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India: Automotive deals FY20 Prepared for ACMA

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October 2020





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Executive Summary of Automotive deals and FDI in India Snapshot



Value of disclosed deals 549 M&A for Vehicle
Manufacturers

28

M&A for Components
Manufacturers

521

The M&A deals section in this report only contains the domestic, inbound and outbound M&A; any type of PE investments, equity infusion etc. is not the part of this section

| FDI investments in India | |
|--------------------------|------------------------|
| Number of FDI transact | ions in the Automotive |
| sect | or |
| 10 | 5 |
| 105 | 105 |
| (Number of involved | (Number of involved |
| Indian entities) | foreign entities) |



| FDI into Vehicle Manufacturers |
|--------------------------------------|
| 1704 |
| FDI into Components Manufacturers |
| 782 |

The total number of transactions covered in this report contains FDI investments in the vehicle manufacturing as well as automotive component manufacturing sector in India.

The FDI investments are tracked from the DIPP listings. Although, most of the major transactions have been covered, the list under consideration cannot be claimed as exhaustive.

| Domestic PE deals in Ind | ia | | |
|---|------------|---------------|--|
| Number of domestic P | E deals ir | theAutomotive | |
| se | ector | | |
| 20 | | | |
| 12 | | 8 | |
| (Value disclosed) (Value not disclosed) | | | |
| DED 1 ''' ' | , | 1/ 1 1.1 | |

Value of disclosed deals
265

PE Deals -Vehicle
Manufacturers
78
PE Deals -Components
Manufacturers
187

PE Deals constitute private equity, angel/seed and other individual/group investments
PIPE (Private investments in Public Equity) deals and other large open market events (like QIBs – Qualified
Institutional Buyers, IPOs etc.) – irrespective of size of stake sale/purchase - have not been included in this
publication. Although, most of the major transactions have been covered, the list under consideration cannot be
claimed as exhaustive.

Scope of this report - April'19 - March'20

Source: Pw CResearch, DIPP

Automotive M&A deals in India

M&A Deals in India

| | Vehicle Manufacturers | | | | | | |
|------------|---|--|---------------------------|-------------------------------|-------------|------------|--|
| Date | Target | Buyer | Seller | Type of Deal | Deal Value | Stake % | |
| 2019-05-17 | Tata International DLT Pvt. Ltd. | ADV Partners Ltd. | | Tata International Ltd. | 19.53 | 50.00 | |
| 2019-10-25 | Peugeot Motocycles S.A.S | Mahindra Two Wheelers Ltd. | Peugeot S.A. | Peugeot S.A. | Undisclosed | 49.00 | |
| 2019-11-05 | Ampere Vehicles Pvt. Ltd. | Greaves Cotton Ltd. | | | 8.52 | 18.77 | |
| 2019-12-18 | Bowler Manufacturing Ltd. | Jaguar Land Rover Ltd. | | | Undisclosed | 100.0 0 | |
| 2019-12-31 | HNF GmbH | Hero Cycles Ltd., IBG Beteiligungsgesellschaft Sachsen-AnhaltmbH | General Motors Company | | Undisclosed | 48.00 | |
| 2020-01-17 | General Motors Company, Maharashtra Car Plant | Great Wall Motor Company Ltd. | | General Motors Company | Undisclosed | 100.0 | |
| 2020-03-17 | Eurl LDAzouaou | Mahindra and Mahindra Ltd. | | | 0.15 | 5.00 | |

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Largest Deal by Value
Electric Vehicle Space

November 2020

Scope of this report - April'19 - March'20

Source: Pw C Research

Automotive M&A deals in India

M&A Deals in India

| Component Manufacturers | | | | | | |
|-------------------------|---|---|---|-------------------------|-------------|-------------|
| Date | Target | Puvon | Seller | Typeof | Deal Value | Stake |
| Date | 1 arget | Buyer | Seller | Deal | (Mn) | (%) |
| 1-Apr-19 | Apollo Tyres Ltd. | | Michelin | Merger / Acquisition | 34.45 | 9.98 |
| 2-Apr-19 | Wabco India Ltd. | ZF Friedrichshafen AG | | Inbound | 430.63 | 25.00 |
| 2-Apr-19 | L and T Kobelco Machinery Pvt. Ltd. | Kobe Steel Ltd. | Larsen and Toubro Ltd. | Inbound | 6.25 | 51.00 |
| 28-May-19 | Robert Bosch Automotive Steering Pvt. Ltd. | Robert Bosch Automotive Steering GmbH | ZF Steering Gear India Ltd. | Inbound | 9.00 | 26.00 |
| 3-Jun-19 | KSS Abhishek Safety Systems Pvt. Ltd. | Takata India Pvt. Ltd. | ANAND Automotive Pvt. Ltd., Key Safety Systems Inc. | Domestic | 20.10 | 100.00 |
| 2-Jul-19 | Alucast Auto Parts Ltd., Movable and Immovable Assets | Fukoku India Pvt. Ltd. | Alucast Auto Parts Ltd. | Domestic | Undisclosed | 100.00 |
| 31-Jul-19 | Supreme Feltol Thailand Co. Ltd. | Supreme Treon Pvt. Ltd. | | Outbound | Undisclosed | Undisclosed |
| 24-Dec-19 | India Japan Lighting Pvt. Ltd. | Koito Manufacturing Co. Ltd. | Lucas TVS Ltd. | Inbound | 20.86 | 30 |
| 4-Feb-20 | Phinergy Ltd. | Indian Oil Corporation Ltd. | | Outbound | Undisclosed | Undisclosed |

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Largest Deal by Value Electric Vehicle Space

Source: Pw CResearch

Scope of this report - April'19 - March'20

India: Automotive deals FY20 Pw C

November 2020

FDI investments in India

| Vehicle Manufacturers | | | | | |
|-----------------------|--|--|---|-------------|--|
| S. No. | Nam e of Indian Company | Nam e of Foreign Entity | Country | FDI (\$ Mn) | |
| 1 | Suzuki Motor Gujarat Private Limited | Suzuki Motor Corporation | Japan | 552.26 | |
| 2 | Renault India Private Limited | Renault Group BV | Netherlands | 213.49 | |
| 3 | MG Motor India Private Limited | SAIC Motor HK Investment Limited | Hong Kong | 206.64 | |
| 4 | Wickedride Adventure Services Private. Limited. | Accel Growth Fund V L.P, Accel India V (Mauritius) Limited, Accel Leader II Holdings (Mauritius) Ltd., Alpha Wave Ventures LP, IDG Ventures India Fund III LLC, MPOF Mauritius Ltd, On Mauritius, Qualcomm Asia Pacific Pte. Ltd., SCI Investments VI, Falcon Edge India I LP, MAF Mauritius Ltd | Cayman Islands, Mauritius, USA | 146.32 | |
| 5 | Alstom Transport India Limited | Alstom Transport Holdings B.V. | Netherland | 129.06 | |
| 6 | Nissan Motor India Private Limited | Nissan International Holding B.V. | Netherland | 121.80 | |
| 7 | Cars24 Services Private Limited | Global Car Group Pte. Ltd. | Singapore | 93.25 | |
| 8 | PCA Automobiles India Ltd | PSA Automobiles SA | France | 56.65 | |
| 9 | Rivigo Services Private Limited | KB Global Platform Fund | South Korea | 24.85 | |
| 10 | TVS Supply Chain Solutions. Limited. | Maho gany Singapore Company Pte Ltd | Singapore | 23.54 | |
| 11 | Sobek Auto India Pvt. Ltd | India Used Car Group B.V. | Netherland | 20.41 | |



 ${\it List includes FDI of > \$\,1.0\,Mn\,per\,target\,entity}|\,Source: PwC}\\ {\it Research, DIPP}$

 $Scope \, of this \, report \, -April\, '19 \, -March\, '20$

FDI investments in India

| | Vehicle Manufacturers | | | | | | |
|--------|---|--|-----------|-------------|--|--|--|
| S. No. | Nam e of Indian Company | Nam e of Foreign Entity | Country | FDI (\$ Mn) | | | |
| 12 | Vogo Automotive Private. Limited. | Kalaari Capital Partners, Lightstone Fund S.A., Matrix Partners India | Mauritius | 19.51 | | | |
| 13 | Mahindra Two Wheelers Limited | Aay Kay Global | Mauritius | 14.77 | | | |
| 14 | Scania Commercial Vehicles India Private Limited | Scania Commercial Vehicles Aktibolag | Sweden | 14.21 | | | |
| 15 | FCA India Auotomobiles Private Limited | FCA Italy SPA | Italy | 10.15 | | | |
| 16 | Kion India Pvt Ltd | Linde Material Handling Asia Pacific Pte | Singapore | 8.40 | | | |
| 17 | Treasure Vase Ventures Private Limited | Mitsui and Co Ltd | Japan | 8.14 | | | |
| 18 | Lithium Urban Technologies Private Limit | International Finance Corporation | U.S.A | 7.49 | | | |
| 19 | Roppen Transportation Services Private. Limited. | Nexus Ventures V Ltd | Mauritius | 6.13 | | | |
| 20 | AS Drivezy Rentals Private Limited | Rentalcoins Inc. | U.S.A | 5.20 | | | |
| 21 | Toyota Tsusho India Private Limited | Toyota Tsusho Corporation | Japan | 5.00 | | | |
| 22 | Zoomcar India Private. Limited. | Zoomcar, Inc | U.S.A | 4.83 | | | |



List includes FDI of > \$ 1.0 Mn per target entity | Source: PwC Research, DIPP

 $Scope \, of this \, report \, -April\, '19 \, -March\, '20$

FDI investments in India

| | Vehicle Manufacturers | | | | | | |
|--------|--|---|------------|-------------|--|--|--|
| S. No. | Nam e of Indian Company | Nam e of Foreign Entity | Country | FDI (\$ Mn) | | | |
| 23 | Honda Cars India Limited | Honda Trading Asia Co. Ltd. | Thailand | 3.16 | | | |
| 24 | Khati Solutions Private. Limited. | Matrix Partners India Investments III, LLC | Mauritius | 2.01 | | | |
| 25 | ALPS Logicom India Private Limited | ALPS Logicom Co., Ltd. | Japan | 1.55 | | | |
| 26 | Infraprime Logistics Technologies Private. Limited. | Foundamental GMBH | Germany | 1.43 | | | |
| 27 | Haval Motor India Private Limited | Great Wall Motor Company Limited | China | 1.34 | | | |
| 28 | UCI Logistics Solutions Private Limited | UCI Singapore Pte. Ltd. | Singapore | 1.12 | | | |
| 29 | Pravaig Dynamics Private. Limited. | Vouno S.A.R.L. | Luxembourg | 1 | | | |



 ${\it List includes FDI of > \$\,1.0\,Mn\,per\,target\,entity}|\,Source: PwC}\\ {\it Research, DIPP}$

FDI investments in India

| | Component Manufacturers | | | | | |
|--------|--|--|-------------|-------------|--|--|
| S. No. | Nam e of Indian Company | Nam e of Foreign Entity | Country | FDI (\$ Mn) | | |
| 1 | Sona BLW Precision Forgings Limited | Singapore VII TOPCO III PTE. LTD | Singapore | 178.49 | | |
| 2 | DRSR Logistics Services Private Limited | Mahogany Singapore Company Pte Ltd | Singapore | 68.59 | | |
| 3 | To shiba JSW Power Sy stems Private Limited | Toshiba Energy Systems and Solutions COR | Japan | 35.82 | | |
| 4 | Hy undai Transys India Private Limited | M/s. Hy undai Transys Inc. | South Korea | 29.84 | | |
| 5 | Linamar India Private Limited | Linamar Financial SA RL | Luxembourg | 28.12 | | |
| 6 | TVS Automobile Solutions Private Limited | Mitsubishi Corporation | Japan | 26.02 | | |
| 7 | Mitsuba Sical India Private Limited | Mitsuba Corporation | Japan | 21.12 | | |
| 8 | Iljin Global India Private Limited | ILJINGlobal | South Korea | 19.85 | | |
| 9 | TS Tech Sun Rajasthan Pvt Ltd | TS Tech Co Ltd | Japan | 19.18 | | |
| 10 | Carrier Midea India Private Limited | Midea Electrics Netherlands, B.V., Sensitech Emea, B.V. | Netherlands | 18.06 | | |
| 11 | Amber Enterprises (India) Pvt Ltd | Ascent Investment Holdings PTE LTD | Singapore | 14.54 | | |



 ${\it List includes FDI of > \$\,1.0\,Mn\,per\,target\,entity}|\,Source: PwC}\\ {\it Research, DIPP}$

 $Scope \, of this \, report \, -April\, '19 \, -March\, '20$

FDI investments in India

| Component Manufacturers | | | | | | |
|-------------------------|---|--|--------------|-------------|--|--|
| S. No. | Nam e of Indian Company | Nam e of Foreign Entity | Country | FDI (\$ Mn) | | |
| 12 | Zamil Air Conditioners India Private Limited | Zamil Industrial Investment Company | Saudi Arabia | 14.16 | | |
| 13 | Fujitsu General (India) Private Limited | Fujitsu General Limited | Japan | 13.77 | | |
| 14 | Hitachi Automotive Systems India Private | Hitachi Automotive Systems Limited | Japan | 12.90 | | |
| 15 | Power Machines India Limited | PJSC Power machines | Russia | 12.89 | | |
| 16 | Lear Automotive India Private Limited | Lear Corporation (Mauritius) Limited | Mauritius | 12.78 | | |
| 17 | PSA AVTEC Powertrain Private Limited | PSA Automobiles SA | France | 12.65 | | |
| 18 | Knorr Bremse Systems For Commercial Vehicles India Private. Limited. | Knorr Bremse Asia Pacific (Holding) Limited, Hongkong | HongKong | 11.87 | | |
| 19 | Aisin Automotive Haryana Pvt Ltd | Aisin Seiki Co Ltd | Japan | 11.77 | | |
| 20 | Acciona Windpower India Private Limited | Nordex Energy Internacional SL | Spain | 11.24 | | |
| 21 | Ex edy Clutch India Private Limited | Exedy Corporation | Japan | 9.96 | | |
| 22 | Maxion Wheels Aluminum India Private Lim | I o chpe Maxion Austria GmbH | Austria | 9.31 | | |



 ${\it List includes FDI of > \$\,1.0\,Mn\,per\,target\,entity}|\,Source: PwC}\\ {\it Research, DIPP}$

 $Scope \, of this \, report \, -April\, '19 \, -March\, '20$

FDI investments in India

| Component Manufacturers | | | | | |
|-------------------------|---|--|-------------|---------|--|
| | Nam e of Indian Company | | Country | FDI | |
| S. No. | | Nam e of Foreign Entity | | (\$ Mn) | |
| 23 | Robert Bosch Automotive Steering Private Limited | Robert Bosch Automotive Steering GmbH | Germany | 8.76 | |
| 24 | KSH Automotive Private. Limited. | Saehan Industrial Co Ltd | South Korea | 8.24 | |
| 25 | Federal Mogul Anand Bearings India Limited | Federal-Mogul Investments BV | Netherland | 7.42 | |
| 26 | Webasto Roofsystems India Private Limited | WEBASTO ROOF AND COMPONENTS SE | Germany | 7.03 | |
| 27 | Inteva Products India Automotive Private Limited | Inteva Products Netherlands BV | Netherlands | 6.94 | |
| 28 | Force MTU Power Systems Private Limited | MTU Friedrichshafen GmbH | Germany | 6.87 | |
| 29 | ZF India Private Limited | ZF Friedrichshafen AG | Germany | 6.67 | |
| 30 | Enkei Wheels India Limited | Enkei Corporation | Japan | 6.27 | |
| 31 | Fukoku India Private Limited | Fukoku Co Ltd | Japan | 6.05 | |
| 32 | Y orozu Jbm Automotive Tamil Nadu Pvt. Ltd. | Y orozu Corporation | Japan | 5.94 | |
| 33 | Hi-Lex India Private L | Hi-Lex Corporation | Japan | 5.76 | |

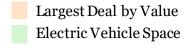
Largest Deal by Value
Electric Vehicle Space

 ${\it List includes FDI of > \$\,1.0\,Mn\,per\,target\,entity}|\,Source: PwC}\\ {\it Research, DIPP}$

 $Scope \, of this \, report \, -April\, '19 \, -March\, '20$

FDI investments in India

| | Component Manufacturers | | | | | | |
|--------|--|--|-------------|-------------|--|--|--|
| S. No. | Name of Indian Company Name of Foreign Entity | | Country | FDI (\$ Mn) | | | |
| 34 | Umicore Autocat India Pvt Ltd | Umicore International S.A. | Luxembourg | 5.64 | | | |
| 35 | NachiTechnology India Private Limited | Nachi Fujikoshi Corp | Japan | 5.62 | | | |
| 36 | Aisan Auto Parts India Private Limited | Aisan Industry Co. Ltd. | Japan | 5.47 | | | |
| 37 | Hwashin Automotive India Private Limited | HwashinCo Ltd | South Korea | 5.11 | | | |
| 38 | Toyota Tsusho India Private Limited | Toyota Tsusho Corporation | Japan | 5.00 | | | |
| 39 | TargetOne Innovations Private Limited | SCI InvestmentsVI | Mauritius | 4.98 | | | |
| 40 | HNI Autotech Pvt. Ltd. | Hanil Precision Ind.Co.Ltd | South Korea | 3.93 | | | |
| 41 | LZWL Motors India Private Limited | Hong Kong ZhuoYuan Investment Limited | Hong Kong | 3.81 | | | |
| 42 | Y amaha Motor Electronics India Pvt. Ltd. Y amaha Motor Electronics Co | | Japan | 3.79 | | | |
| 43 | L&L Products India Limited | L and L Holding Co LLC | U.S.A | 3.46 | | | |
| 44 | DR Enterprise Automotive Private Limited | The Export-Import Bank of Korea | South Korea | 3.44 | | | |



 ${\it List includes FDI of > \$\,1.0\,Mn\,per\,target\,entity}|\,Source: PwC}\\ {\it Research, DIPP}$

 $Scope \, of this \, report \, -April\, '19 \, -March\, '20$

FDI investments in India

| | Component Manufacturers | | | | | | |
|--------|---|---|------------------|-------------|--|--|--|
| S. No. | Nam e of Indian Company | Name of Foreign Entity | Country | FDI (\$ Mn) | | | |
| 45 | Chongqing Jieli India Private Limited | Chongqing Jieli Wheel Manufacturing Co Ltd | China | 3.4 | | | |
| 46 | Wooyoung Automotive India Private Limited | Woo Young Industrial Co Ltd | South Korea | 3.18 | | | |
| 47 | NGC Transmission Chennai Pvt Ltd | NGC Transmission Asia Pacific Pte Ltd | Singapore | 2.86 | | | |
| 48 | Otsuka Venus Automotive India Private Limited Otsuka Koki Co., Ltd. | | Japan | 2.82 | | | |
| 49 | Piolax India Private Limited Piolax Inc., Japan | | Japan | 2.81 | | | |
| 50 | Valeo Service India Auto Parts Private Limited | Valeo Bayen | France | 2.81 | | | |
| 51 | Toyota Accessories Developmant ME India Private Limited | Toyota Accessories Development Middle East, FZCO | UAE | 2.80 | | | |
| 52 | TPR Autoparts Mfg India Pvt. Ltd. TPR Co. Ltd | | Japan | 2.51 | | | |
| 53 | To shiba Carrier Air-Conditioning India Pvt Ltd United Technologies South Asi Pacific | | Japan, Singapore | 2.47 | | | |
| 54 | Woodbridge Foam Private Limited | Woodbridge Foam International Limited | Canada | 2.42 | | | |

Largest Deal by Value
Electric Vehicle Space

 ${\it List includes FDI of > \$\,1.0\,Mn\,per\,target\,entity}|\,Source: PwC}\\ {\it Research, DIPP}$

 $Scope \, of this \, report \, -April\, '19 \, -March\, '20$

FDI investments in India

| | Component Manufacturers | | | | | |
|--------|---|---|-------------|---------|--|--|
| C. No. | Name of the Real Comments | NY 677 1 77 11. | | FDI | | |
| S. No. | Nam e of Indian Company | Nam e of Foreign Entity | Country | (\$ Mn) | | |
| 55 | Diehl Metal India Private Limited | M/s Diehl Metall Stifung + Co. Kg | Germany | 2.38 | | |
| 56 | Gedia India Automotive Components Privat | Gedia Automotive International GmbH | Germany | 2.30 | | |
| 57 | Cooper Standard Automotive India Private Limited | Cooper Standard Automotive Inc | U.S.A | 2.03 | | |
| 58 | Johoku Manufacturing Pvt. Ltd. | Johoku Industrial Co Ltd | Japan | 2.02 | | |
| 59 | Daechang Seat Automotive Private Limited | Daechang Seat CO. Ltd-Dongtan | South Korea | 2.01 | | |
| 60 | Donga Hwasung India Private Limited | Dong A Hwasung Co Ltd | South Korea | 2.00 | | |
| 61 | Steel Strips Wheels Ltd | Kalink Co Ltd | South Korea | 1.95 | | |
| 62 | Amalgamations Valeo Clutch Private Limited | Valeo SA | France | 1.76 | | |
| 63 | Pritika Auto Industries Ltd | Rajesh Sadhwani | UAE | 1.75 | | |
| 64 | Voss Automotive India Private Limited | Voss Automotive GmbH | Germany | 1.73 | | |
| 65 | Thai Summit Autoparts India Private Limited | Thai Summit Autoparts Industry Company Ltd | Thailand | 1.58 | | |

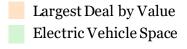
Largest Deal by Value
Electric Vehicle Space

List includes FDI of > \$ 1.0 Mn per target entity | Source: PwC Research, DIPP

 $Scope \, of this \, report \, -April\, '19 \, -March\, '20$

FDI investments in India

| Component Manufacturers | | | | | | |
|-------------------------|--|---|-------------|---------|--|--|
| S. No. | Nam e of Indian Company | Nam e of Foreign Entity | Country | FDI | | |
| S. NO. | Name of fidian Company | Name of Foreign Energy | | (\$ Mn) | | |
| 66 | Seoyon Electronics India Private Limited | Seoyon Electronics Co., Ltd | South Korea | 1.51 | | |
| 67 | Automobility Services and Solutions Private Limited | Robert Bosch Investment Nederland BV | Netherland | 1.4 | | |
| 68 | Ky owa Castec India Pvt. Ltd. | Pt. Ky owa I ndonesia | Indonesia | 1.4 | | |
| 69 | Maini Precision Products. Limited. | Brioso and Co Pty Ltd | Australia | 1.4 | | |
| 70 | Heungkuk India Private Limited | Heungkuk Metal Tech Co. Ltd | South Korea | 1.20 | | |
| 71 | HMC MM Auto Limited | Magneti Marelli SPA | Italy | 1.15 | | |
| 72 | TS Interseats India Pvt. Ltd | TS Interseats Co. Ltd. | Thailand | 1.12 | | |
| 73 | Tristone Flowtech India Private. Limited. | Tristone Flowtech Holding S.A.S. | France | 1.08 | | |
| 74 | Doowon Climate Control India Private Limited | Doowon Climate Control Co Ltd | South Korea | 1.07 | | |
| 75 | Fortum Charge and Drive India Private Limited | | | 1.04 | | |
| 76 | Ogura Clutch India Private Limited Ogura Clutch Co | | Japan | 1.03 | | |



 ${\it List includes FDI of > \$\,1.0\,Mn\,per\,target\,entity}|\,Source: PwC}\\ {\it Research, DIPP}$

 $Scope \, of this \, report \, -April\, '19 \, -March\, '20$

PE Deals

Domestic PE deals in India

| | Vehicle Manufacturers | | | | | | |
|------------|---------------------------------------|---|--------|--------------------|------------------------|-------------|--|
| Date | Target | Buyer | Seller | Type of Deal | Deal Value (\$ m n) | % Sought | |
| 2019-05-28 | Ather Energy Pvt. Ltd. | Sachin Bansal | | Venture Capital | 51.00 | Undisclosed | |
| 2019-06-10 | Hero Electric Vehicles Pvt. Ltd. | Jupiter India Select Fund, Jupiter India Fund, Oaks Asset Management Pvt. Ltd., V'Ocean Investments Ltd. | | Private Equity | 5.00 | Undisclosed | |
| 2019-07-08 | BattRE Electric Mobility Pvt. Ltd. | Gajendra Chandel | | Angel/Seed | Undisclosed | Undisclosed | |
| 2019-07-10 | Pur Energy Pvt. Ltd. | Venkaiah Chowdary Nannapaneni | | Angel/Seed | Undisclosed | Undisclosed | |
| 2019-07-23 | Cellestial E-Mobility Pvt. Ltd. | | | Angel/Seed | 0.20 | Undisclosed | |
| 2019-10-14 | Tork Motors Pvt. Ltd. | Ratan Naval Tata | | Angel/Seed | Undisclosed | Undisclosed | |
| 2019-11-13 | AutoNxt Automation Pvt. Ltd. | Virya Mobility 5.0 LLP | | Angel/Seed | Undisclosed | Undisclosed | |
| 2019-12-10 | Pi Beam Labs Pvt. Ltd. | GAIL India Ltd. | | Venture Capital | 0.07 | Undisclosed | |
| 2019-12-16 | TVS Motor Co. Ltd. | Westbridge Crossover Fund LLC | | Public Equity | 21.41 | 0.70 | |

Largest Deal by Value
Electric Vehicle Space

Scope of this report - April'19 - March'20

Source: Pw CResearch

PE Deals

Domestic PE deals in India

| | Component Manufacturers | | | | | |
|------------|--|--|--------|----------------|------------------------|-------------|
| Date | Target | Buyer | Seller | TypeofDeal | Deal Value (\$ m n) | % Sought |
| 2019-06-28 | | India Automotive Components Manufacturers Private Equity Fund –1 Domestic | | Public Equity | 0.80 | 11.20 |
| 2019-06-30 | Spacekawa Explorations Pvt. Ltd. | | | Angel/Seed | 0.85 | Undisclosed |
| 2019-06-30 | Dr. Enterprise Automotive Pvt. Ltd. | Korea Eximbank | | Others | 4.00 | 4.00 |
| 2019-07-02 | | Sucseed Venture Partners LLP | | Angel/Seed | Undisclosed | Undisclosed |
| 2019-09-10 | | Endiya Partners Fund II, CIIE Initiatives, Sangam V entures | | Angel/Seed | 0.49 | Undisclosed |
| 2019-09-18 | CEAT Ltd. | India Opportunities Growth Fund Ltd. | | Public Equity | 23.67 | 4.41 |
| 2019-10-03 | Mahansaria Tyres Pvt. Ltd. | International Finance Corp. | | Private Equity | 7.63 | Undisclosed |
| 2019-12-02 | ARGL Ltd. | | | Private Equity | Undisclosed | 100.00 |
| 2020-01-30 | RACEnergy | Prophetic Venture, Growx Venture Management Pvt. Ltd. | | Angel/Seed | Undisclosed | Undisclosed |
| 2020-02-10 | Praesus Technologies Pvt. Ltd. | Venture Catalysts Pvt. Ltd. | | Angel/Seed | Undisclosed | Undisclosed |
| 2020-02-26 | Apollo Tyres Ltd. | Warburg Pincus LLC | | Public Equity | 149.86 | 9.93 |

Largest Deal by Value
Electric Vehicle Space

Scope of this report - April'19 - March'20

Source: Pw C Research

India: Automotive deals FY20 ${\sf Pw}\,{\sf C}$

Technology Transfers/Strategic Collaborations

Technology Transfers/Collaborations in India

All technology transfers, collaborations, etc. have been bucketed into five main component areas – Engine, Suspension, Transmission, Interiors, Body & Chassis and Electrical & Electronics as per the technology flow to take place in each automotive deal.

Similarly, all technology transfers, collaborations, etc. between or led by vehicle manufacturers have been bucketed into five main vehicle segments – Passenger Vehicles, Commercial Vehicles, Two-Wheelers, Three-Wheelers and Tractors. In addition, electric mobility as a category encompasses all deals in the EV space.

| | Vehicle Manufacturers | | | | | | |
|--------|----------------------------|--|---------------------------|--|--|--|--|
| S. No. | Category | Nam e of Entities Involved | | T echnology In Focus / Strategic Intent | | | |
| 1 | Passenger Vehicles | Wabco India Ltd. | ZF Friedrichshafen AG | Collaboration on vehicle safety and driveline and chassis technology. | | | |
| 2 | Passenger Vehicles | KSS Abhishek Safety Systems Pvt. Ltd. | Takata India Pvt. Ltd. | Enhancing mobility safety in vehicles. | | | |
| 3 | Blockchain | Tata Motors | | Launch of TACNet 2.0, a platform to engage with startups and technology companies | | | |
| 4 | Vehicle Engineering | General Motors | TCS | TCS will partner with GM, to provide support to its vehicle engineering programs around the world | | | |
| 5 | Charging Infrastructure | MG Motors | Delta Electronics | Partnership to set up charging stations for electric vehicles in different parts of the country. | | | |
| 6 | Car Rentals | Zoomcar | Ixigo | Partnership to cross promote car rentals across platforms | | | |
| 7 | Car Subscription | Mahindra | Revv | Collaboration to launch a subscription based service | | | |
| 8 | EV Infrastructure | GoMechanic | Revolt Motors | Establishment of a services & maintenance partnership | | | |
| 9 | Passenger Vehicles | Mahindra & Mahindra | Ford Motor | Collaboration on producing new vehicles | | | |
| 10 | Sourcing | Toyota | Suzuki | Collaboration on sourcing, production | | | |
| 11 | IOT | Tata Motors | Microsoft | Development of new connected car applications | | | |

Strictly private and confidential

Scope of this report - April'19 - March'20

h '20 Source: Pw CResearch

Technology Transfers/Strategic Collaborations

Technology Transfers/Collaborations in India

All technology transfers, collaborations, etc. have been bucketed into five main component areas – Engine, Suspension, Transmission, Interiors, Body & Chassis and Electrical & Electronics as per the technology flow to take place in each automotive deal.

Similarly, all technology transfers, collaborations, etc. between or led by vehicle manufacturers have been bucketed into five main vehicle segments – Passenger Vehicles, Commercial Vehicles, Two-Wheelers, Three-Wheelers and Tractors. In addition, electric mobility as a category encompasses all deals in the EV space.

| | Components Manufacturers | | | | | | |
|--------|----------------------------|------------------------------|-----------------------------|--|--|--|--|
| S. No. | Category | NameofE | ntities Involved | T echnology In Focus / Strategic Intent | | | |
| 1 | EV Batteries | Napino Auto & Farasis Energy | | Partnership to manufacture lithium-ion battery packs for two and three-wheelers in India | | | |
| 2 | Al-Air Battery Sy stems | Phinergy Ltd. | Indian Oil Corporation Ltd. | Joint V enture in India for collaboration in the field of Al-Air battery system including sell and service of aluminium-air energy systems technology | | | |

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Source: Pw CResearch



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