



Database User Guide



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M&A Database User Guide

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Part I – How to Login to the Database

M&A Database Login Page - <http://ventureintelligence.in/mallogin.php>

The image shows the login interface for the Venture Intelligence M&A Deal Database. At the top, the Venture Intelligence logo is displayed next to the text "VENTURE INTELLIGENCE". Below this is a large button labeled "M&A Deal Database Login". The main login form is on the left, featuring the Venture Intelligence logo, an "Email" input field, a "Password" input field, a checkbox for terms and conditions, and a "Login" button. Two callout boxes with arrows point to the input fields: one for the Email field stating "Each individual user gets a unique user ID to access the database" and another for the Password field stating "You can change and set your own password as soon as you receive your unique ID".

For M&A database Troubleshooting - <http://ventureintelligence.in/faq-ma.htm>

Note to Subscribers:

Kindly ensure your unique user ID (corporate mail id) has been included as part of the Subscriber Company 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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M&A Database Homepage

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Welcome Vivek

Change your Password

Database Home

Logout

Mergers & Acquisitions Definitions

Industry: ALL

Deal Type: ALL

Target Type: ALL

Deal Range: ALL (US\$M) To ALL (US\$M)

Country: Target ALL Acquirer ALL

Period: From Jan 2011 To Dec 2011

Show Deals

Show deals by

Acquirer > Show All

Target Company / Sector >

Advisor > Show All

Search More Info >

Search

The criteria and classification are explained in detail in the corresponding definitions link

Search by Category Filters or Custom Filters.

1. 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.

2. 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 –

1. M&A Deals


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, Advisors and Search More Info. Custom Filters can be used to make specific queries regarding a particular Acquirer, company/sector or Advisor.

M&A Deal Search

Sample M&A search with filters populated



Welcome Vivek

[Change your Password](#)

[Database Home](#)

[Logout](#)

Mergers & Acquisitions

Definitions

Industry

Deal Type

Target Type

Deal Range (US\$M) To (US\$M)
(Applicable only for deals with Announced Values)

Country

Period From To

Acquirer

Show deals by

Acquirer >

Target Company / Sector >

Advisor >

Search More Info >

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



b. Sample 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:> Telecom > Jan 10-Dec 10

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

Glow Networks	CSS Group	25.00	click here
Infotel Broadband Services	Reliance Industries	1032.00	click here
Mobica	Tanla Solutions	22.00	click here
MVL Telecom	MVL		click here
NewTel	Spicei2i	22.00	click here
Rosy Blue Wireless	Gemini Communication	20.00	click here
Santa Trading	BPL Communications		click here
Suntel	Tata Communications		click here
(Tata Teleservices Maharashtra)	Wireless TT Info Services	287.00	click here
Telecom Seychelles	Bharti Airtel	62.00	click here
Unitel Wireless	Telenor		
	Bharti Airtel		
	Bharti Airtel		

Snapshot of results

Announced Value US\$ 15,545 M across 13 deals; Total No. of Deals – 17

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.

M&A Deal details Pop-up

http://www.ventureintelligence.in/deals/meracqdetail.php?value=2122000648/

Merger & Acquisition	
Target Company	Zain Africa
Industry	Telecom
Sector	Telecom Services
Deal Amount (US \$M)	10700.00
Stake (%)	100.00
Deal Type	Outbound
Deal Period	February-2010
City (Target)	Nairobi
Country (Target)	Kenya
Website	http://www.zain.com
Acquirer	Bharti Airtel
City (Acquirer)	Delhi
Country (Acquirer)	India
Advisor - Target	Linklaters
Advisor - Acquirer	Ernst & Young SBI Standard Chartered Bank AZB & Partners Barclays Capital BOA Merrill Lynch Global Investment House
More Details	Airtel to acquire Zain Africa, based on an enterprise valuation of US\$ 10.7 billion. Airtel will acquire Zain's African mobile services operation in 15 countries with a total customer base of over 42 million.
Link	http://www.nseindia.com/content/corporate/bharti_pr_31032010.zip

Click for
Acquirer
and Advisor
Profiles

More information on the deal shows up in a new window		
SS Group	25.00	click here
Reliance Industries	1032.00	click here
Infila Solutions	22.00	click here
VL		click here
oicei2i	22.00	click here
emini Communication	20.00	click here
PL Communications		click here
ta Communications		click here
Wireless TT Info Services	287.00	click here
Bharti Airtel	62.00	click here
lenor	750.00	click here
Bharti Airtel	300.00	click here
Bharti Airtel	10700.00	click here

Click on the name of the acquirer or advisor to view the complete acquirer/advisor profile.

- 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.

Profile of Acquirer Company

Query:> Telecom > Jan 10-Dec 10

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

Acquirer Profile			
Acquirer	Bharti Airtel		
Website	http://www.airtel.in		
Industry	Telecom		
Targets	Telecom Seychelles (Telecom; Aug-2010) Zain Africa (Telecom; Feb-2010) Warid Telecom (Telecom; Jan-2010) Bharti Aquanet (Telecom; Apr-2008) Network I2i (Telecom; Jan-2007)		

Done

Zain Africa	Bharti Airtel	10700.00	click here
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Announced Value US\$ 15,545 M across 13 deals; Total No. of Deals = 17
 To Export the above deals into a Spreadsheet, [Click Here](#)

click on the acquirer name - its profile appears in the pop-up window

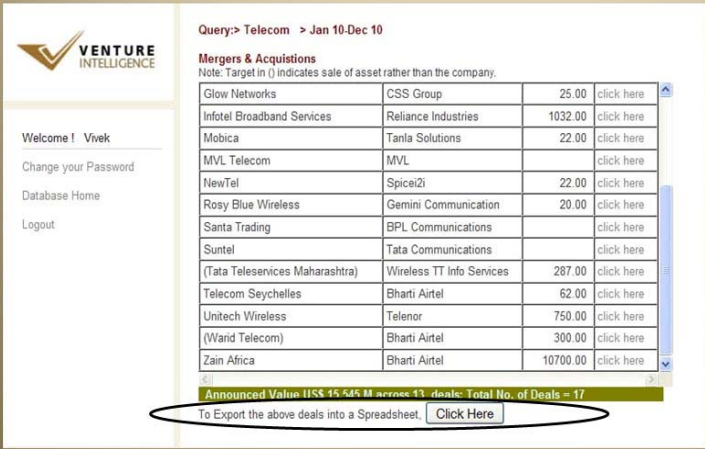
Under targets, you will find that the hyperlinked timeline - e.g. Aug-2010 that will lead to the deal information popup for that particular M&A Deal.

- **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

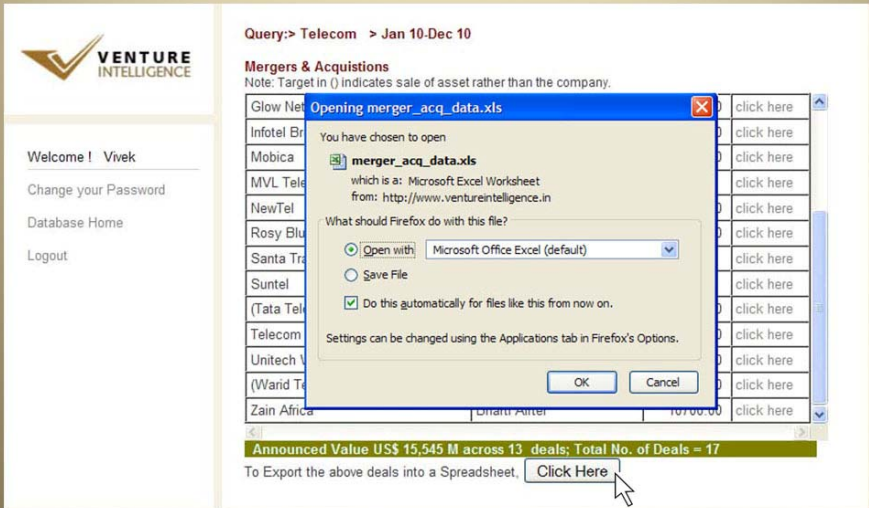


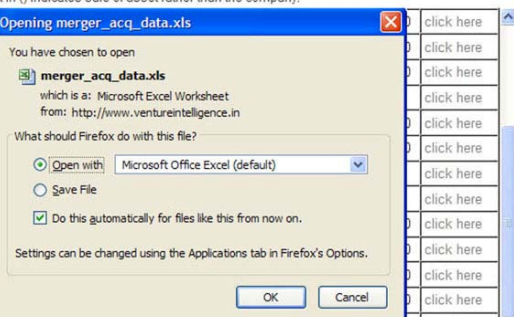
The results for each query can be exported into an excel sheet by just a click

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

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

Export to Excel feature







Sample Export Result



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INTELLIGENCE**

Sample Export Result

merger_acq_data [Read-Only] - Microsoft Excel

1	© TSJ Media Pvt. Ltd. This data is meant for the internal and non-commercial use of the
2	Target_C Acquirer Industry_Sector_T Amount Stake DealDate Type Advisor_ Advisor_ City_Targ Country_ City_Acq
3	(Aircel) GTL Infrast Telecom Mobile Se 1850 100 Jan-10 Domestic Rothschild Ernst & Yo Chennai India Mumbai
4	(BT Group) Tata Comr Telecom System Integration (Media) Jan-10 Outbound London UK Mumbai
5	(CSL) Spice Mot Telecom Mobile Ha 25 65 Feb-10 Domestic Shah Alan Malaysia Noida
6	Essar Tele American Telecom Telecom I 450 100 Feb-10 Inbound Ernst & Yo AZB & Par Mumbai India
7	Glow Net CSS Group Telecom Network S 25 100 May-10 Outbound Richardso USA Chennai
8	Infotel Br Reliance I Telecom Broadban 1032 95 Jun-10 Domestic Delhi India Mumbai
9	Mobica Tanla Solu Telecom Telecom C 22 100 Mar-10 Outbound Wilmslow UK
10	MVL Telec MVL Telecom Mobile Handsets Aug-10 Domestic Gurgaon India Gurgaon
11	NewTel Spicei2i Telecom Mobile Ha 22 100 Dec-10 Outbound Bangkok Thailand
12	Rosy Blue Gemini Cc Telecom Telecom S 20 100 May-10 Outbound Lusaka Zambia Chennai

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

