



VENTURE
INTELLIGENCE

Database User Guide



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Private Equity Database User Guide

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Part I – How to Login to the Database

Private Equity in Real Estate Database Login Page - <http://ventureintelligence.in/relogin.php>

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Private Equity in Real Estate Database Login

VENTURE INTELLIGENCE

Email

Password

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

Login

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

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

For PERE Database Troubleshooting - <http://ventureintelligence.in/faq-re.htm>

Note to Subscribers:

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

For Further assistance, please contact sales@ventureintelligence.in or call +91 44 4218 5180.



Part II – Database Homepage

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PERE Database Homepage

Select the database you would like to query

- Real Estate Investments (Definitions)
- PERE Directory
- PE-backed IPOs (Definitions)
- PE Exits - M&A (Definitions)
- M&A (Definitions)

Welcome Vivek

Change your Password

Database Home

Logout

The criteria and classifications for each segment are explained in detail in the corresponding definitions link

The database is categorized into investments, exits (via IPO and M&A), a separate directory listing section of India specific PE investors in Real Estate and M&A deals in the Indian Real Estate space.

1. Database Categorization.

The database is categorized into investments, exits (via IPO and M&A), a separate directory section of India specific PE investors in RE and M&A deals in the Indian Real Estate space.

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 –

PERE Investments Search

PE Investments - Real Estate -> Search

Industry > ALL Search from all of 5 industries

Sector > ALL Filter by 7 different sectors of investments

Region > ALL Look for investments by 6 different regions

Type > ALL Filter by type –Entity/Project

Investor Type > ALL Filter by investor type - Foreign/India Dedicated/Co-Inv.

Deal Range (US \$M) > ALL To ALL Choose by ticket size of deals

Period > Jan 2011 Dec 2011 Select desired period for query

Show deals by

Investor > Show All

Advisor > Show All

Company/Sector > Search

1. PERE Investments

a. Search by Category Filters or Custom Filters.

- Category Filters include Industry, Sector, 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 PERE Investments Search.

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

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

Sample PERE Investments search with filters populated

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Welcome Vivek
Change your Password
Database Home
Logout

PE Investments - Real Estate -> Search

Industry > Real Estate
Sector > Residential
Region > ALL
Type > ALL
Investor Type > ALL
Deal Range (US \$M) > ALL To ALL
Period > Jan 2010 Dec 2010

Show deals by

Investor > Show All
Advisor > Show All
Company/Sector > Search

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

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

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

Sample Search Result

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

Query: > Real Estate > Residential > Jan 10-Dec 10

List of PE Investments - Real Estate
 Note: Target in () indicates sale of SPV/ Project rather than the company.

(Rohan Lifescapes)	Mumbai	36.00	click here
(Shree Ram Urban Infrastructure)	Mumbai	24.00	click here
(Shriram Properties)	Bangalore	15.00	click here
Umang Realtech	Delhi	13.65	click here
Umang Realtech	Delhi	5.35	click here
Undisclosed	Noida	7.40	click here
Value and Budget Housing Development Corporation	Bangalore	3.70	click here
(Value and Budget Housing Development Corporation)	Bangalore		click here
(Value Designbuild)	Bangalore	10.00	click here
(Mascon Engineers)	Chennai		
	Chennai		
	Chennai		

Snapshot of results

Announced Value US\$ 446 M across 23 deals; Total No. of Deals = 28

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

For more info on each investment, click on the corresponding click here link

Aggregate information for sample search result

- **Aggregate Information.**

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



- **Investee Company Profile.**

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

Profile of Investee Company

The screenshot shows a Mozilla Firefox browser window displaying the 'Company Profile' page for Umang Realtech. The browser address bar shows the URL: <http://www.ventureintelligence.in/review/recompanydetails.php?value=524>. The page content is as follows:

Company Profile	
Company	Umang Realtech
Industry	Real Estate
Sector	
Stock Code	Private
Year founded	2007
Address	First Floor, The Great Eastern Centre, 70, Nehru Place,
City	Delhi
Zip	110 019
Country	India
Telephone	+91 11 4726 4444
Fax	+91 11 4726 4455
Email	muppal@umangrealtech.com
Website	http://www.umangrealtech.com/home.aspx
More Information	Umang Realtech is a joint venture between Uppal Housing and Indus Capital Partners.
Other Location	
Investors	Indus Capital (May-2007) 2i Capital (Jan-2008) 2i Capital (Feb-2008) Indus Capital (Oct-2008) Indus Capital (Feb-2010) Indus Capital (Mar-2010) Indus Capital (Aug-2010)
Investor Board Members	Anoop Sethi, Indus Capital Partners
Top Management	Manish Uppal, Chairman

Below the company profile, there is a table of deals:

Investor		
bai	36.00	click here
bai	24.00	click here
alore	15.00	click here
	13.65	click here
	5.35	click here
	7.40	click here
alore	3.70	click here
alore		click here
alore	10.00	click here
nai		click here
nai	17.00	click here
nai		click here

At the bottom of the deals table, there is a summary: **Deals; Total No. of Deals = 28** and a [Click Here](#) button.

Under investors, you will find that the names of the PE investors are hyperlinked and lead to their respective investor profiles. **The hyperlinked timeline (e.g. May-2007), next to the 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.

RE Investor Profile	
Investor	Indiareit
Address	Nicholas Piramal Tower, Peninsula Corporate Park, 3rd Road, G. K. Marg Lower Parel
City	Mumbai
Zip	400 013
Telephone	91 22 6151 3440
Fax	91 22 6151 3444
Email	ramesh.jogani@indiareit.com ; jasmeet.chhabra@indiareit.com
Website	http://www.indiareit.com
Description	Indiareit is an investment advisor to Indias leading private equity and venture capital funds, focused on investing in Indian real estate opportunities.
Management	Jasmeet Chhabra, Director - Investments Ramesh Jogani, CEO & MD
Firm Type	Private Equity/ Real Estate
Other Location(s)	
Assets Under Management (US\$ Million)	450
Type of Investments	Commercial, Diversified, Mixed Use, Residential, SEZ, Township
Limited Partners	
Number of Funds	
Additional Information	It is promoted by the \$1.8 billion conglomerate, Piramal Group.
Industry (Existing Investments)	Real Estate
Investments	SoBo Central (Jul-2010) Paranjape Schemes Construction (Jul-2010) Panchshil Realty (Nov-2009) Samira Habitat (Sep-2009) Neptune Developers (Feb-2009) Neptune Developers (Nov-2008) Srinivasa Shipping and Property Development (May-2008) Amsri Group (Dec-2007) Samira Habitat (Nov-2007) Skyline Constructions and Housing (Aug-2007) Paranjape Schemes Construction (Jun-2007) Neptune Developers (Mar-2007) Sunteck Realty Group (Jan-2007) Piramal Enterprises (Aug-2006) Srinivasa Shipping and Property Development (Apr-2006) Srinivasa Shipping and Property Development (Mar-2006)
Exits - M&A	Neptune Realtors (Jan-2011)

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. Aug-2010), next to the company names, will lead to the investment deal information page - for that particular investment.**



- **Export to Excel Feature.**

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

Export to Excel feature

Query: Real Estate > Residential > Jan 10-Dec 10

List of PE Investments - Real Estate
 Note: Target in () indicates sale of SPV/ Project rather than the company.

Company	Location	Amount (US\$M)	Action
(Rohan Lifescapes)	Mumbai	36.00	click here
(Shree Ram Urban Infrastructure)	Mumbai	24.00	click here
(Shriram Properties)	Bangalore	15.00	click here
Umang Realetech	Delhi	13.65	click here
Umang Realetech	Delhi	5.35	click here
Undisclosed	Noida	7.40	click here
Value and Budget Housing Development Corporation	Bangalore	3.70	click here
(Value and Budget Housing Development Corporation)	Bangalore		click here
(Value Designbuild)	Bangalore	10.00	click here
(Vascon Engineers)	Chennai		click here
(VGI Developers)	Chennai	17.00	click here
(VGI Developers)	Chennai		click here

Announced Value 1156.442 M us\$ deals: Total No. of Deals = 28

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

The results for each query can be exported into an excel sheet.

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

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

Export to Excel feature

Query: > Jan 07-Dec 07

Amount (US\$M)	Deal Info
5.00	click here
4.00	click here
—	click here
2.00	click here
—	click here
18.50	click here
15.00	click here
5.00	click here
190.00	click here

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

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

Opening peinv_deals.xls

You have chosen to open
 peinv_deals.xls
 which is a: Microsoft Excel Worksheet
 from: http://www.ventureintelligence.in

What should Firefox do with this file?

Open with Microsoft Office Excel (default)

Save File

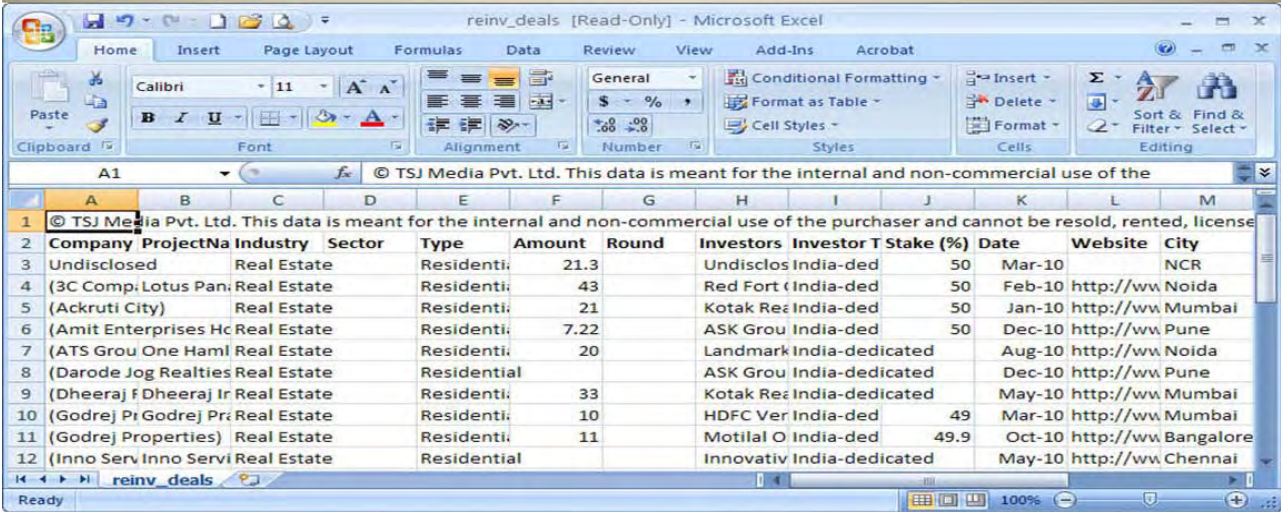
Do this automatically for files like this from now on.

OK Cancel

Sample Export Result

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

Sample Export Result



Company	Project Name	Industry	Sector	Type	Amount	Round	Investors	Investor T Stake (%)	Date	Website	City
Undisclosed		Real Estate		Residential	21.3		Undisclosed	50	Mar-10		NCR
(3C Comp: Lotus Pan)		Real Estate		Residential	43		Red Fort (50	Feb-10	http://ww	Noida
(Ackruti City)		Real Estate		Residential	21		Kotak Re	50	Jan-10	http://ww	Mumbai
(Amit Enterprises Hc)		Real Estate		Residential	7.22		ASK Grou	50	Dec-10	http://ww	Pune
(ATS Grou One Haml)		Real Estate		Residential	20		Landmark		Aug-10	http://ww	Noida
(Darode Jog Realities)		Real Estate		Residential			ASK Grou		Dec-10	http://ww	Pune
(Dheera f Dheera j Ir)		Real Estate		Residential	33		Kotak Re		May-10	http://ww	Mumbai
(Godrej Pr Godrej Pr)		Real Estate		Residential	10		HDFC Ver	49	Mar-10	http://ww	Mumbai
(Godrej Properties)		Real Estate		Residential	11		Motilal O	49.9	Oct-10	http://ww	Bangalore
(Inno Serv Inno Servi)		Real Estate		Residential			Innovativ		May-10	http://ww	Chennai

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

2. PE-Backed IPOs in Real Estate (Click on Database Home on the Left Side of the Screen)

a. Search By Category Filters/Custom Filters.

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

Sample Query for PE-Backed IPOs

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Welcome

Change your Password

Database Home

Logout

Real Estate-PE-backed IPOs-> Search

Industry > ALL

Period > Jan 2006 Dec 2011

Show Deals

Search by

Investor > Show All

Company >

Search

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

b. Sample PE-Backed IPOs Search.

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

Query: > Jan 06-Dec 11

List of Real Estate - PE-backed IPOs

Company	Sector	Size(US\$M)	Exit Info
Consolidated Construction Consortium	Real Estate	46.00	click here
DB Realty	Developer	325.00	click here
Gayatri Infra Ventures	Construction	18.60	click here
GMR Infrastructure	Infrastructure	177.80	click here
IRB Infrastructure Developers	Infrastructure (Roads)		click here
Koutons Retail India	Garments		click here
Mahindra Holidays & Resorts	Resorts		click here
Nitesh Estates	Real Estate		click here
Oberoi Constructions	Real Estate	232.00	click here
Pipavav Shipyard	Shipyard	104.00	click here
Vascon Engineers	Construction	28.00	click here

No. of Deals - 12 Amount (US\$ Million) 1391.6

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

Aggregate information for sample search result

Snapshot of results

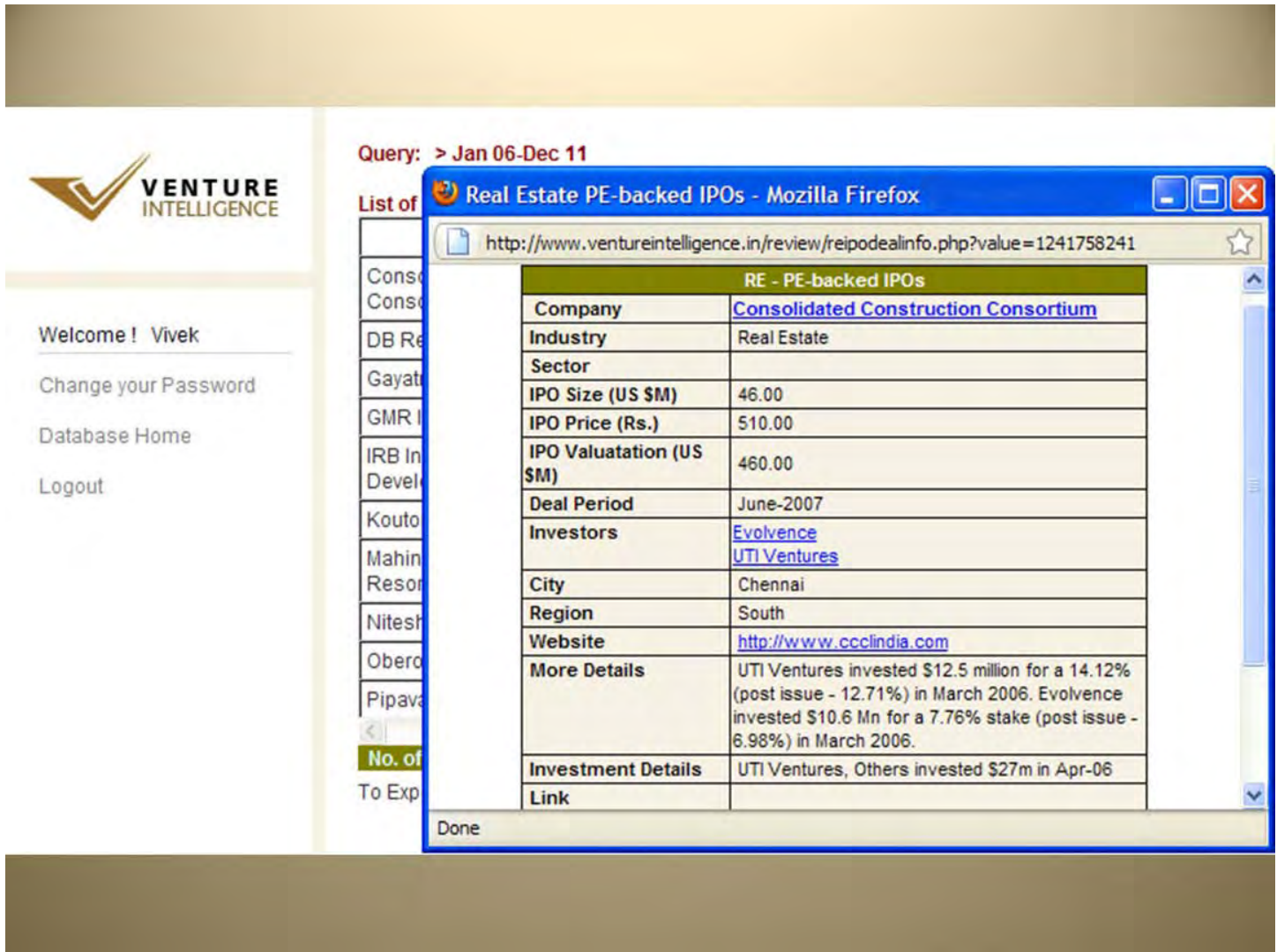
For more info on each exit, click the corresponding *click here* button

- **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 etc.



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

- **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 –via M&A in Real Estate (Click on Database Home on the Left Side of the Screen)

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 and Advisors. Custom Filters can be used to make specific queries regarding a particular Investor, company etc.

Sample Query for Exits by M&A

VENTURE INTELLIGENCE

Welcome

Change your Password

Database Home

Logout

Real Estate-PE-Exits M&A -> Search

Industry > ALL

Sector > ALL

Deal Type > ALL

Target Type > ALL

Period > Jan 2006 Dec 2011

Show Deals

Search by

Investor > Show All

Acquirer >

Company >

Advisor > Show All

Search

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

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

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

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

Query: > Jan 06-Dec 11

List of Real Estate - PE-Exits M&A
 Note: Target in () indicates sale of SPV/ Project rather than the company.

Company	Sector	Amount(US\$M)	Exit Info
3C Company	Real Estate	12.50	click here
ABG Shipyard	Shipping & Logistics	1.00	click here
Ansal Properties	Diversified	2.50	click here
(B Raheja Group)	Commercial	17.00	click here
(Chennai Land Parcel - Kotak Realty)	Residential	29.00	click here
Colliers International Property Services	Real Estate	7.00	click here
(DB Hospitality)	Commercial	29.50	click here
DLF Assets	REIT	700.00	click here
DLF Assets	REIT	500.00	click here
DLF Assets	REIT		click here
(DS Kulkarni Developers)	Residential		click here

Announced Value US\$ 2,544 M across 30 deals; Total No. of Deals = 33

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

Aggregate information for sample search result

Snapshot of results

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

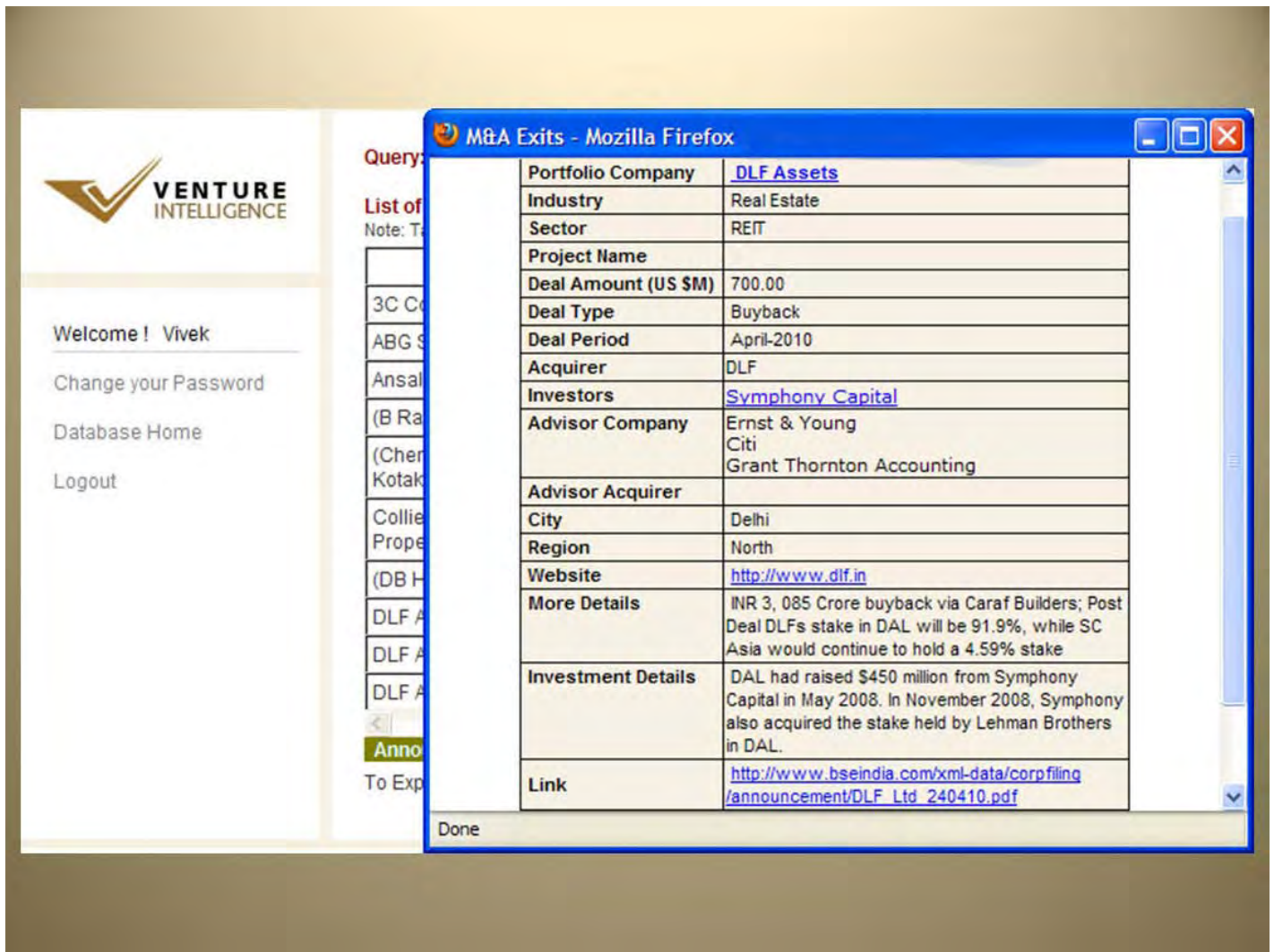
- **Aggregate Information.**

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



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

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



- **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 in Real Estate Directory–


1. The Private Equity in Real Estate Directory (Click on Database Home on the Left Side of the Screen)

a. Search By Category Filters/Custom Filters.

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

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

Sample PERE directory search



Query: > Jan 10-Dec 10

Investors

3i
Actis
ARCH Capital
Ascent Capital
ASK Group
Brahma Management
Clearwater Capital
HDFC PMS
HDFC Venture
ICICI Prudential
ICICI Venture
IDFC
IDFC Project Equity

No. of Investors - 40

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

- **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.

RE Investor Profile	
Investor	Indiareit
Address	Nicholas Piramal Tower, Peninsula Corporate Park, 3rd Road, G. K. Marg
	Lower Parel
City	Mumbai
Zip	400 013
Telephone	91 22 6151 3440
Fax	91 22 6151 3444
Email	ramesh.joqani@indiareit.com jasmeet.chhabra@indiareit.com
Website	http://www.indiareit.com
Description	Indiareit is an investment advisor to Indias leading private equity and venture capital funds, focused on investing in Indian real estate opportunities.
Management	Jasmeet Chhabra, Director - Investments Ramesh Jogani, CEO & MD
Firm Type	Private Equity/ Real Estate
Other Location(s)	
Assets Under Management (US\$ Million)	450
Type of Investments	Commercial, Diversified, Mixed Use, Residential, SEZ, Township
Limited Partners	
Number of Funds	
Additional Information	It is promoted by the \$1.8 billion conglomerate, Piramal Group.
Industry (Existing Investments)	Real Estate
Investments	SoBo Central (Jul-2010) (Paraniape Schemes Construction) (Jul-2010) (Panchshil Realty) (Nov-2009) (Samira Habitat) (Sep-2009) (Neptune Developers) (Feb-2009) (Neptune Developers) (Nov-2008) (Srinivasa Shipping and Property Development) (May-2008) (Amsri Group) (Dec-2007) (Samira Habitat) (Nov-2007) (Skyline Constructions and Housing) (Aug-2007) (Paraniape Schemes Construction) (Jun-2007) (Neptune Developers) (Mar-2007) (Sunteck Realty Group) (Jan-2007) (Piramal Enterprises) (Aug-2006) (Srinivasa Shipping and Property Development) (Apr-2006) (Srinivasa Shipping and Property Development) (Mar-2006)
Exits - M&A	Neptune Realtors (Jan-2011)

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-2010), next to the company names, will lead to the investment deal information page - for that particular investment.



Part III – Querying the M&A in Real Estate Database By –

1. M&A Deals in Real Estate (Click on Database Home on the Left Side of the Screen)

a. Search By Category Filters/Custom Filters.

Category Filters include Industry, Deal Type, Target Type, Country, 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 Acquirer, Target Company / Sector and Advisors. Custom Filters can be used to make specific queries regarding a particular Acquirer, company/sector or Advisor.

The screenshot shows the 'M&A in RE Database' search interface. At the top, a large button reads 'M&A in RE Database'. Below it, the search form is titled 'RE - Mergers & Acquisitions' and 'Definition'. The form includes several dropdown menus: Industry (Real Estate), Deal Type (ALL), Target Type (ALL), Deal Range (ALL (US\$M) To ALL (US\$M)), Country (Target ALL), and Acquirer (ALL). The Period is set from Jan 2005 to Dec 2011. A 'Show Deals' button is located below these filters. Under the heading 'Show deals by', there are input fields for Acquirer, Advisor, and Target Company / Sector, with a 'Search' button. A callout box on the right points to the 'Definition' link, stating: 'The criteria and classification are explained in detail in the corresponding definitions link'. At the bottom of the interface, a button reads 'Search by Category Filters or Custom Filters.'

b. Sample RE - M&A Deal Search.

- **Querying the database using Category Filters.** – See the above diagram.
Sample search using the various category filters are shown above. Once the required filters have been chosen, click on **Show Deals**.
- **M&A Deal Sample Search Result Screen.**
The results for your search, using category filters, will be displayed as shown below.

Sample Search Result

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

Query:> Real Estate > Jan 05-Dec 11

RE - Mergers & Acquisitions
Note: Target in () indicates sale of asset rather than the company.

Target	Acquirer	Amount (US\$M)	Deal Info
Acacia Buildwell	Media Videotech		click here
Adeshwar Realty	Arihant Superstructures		click here
Anaya Infrastructure	Orbit Corporation		click here
Ashok Ruia Enterprises	Phoenix Mills		click here
B Raheja Group	K Raheja Group	25.00	click here
Beechtree Buildcon	Media Videotech		click here
BW Highway Star	Kamat Hotels		click here
Colliers International (India) Property Services	Colliers International		click here
	Edelweiss		
	The Ashok Group		

Snapshot of results

For more info on each deal, click on the corresponding click here link

Announced Value US\$ 2,238 M across 30 deals; Total No. of Deals = 51

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

Aggregate information for sample search result

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

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

The pop-up window contains additional deal details such as target company name, industry, sector, deal amount, acquirer, stake, advisors etc.

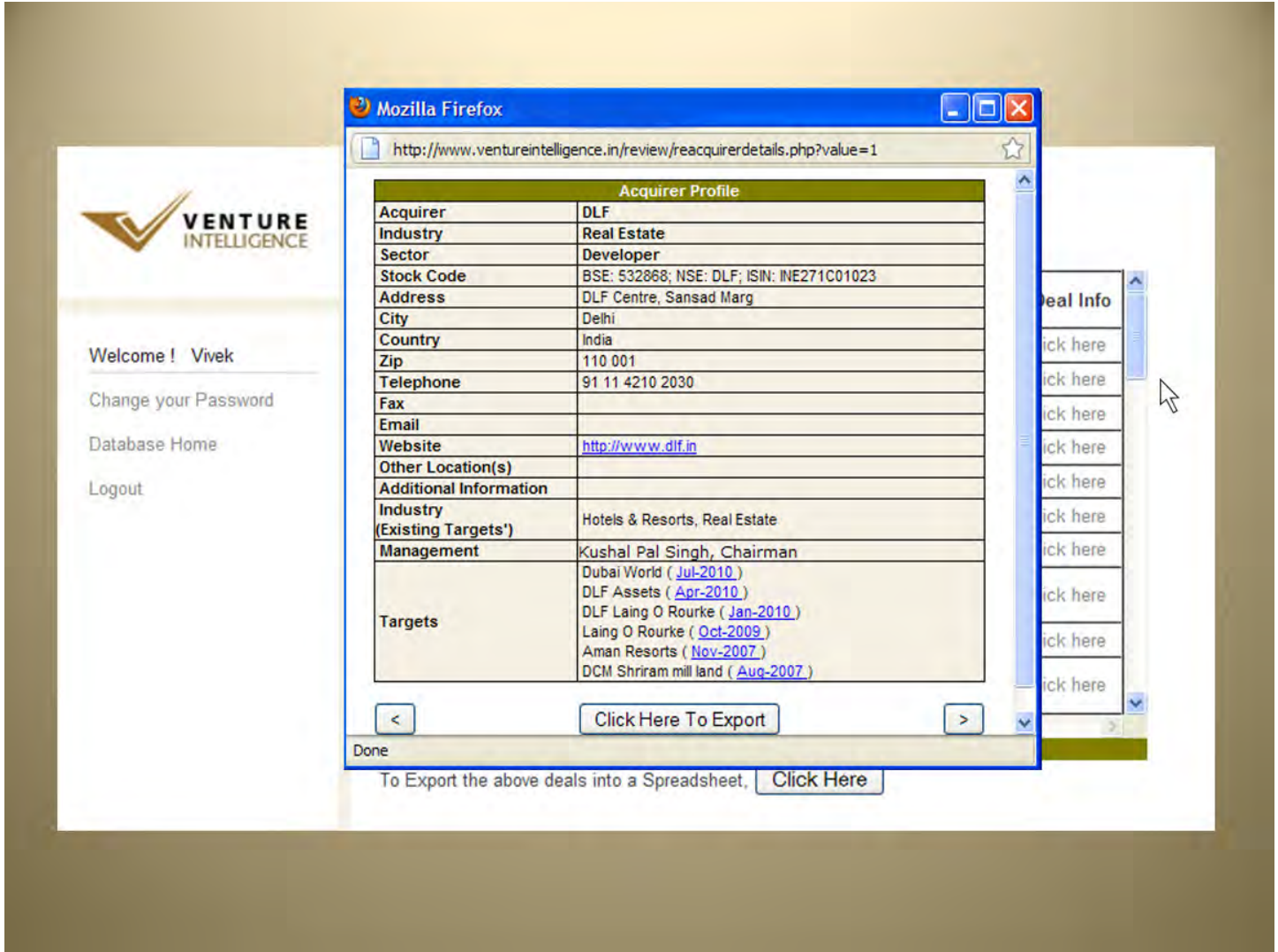
The screenshot displays the Venture Intelligence website interface. On the left, there is a navigation menu with the following items: "Welcome ! Vivek", "Change your Password", "Database Home", and "Logout". The main content area shows a search query for "Real Estate" with results for "RE - Mergers & Acquisitions". A table lists various deals, with the "DLF Assets" deal selected. A pop-up window titled "Deal Info" is overlaid on the right side of the table, providing detailed information for the selected deal.

Merger & Acquisition	
Target Company	DLF Assets
Industry	Real Estate
Sector	REIT
Deal Amount (US \$M)	700.00
Stake (%)	
Deal Type	Domestic
Deal Period	April-2010
City (Target)	Delhi
Country (Target)	India
Website	http://www.dlf.in
Acquirer	DLF
City (Acquirer)	Delhi
Country (Acquirer)	India
Advisor - Target	Ernst & Young Citi Grant Thornton
Advisor - Acquirer	
More Details	Exit to Symphony Capital from the REIT-like leased-asset-holding company. INR 3, 085 Crore buyback of 245,232,000 CCPS held by DSIPL, a subsidiary of SC Asia Pte Ltd., by Caraf Builders; Post Deal DLFs stake in DAL will be 91.9%, while SC Asia would continue to hold a 4.59% stake.

The pop-up window also includes a "Deal Info" tab and several "click here" links for each row in the table. A mouse cursor is visible over the "click here" link for the "Advisor - Target" row.

- Acquirer Company Profile.

Clicking on the name of the acquirer leads to the below screen which includes its industry, web site and the various targets acquired by it.



Under targets, you will find that the hyperlinked timeline - e.g. Aug-2010 that will lead to the deal information popup for that particular RE-M&A Deal.

