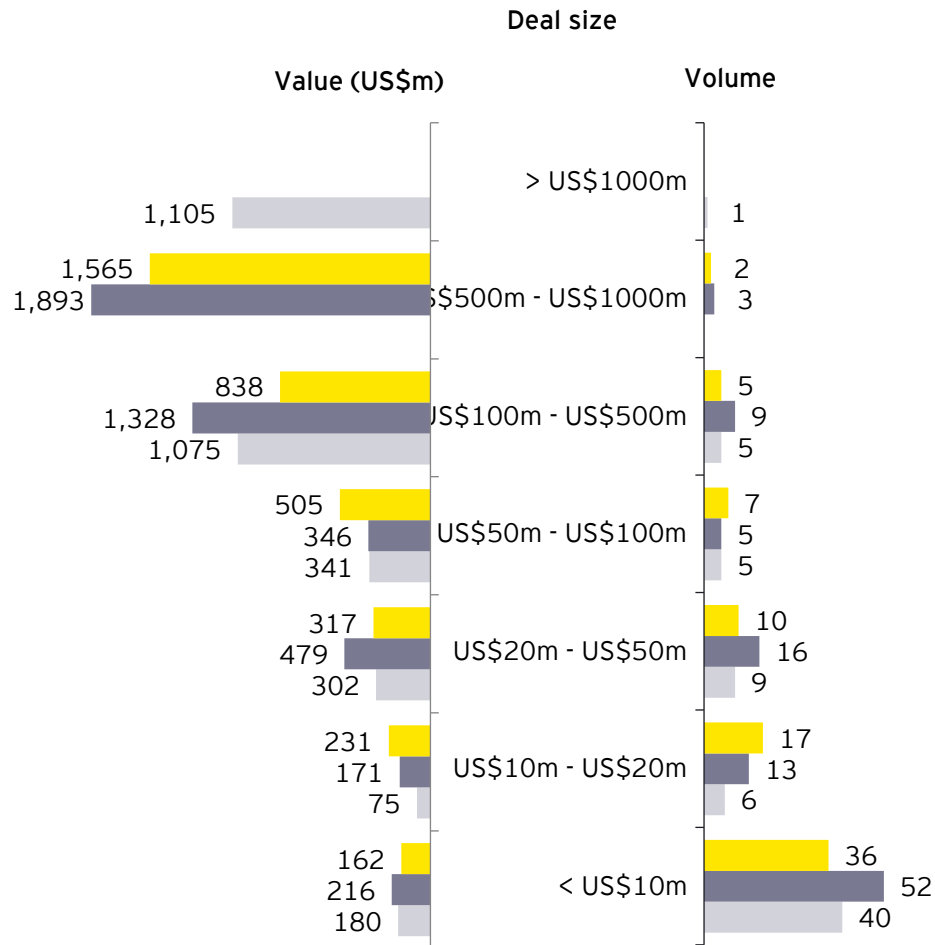


Top sectors by volume



June-23 May-24 June-24

PE/VC investments: split by deal size and deal type (excludes real estate and infrastructure)



* PIPE: Private investment in public equity

Note: Deal value not available for four deals in June 2023, five deals in May 2024 and six deals in June 2024

June-23 May-24 June-24



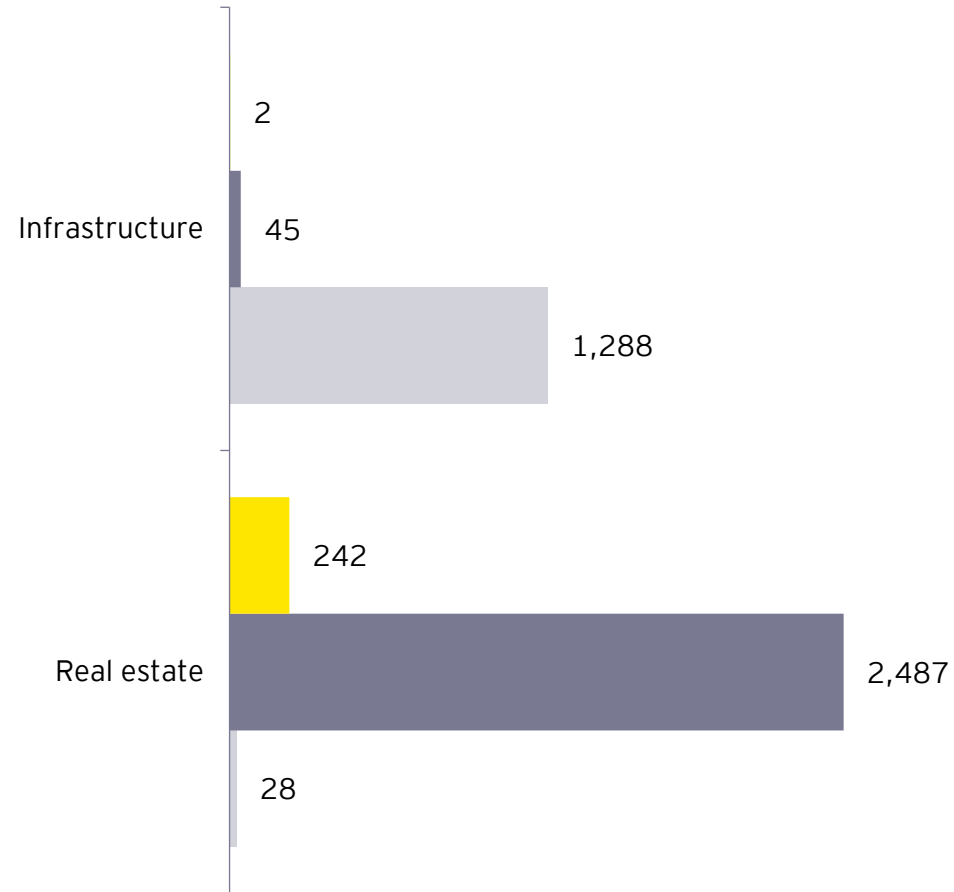
Top PE/VC investments

Top PE/VC investments excluding infrastructure and real estate in June 2024

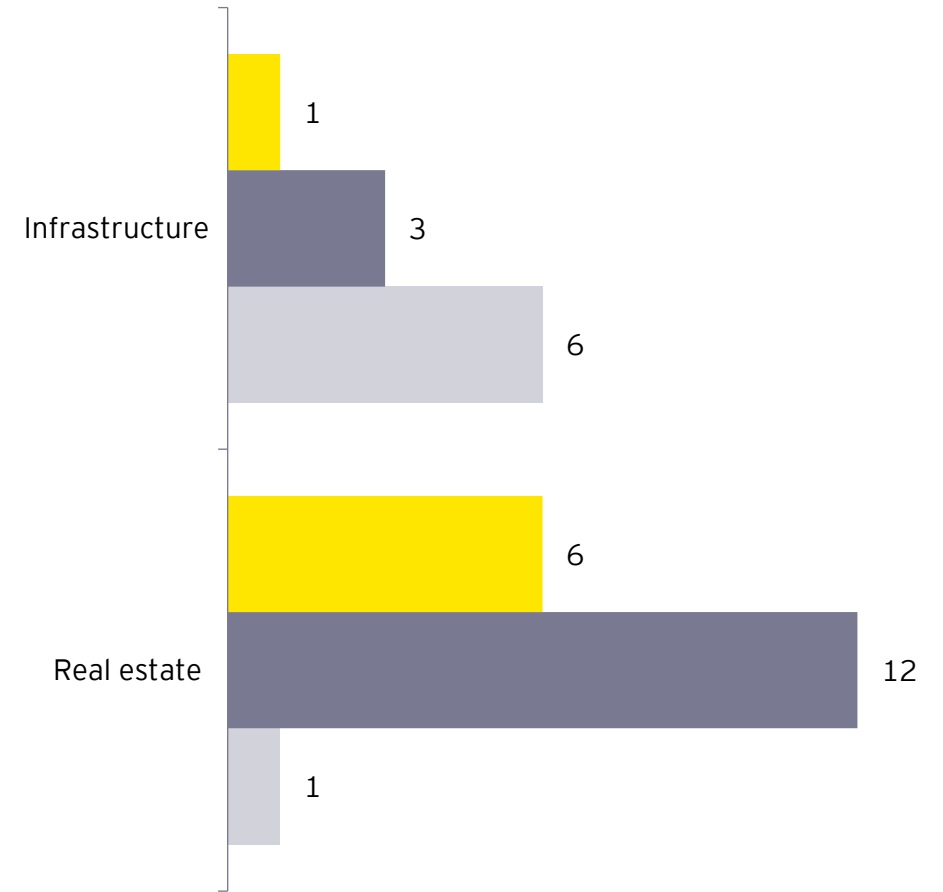
Company	PE investors	Sector	Stage	US\$m	Stake (%)
Altimetrik Corp.	TPG	Technology	Buyout	900	60
KiranaKart Technologies (Zepto)	Glade Brook Capital, StepStone Group, Nexus Venture Partners and others	E-Commerce	Start-up	665	18
Lenskart Solutions	Fidelity and Temasek	E-Commerce	Growth	200	4
Matrix Pharma	Kotak PE	Pharmaceuticals	Growth	173	NA
Ecom Express	BII, Warburg Pincus and Partners Group	Logistics and transportation	Growth	172	NA
Kogta Financial India	OTPP	Financial services	Growth	148	NA
Loyal Hospitality (Kitchens@)	Finnest	Food and agriculture	Buyout	145	54
Social Worth Technologies (Fibe, EarlySalary)	TR Capital, Mirae Asset, Trifecta Capital and Amara Partners	Financial services	Start-up	90	18
Scope	Apricot Capital and others	Media and entertainment	Start-up	90	NA
Ummeed Housing Finance	A91 Partners, Anicut Capital, Norwest Venture Partners and others	Financial services	Start-up	76	NA

PE/VC investments in infrastructure and real estate sectors

Top sectors by value (US\$m)

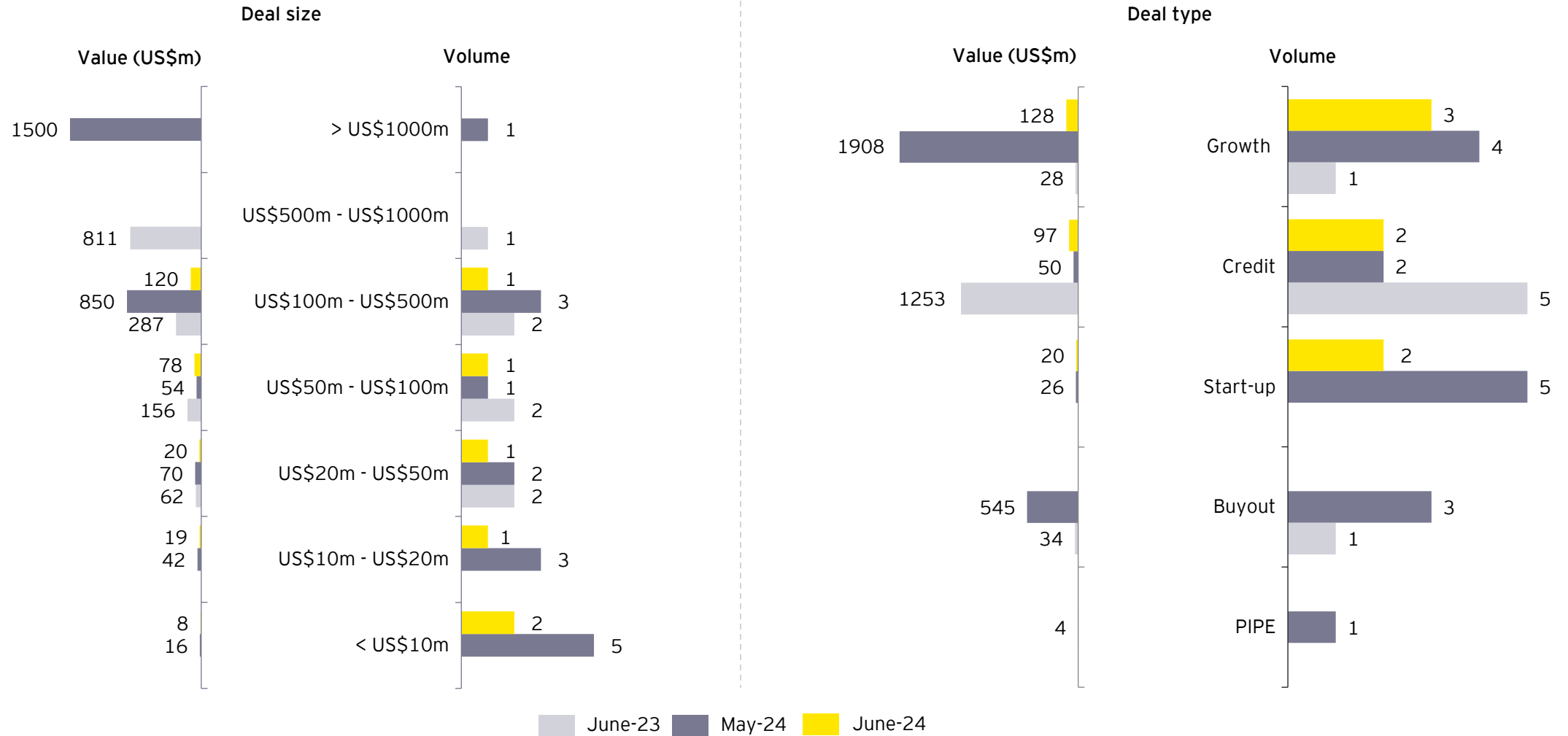


Top sectors by volume



June-23 May-24 June-24

PE/VC investments in infrastructure and real estate sectors



* PIPE: Private investment in public equity
 Note: Deal value not available for one deal in June 2024

Top infrastructure and real estate investments

Top infrastructure and real estate investments in June 2024

Company	PE investors	Sector	Stage	US\$m	Stake (%)
DLF-Hines' Gurgaon project	Daibiru	Real estate	Growth	120	NA
Mindspace Business Parks REIT	IFC	Real estate	Credit	78	NA
Smartworks Coworking Spaces	Ananta Capital, Keppel and others	Real estate	Start-up	20	NA
Swaminarayan Green City (Dharmadev Group's affordable housing project in Surat)	Nisus Finance	Real estate	Credit	19	NA
Godrej Green Homes (Godrej Two)	Godrej Fund	Real estate	Growth	6	5

Key trends

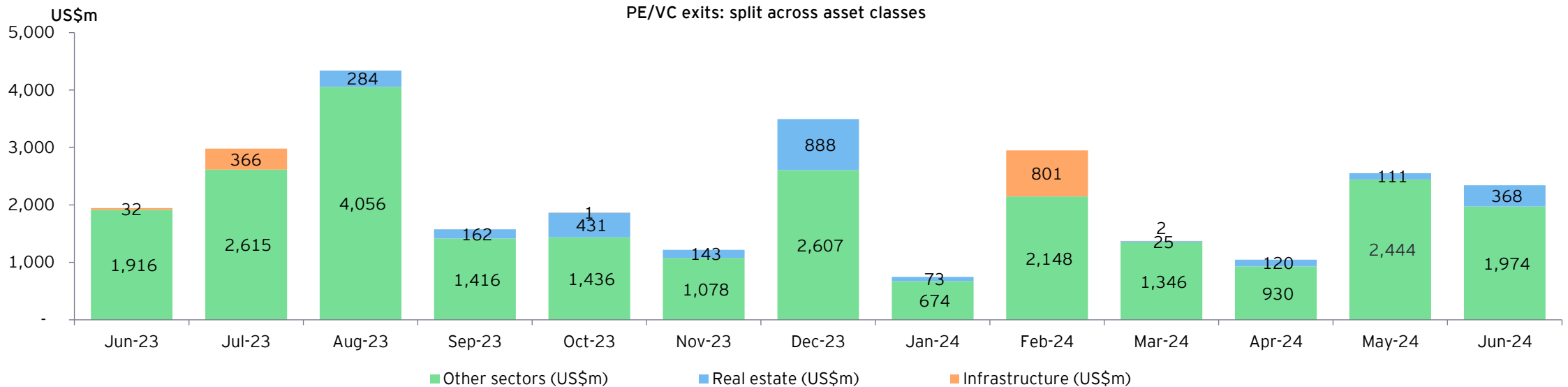
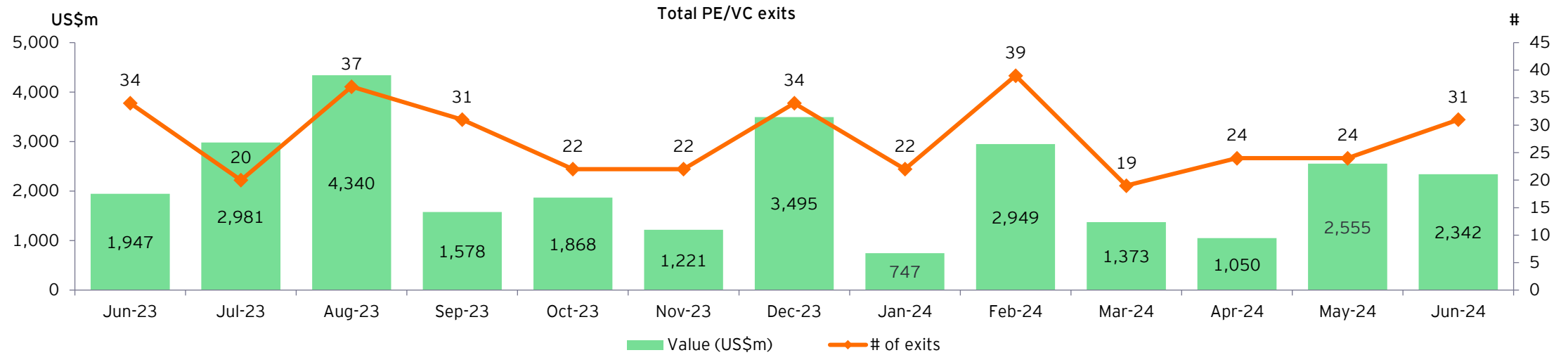


- ▶ June 2024 recorded 31 exits worth US\$2.3 billion, compared to US\$1.9 billion in June 2023 across 34 deals.
- ▶ Open market exits were the highest in June 2024 at US\$1.9 billion across 20 deals, followed by secondary exits at US\$408 million.
- ▶ The largest exit in June 2024 saw Blackstone selling 15% stake in Mphasis for US\$806 million.

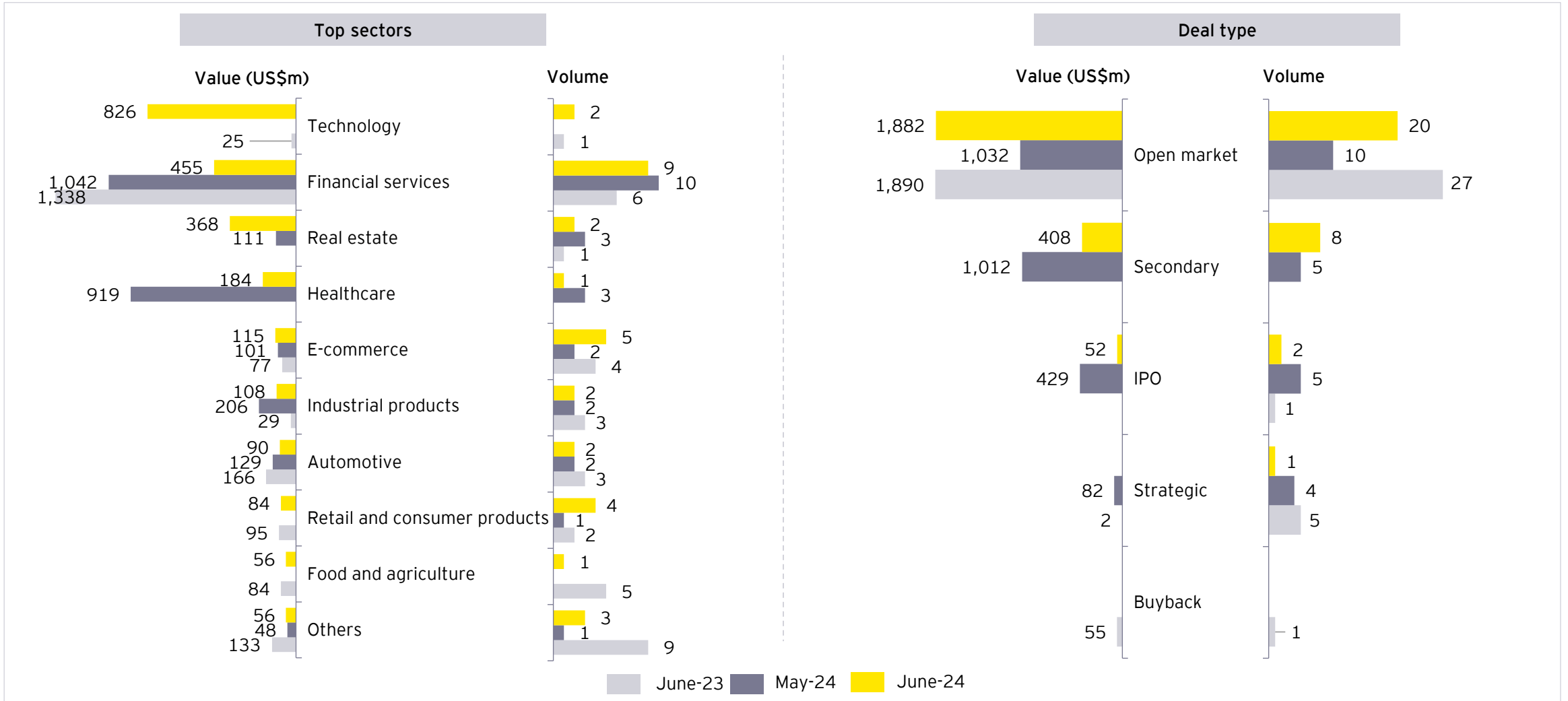


- ▶ June 2024 recorded a total fundraise of US\$437 million, across seven funds, compared to US\$608 million raised in May 2024 and US\$3.8 billion in June 2023.
- ▶ US\$309 million raised by Neo Asset Management was the largest fundraise in June 2024.

PE/VC monthly headline trends: exits



PE/VC monthly headline trends: exits



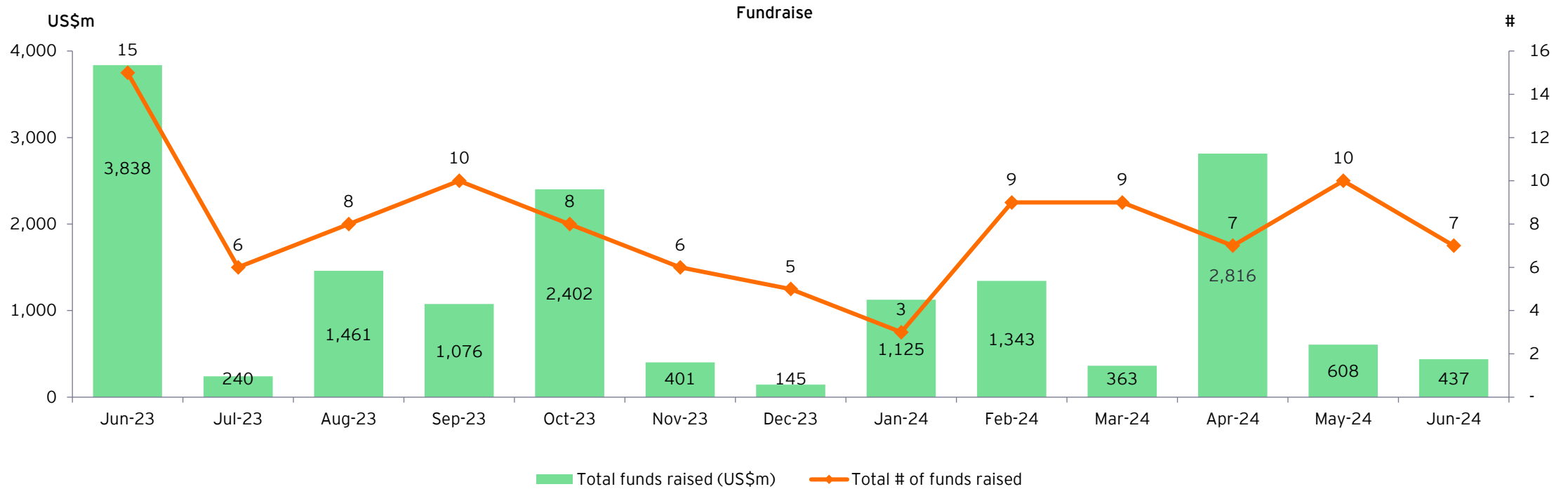
Note: Deal value not available for four exits in June 2023, five exits in May 2024, six exits in June 2024.

Top exits

Top exits in June 2024

Company	Sector	Seller	Buyer	Stage	US\$m	Stake (%)
Mphasis	Technology	Blackstone	NA	Open market	806	15
Total Environment Building Systems	Real estate	Brookfield, HDFC Capital and others	State Bank of India, Standard Chartered Bank, ICICI Bank, Axis Bank and RBL Bank	Secondary	248	NA
Aster DM Healthcare	Healthcare	Olympus Capital	GIC, Morgan Stanley	Open market	184	9
PNB Housing Finance	Financial services	Asia Opportunities V (Mauritius), General Atlantic	Morgan Stanley	Open market	120	5
DLF-Hines' Gurgaon project	Real estate	ADIA	Daibiru Corporation	Secondary	120	NA
AU Small Finance Bank	Financial services	WestBridge	NA	Open market	101	2
Thermax	Industrial products	Nalanda Capital	NA	Open market	92	1
CSB BANK	Financial services	Fairfax	NA	Open market	90	10
Sansera Engineering	Automotive	Citi Venture Capital International	NA	Open market	90	12
CarTrade Tech	E-commerce	Warburg Pincus, Temasek, JP Morgan	NA	Open market	64	14

PE/VC monthly headline trends: fundraise



Fundraise

Top fundraise in June 2024

Status	Fund	PE/VC GP	US\$m	Strategy
Raised	Neo Asset Special Credit Opportunities Fund	Neo Asset Management	309	Non-triple-A-rated companies with operating profits and targeting gross IRR of 22-24%
Announced	Sixth Sense Ventures Fund IV	Sixth Sense Ventures	300	Consumer-centric start-ups
Announced	Diversified Bond Fund Series 2	Vivriti Asset Management	240	Mid-market companies across sectors like healthcare, infrastructure, engineering and consumer-led businesses
Announced	UTI Alternatives Private Credit Fund 3	UTI Alternatives	120	Structured equity, performing credit, distressed assets and real estate
Announced	Pavestone Technology Fund	Pavestone	108	Growth stage start-ups across deep tech and enterprise tech sectors

04

Spotlight: PE/VC exit trends

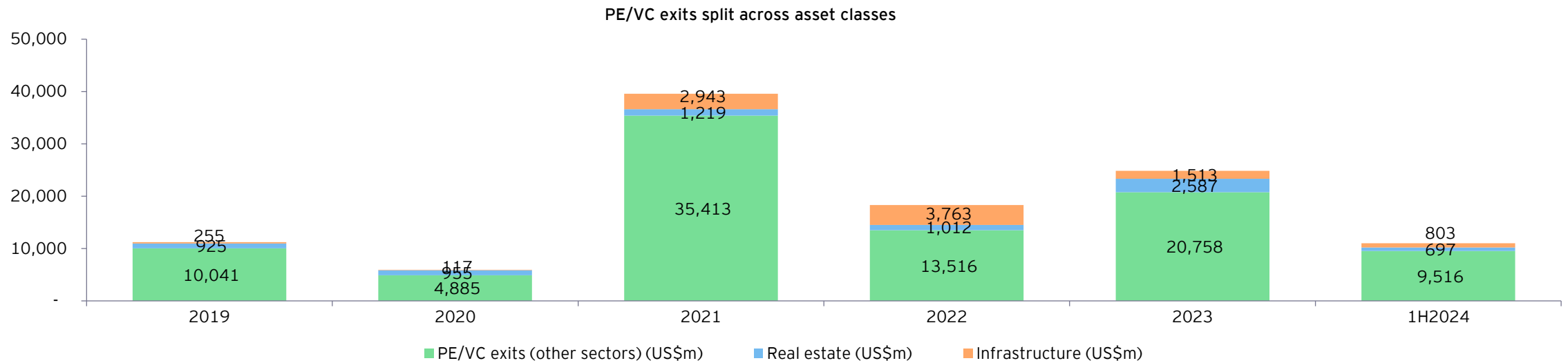
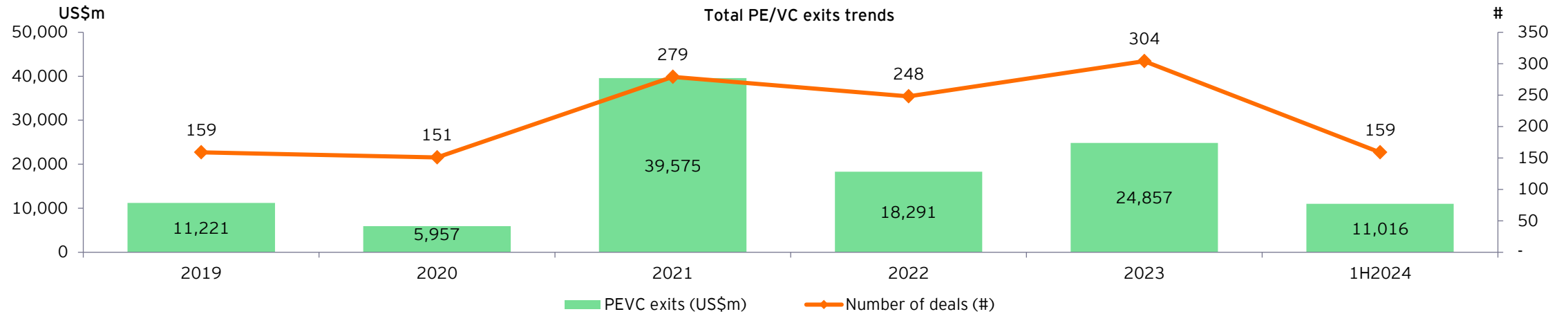


Spotlight: PE/VC exit trends (2019 - 1H2024)

- ▶ PE/VC exit activity has surged over the past few years in line with the buoyant performance of the capital markets. The growing depth of the capital markets in India is creating a conducive environment for PE/VC exits, generating substantial returns for the PE/VC investors.
- ▶ Taking a decadal view, PE/VC exits worth US\$167.8 billion across 2,368 deals were recorded. However, PE/VC exits surged during the last five years (since 2019) recording 2/3rd of the exits worth US\$110.9 billion across 1,300 deals.
- ▶ Year 2021 recorded the highest exits worth US\$39.6 billion where in the PE/VC investors took an advantage of buoyant capital markets selling stakes in listed positions at elevated valuations. In terms of the number of deals, year 2023 recorded the highest deals (304 deals). So far, the year 2024 has recorded 159 deals and may be the best year for exits if the trend continues.
- ▶ After an all-time high exits in 2021, a 54% year-on-year decline in PE/VC exit values was observed in 2022. However, it rebounded in 2023, registering an impressive 36% growth to reach US\$24.9 billion, compared to US\$18.3 billion in the previous year. This surge was primarily fueled by a substantial uptick in open market exits, which soared by 94% year-on-year to reach US\$12.8 billion in 2023 from US\$6.6 billion in 2022.
- ▶ In terms of exit type distribution, open market exits dominated the last 5 years, comprising 36% of total exits since 2019. Secondary exits followed at US\$30 billion. Strategic and PE backed IPOs secured third and fourth rank recording exits worth US\$26.4 billion and US\$10 billion, respectively. Lastly exits through buyback stood at US\$4 billion. In terms of the number of deals, open market exits recorded the highest number of exits (491) accounting for 38% of the overall exits. This was followed by strategic exits (411) and secondary exits (227). Exits through IPO and buyback recorded 130 and 41 exits, respectively.
- ▶ From a sector perspective, the technology sector dominated with exits worth US\$26.3 billion. Financial services followed closely with exits totaling US\$26.1 billion. E-commerce ranked third with exits totaling US\$10.1 billion. These sectors accounted for 56% of the overall exits since 2019. Other sectors that followed were infrastructure (US\$9.4 billion), healthcare (US\$8.4 billion) and real estate (US\$7.4 billion).

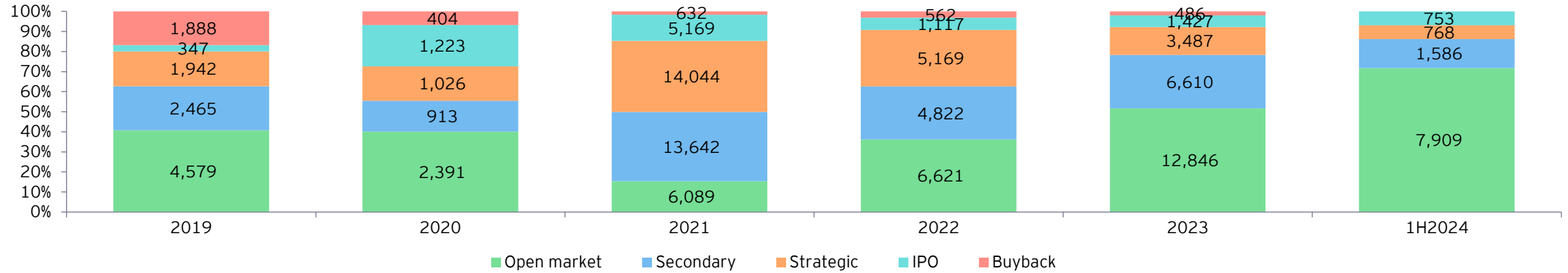


Spotlight: PE/VC exit trends (2019 - 1H2024)

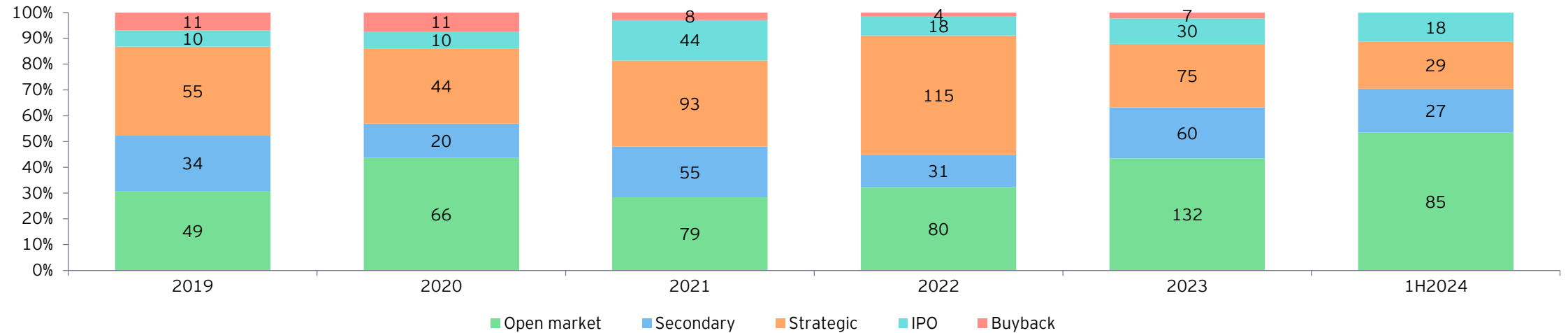


Spotlight: PE/VC exit trends (2019 - 1H2024)

PE/VC exits : split across deal segments (value in US\$m)

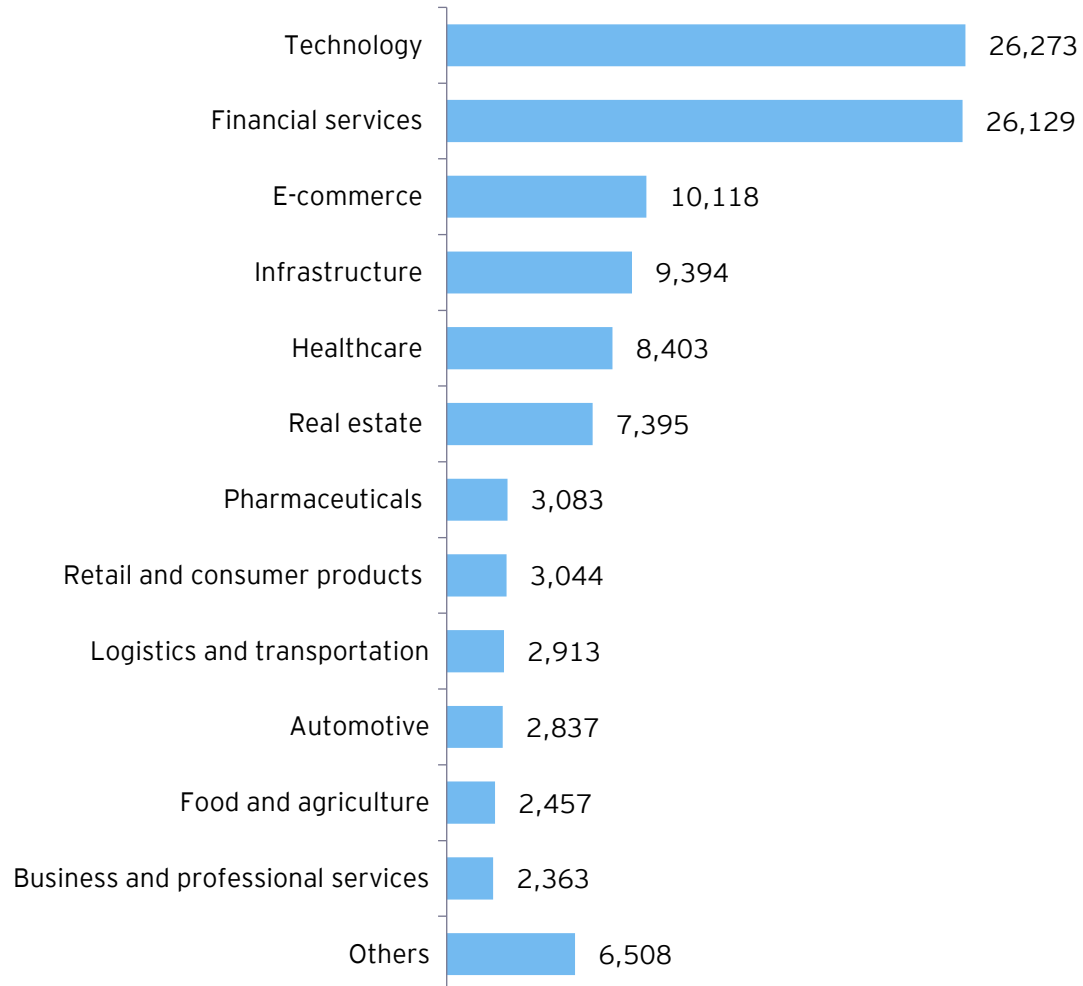


PE/VC exits : split across deal segments (number of deals)

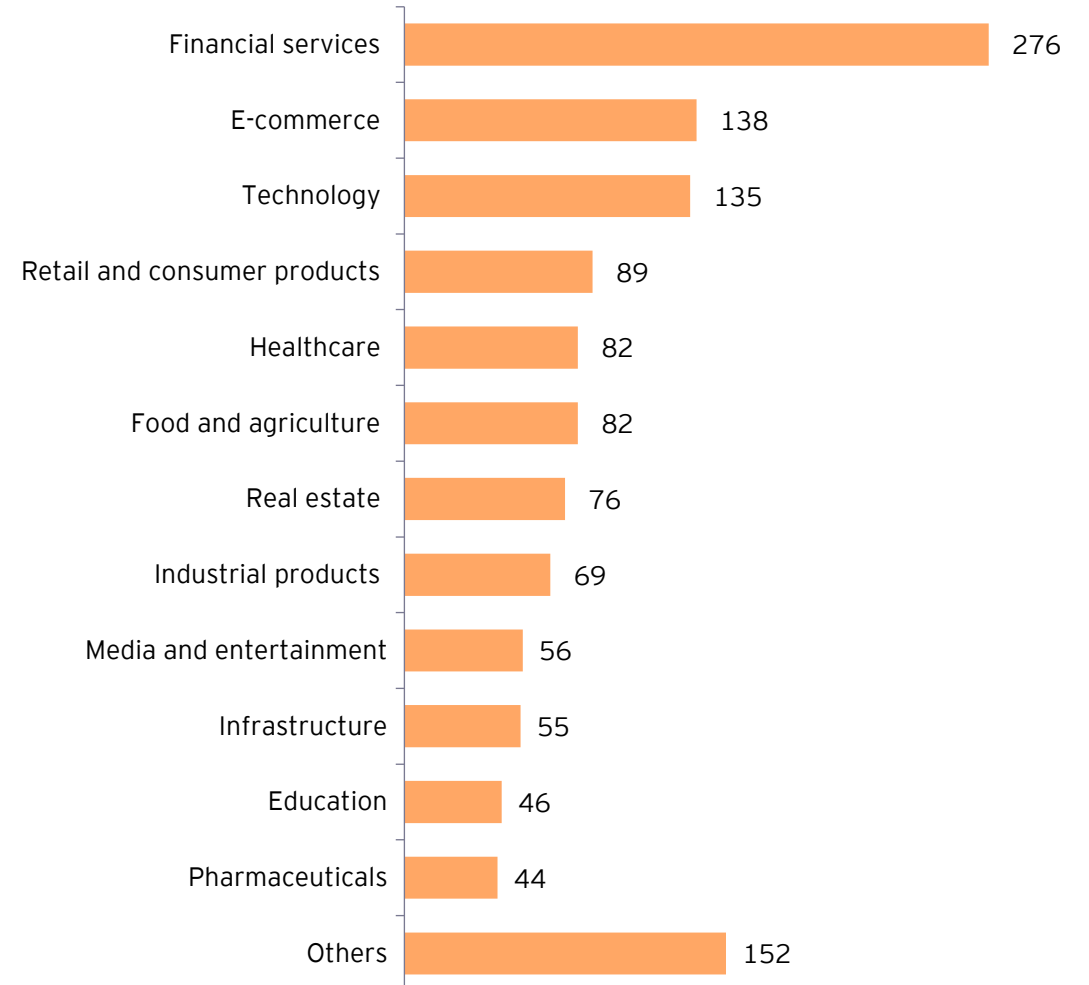


Spotlight: PE/VC exit trends (2019 - 1H2024)

Top sectors by value (US\$m)



Top sectors by volume (#)

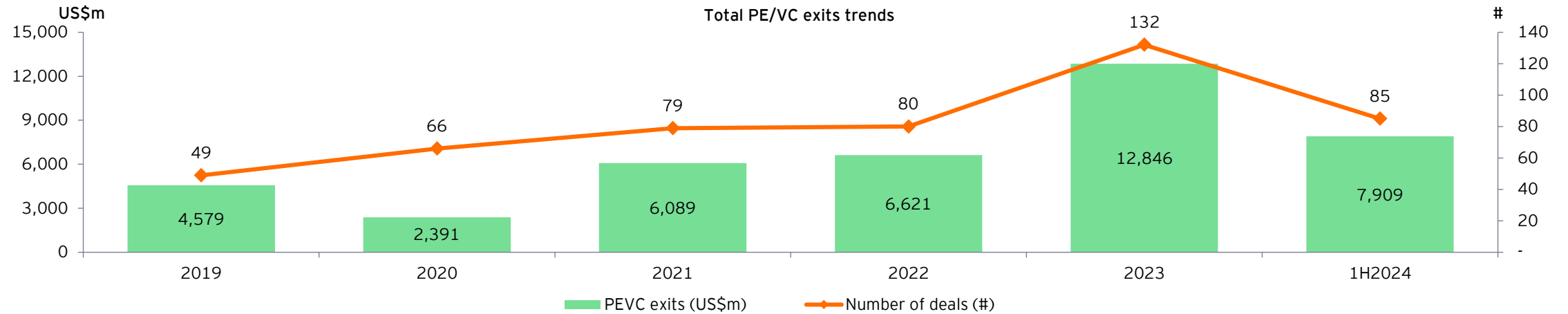


Spotlight: PE/VC exit trends (2019 - 1H2024)

Top exits in 2019 - 1H2024

Company	Seller(s)	Buyer	Sector	Stage	Year	US\$m	Stake (%)
GlobalLogic Inc	CPPIB, Partners Group	Hitachi	Technology	Strategic	2021	8,640	90
Hexaware Technologies	BPEA EQT	Carlyle	Technology	Secondary	2021	3,000	100
Mphasis	Blackstone	Blackstone	Technology	Secondary	2021	2,000	55
VFS Global Services	EQT	Blackstone	Business and professional services	Secondary	2021	1,870	75
SB Energy Holding	Softbank	Adani Green Energy	Infrastructure	Strategic	2021	1,760	80
Solenergi Power	Actis	Shell Plc.	Infrastructure	Strategic	2022	1,550	100
Encora	Warburg Pincus	Advent	Technology	Secondary	2021	1,500	80
Oravel Stays (OYO Rooms)	Sequoia, Lightspeed	NA	E-commerce	Buyback	2019	1,500	NA
Flipkart	Tiger Global, Accel	Walmart Inc	E-commerce	Strategic	2023	1,400	4
5 Road Projects (Simhapuri Expressway, Rayalseema Expressway, Mumbai Nasik Expressway, Kosi Bridge Infrastructure, Gorakhpur Infrastructure)	Brookfield	IndInfravit Trust	Infrastructure	Strategic	2022	1,200	100

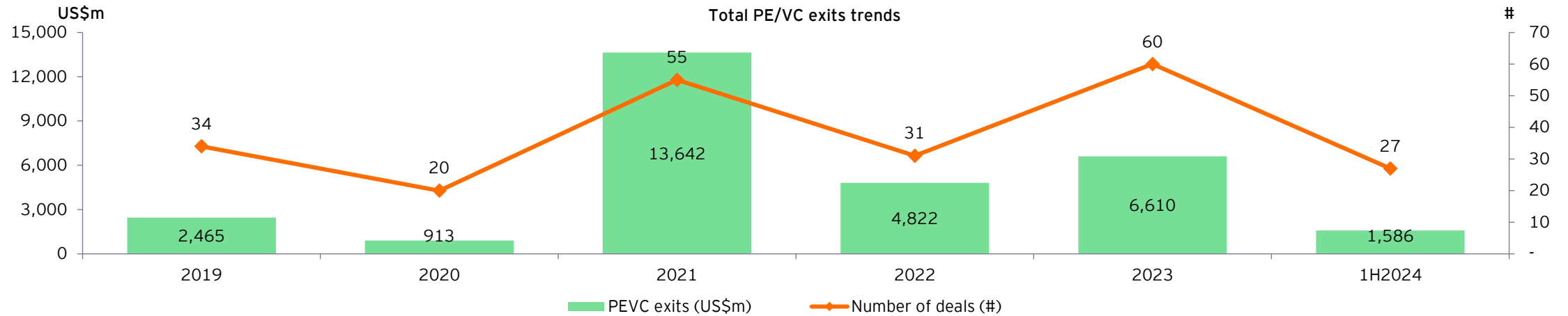
Spotlight: PE/VC exit trends (2019 - 1H2024) - Open market



Top open market exits

Company	Seller(s)	Sector	Year	US\$m	Stake (%)
Max Healthcare Institute	KKR	Healthcare	2022	1,163	28
Coforge	BPEA EQT	Technology	2023	925	27
Kotak Mahindra Bank	CPPIB	Financial services	2022	893	2
Embassy Office Parks REIT	Blackstone	Real estate	2023	851	24
Mphasis	Blackstone	Technology	2024	806	15

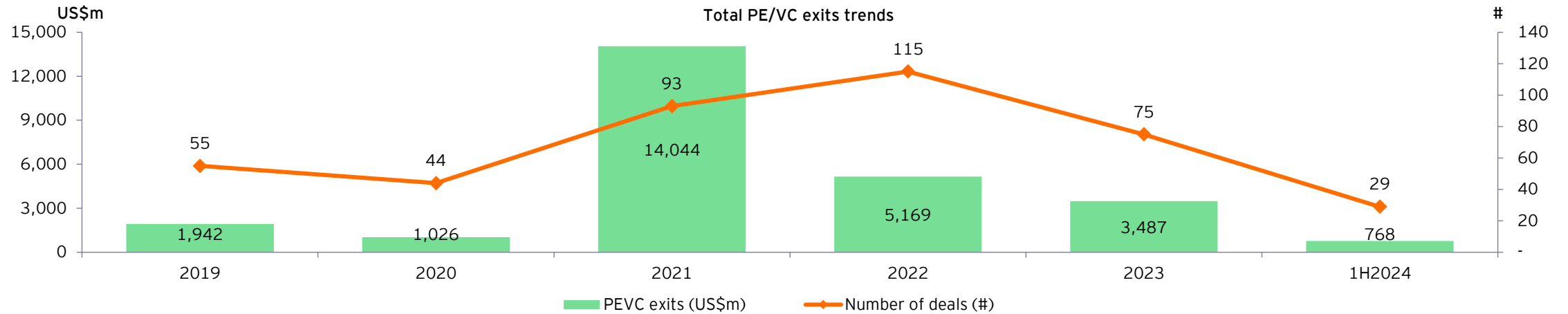
Spotlight: PE/VC exit trends (2019 - 1H2024) - Secondary



Top secondary exits

Company	Seller(s)	Buyer	Sector	Year	US\$m	Stake (%)
Hexaware Technologies	BPEA EQT	Carlyle	Technology	2021	3,000	100
Mphasis	Blackstone	Blackstone	Technology	2021	2,000	55
VFS Global Services	EQT	Blackstone	Business and professional services	2021	1,870	75
Encora	Warburg Pincus	Advent	Technology	2021	1,500	80
Manipal Health Enterprises	NIIF, TPG	Temasek	Healthcare	2023	1,024	41

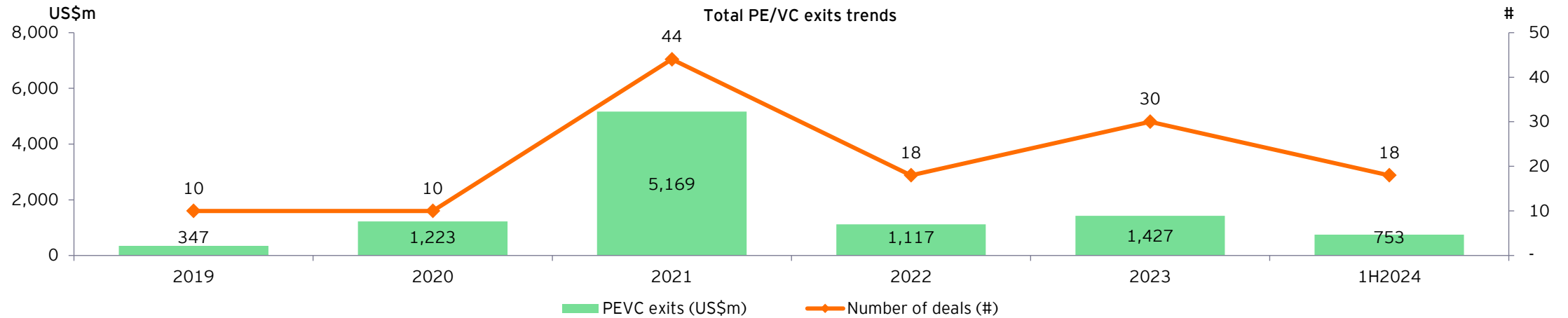
Spotlight: PE/VC exit trends (2019 - 1H2024) - Strategic



Top strategic exits

Company	Seller(s)	Buyer	Sector	Year	US\$m	Stake (%)
GlobalLogic Inc	CPPIB, Partners Group	Hitachi	Technology	2021	8,640	90
SB Energy Holding	Softbank	Adani Green Energy	Infrastructure	2021	1,760	80
Solenergi Power	Actis	Shell Plc	Infrastructure	2022	1,550	100
Flipkart	Tiger Global, Accel	Walmart Inc	E-commerce	2023	1,400	4
5 Road Projects	Brookfield	IndInfravit Trust	Infrastructure	2022	1,200	100

Spotlight: PE/VC exit trends (2019 - 1H2024) - PE backed IPOs



Top exits during IPOs

Company	Seller(s)	Sector	Year	US\$m	Stake (%)
SBI Cards and Payments Services	Carlyle	Financial services	2020	1,000	9
Sona BLW Precision Forgings	Blackstone	Automotive	2021	719	33
One 97 Communications	Elevation Capital, Softbank	Financial services	2021	499	3
Star Health and Allied Insurance	WestBridge, Madison Capital, Apis Growth, ROC Capital	Financial services	2021	481	7
CarTrade Tech	JP Morgan, Temasek, Warburg Pincus, March Capital	E-commerce	2021	378	38



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Services**

About EY's Private Equity Services Practice

EY has been working with the private equity industry for more than 25 years, with approximately 25,000 seasoned professionals worldwide dedicated to the industry and its business issues. EY serves 74% of the top 300 PE firms included in the Global PEI 300 firms list. Private equity firms, portfolio companies and investment funds face complex challenges. Successful deals depend on the ability to move faster, drive rapid and strategic growth, and create greater value throughout the transaction life cycle. EY taps its global network to help source deal opportunities and combines deep sector insights with the proven, innovative strategies that have guided the world's fastest-growing companies.

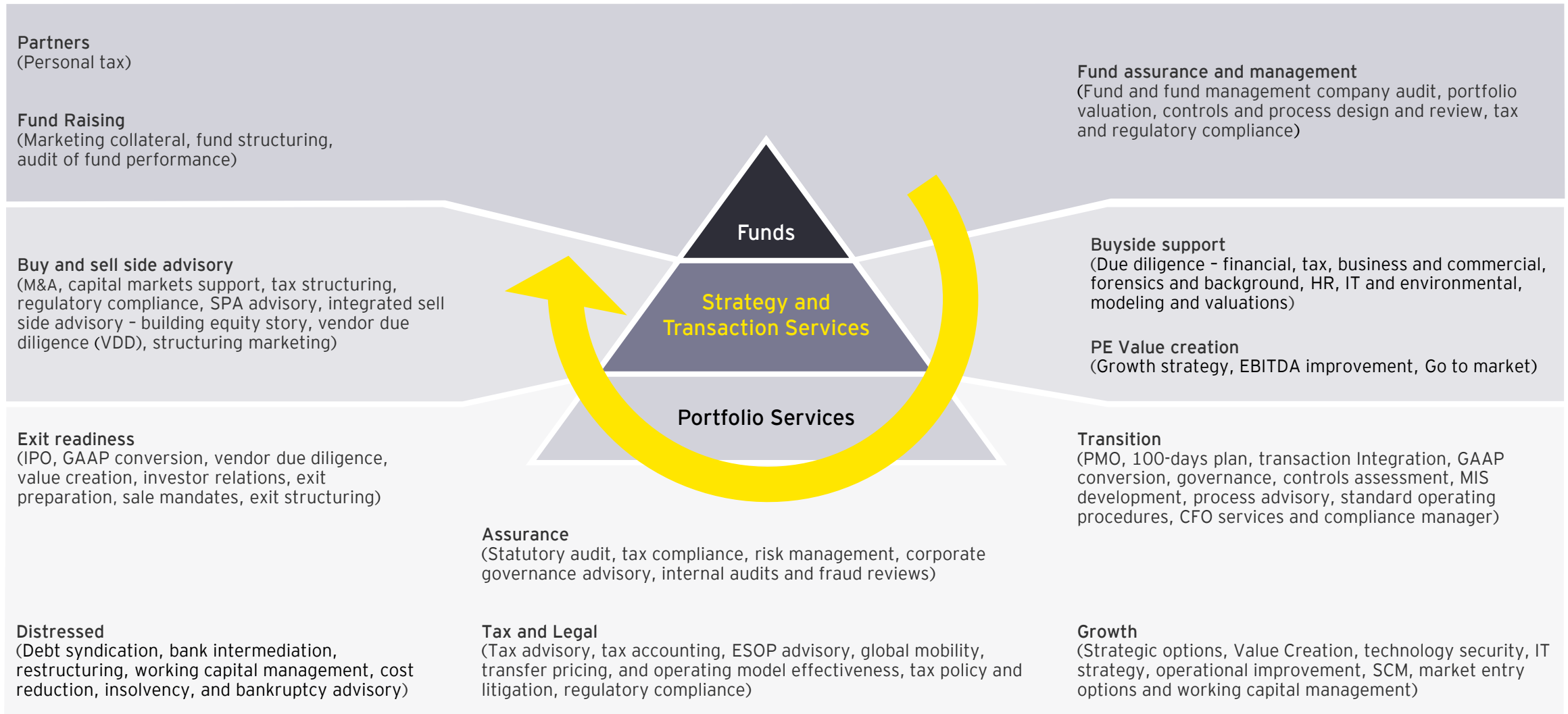
In India, EY is among the leading providers of advisory, tax, transactions and assurance services. The organization is also the number one professional services brand* in India, which is a testimony to our relentless commitment to deliver exceptional client service and create a better working world.

- ▶ EY's India Private Equity Services Practice has been among the top advisors for private equity deals over the past ten years. EY has been awarded the "Most Active Transaction Advisor" award by Venture Intelligence for 2009-2013 and the "Investment Bank of the Year, Private Equity" award by VC Circle in 2012, 2017 and 2020 and for M&A in 2018 and 2019.
- ▶ EY has been ranked a #1 Financial Advisor for over a decade across Mergermarket, Thomson Reuters and Bloomberg**. Our position as the foremost M&A advisor in the Indian mid-market enables us to create a robust deal origination pipeline for our PE/VC clients, acting as the tip of the spear of what is India's dominant PE Services practice.
- ▶ EY's India Private Equity Services Practice provides value to PE funds and their portfolio companies through its deep sector and service expertise. EY India is organized around key industry verticals in a matrix structure that enables us to offer an unparalleled blend of industry expertise and functional skills. We actively track about 15 sectors with sector leads driving our penetration in each of those sectors.



** for most number of deals

EY services for private equity



Ernst & Young LLP

EY | Building a better working world

EY exists to build a better working world, helping to create long-term value for clients, people and society and build trust in the capital markets.

Enabled by data and technology, diverse EY teams in over 150 countries provide trust through assurance and help clients grow, transform and operate.

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A nighttime photograph of a cable-stayed bridge, likely the Jumeirah Emirates Circuit Bridge in Dubai, with a city skyline in the background. The bridge is illuminated with warm lights, and the city lights are visible across the water. The sky is a deep blue.

About IVCA

IVCA

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The Indian Private Equity & Venture Capital Association (IVCA), is the apex body promoting the Alternative Investment Funds (AIFs) in India and promotes stable, long-term capital flow (Private Equity (PE), Venture Capital (VC) and Angel Capital) in India.

With leading VC/ PE firms, institutional investors, banks, corporate advisers, accountants, lawyers and other service providers as members, it serves as a powerful platform for all stakeholders to interact with each other. Being the face of the Industry, it helps establish high standards of governance, ethics, business conduct and professional competence.

With a prime motive to support the ecosystem, it facilitates contact with policy makers, research institutions, universities, trade associations and other relevant organizations. Thus, support entrepreneurial activity, innovation and job creation.

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