

## I-Sec successfully advised Accion Capital, Amadeus Capital, Intel Capital and Quona Capital for their ~ \$50mn stake sale in Indiamart

The stake sale constituted ~6% of total outstanding shares of the company.



### Highlights of the Transaction

- **Advisor to Indiamart and stakeholders during the growth journey of the Company:** I-Sec was the left lead BRLM in the Company's IPO in Jun-19 and has acted as the advisor to the above mentioned investors for their exit post lock-in expiry.
- **I-Sec at the forefront of marketing Indiamart story and onboarding marquee names:** I-Sec did multiple investor roadshows post listing and has been able to get new investors at premium valuations (2 to 2.5x of IPO Issue price) over the last 12 months.
- **Trusted by multiple shareholders of Indiamart to place their block:** Post the lock-in expiry, I-Sec led the demand generation and placed the stock with high quality investors while managing the supply from multiple holders. I-Sec placed majority stake held by Amadeus and Quona leading to total sale of ~\$50mn (delivery ADTV for quarter ending Jun '20 was \$1.3mn).
- **Strong institutional placement capabilities:** I-Sec has executed ~\$850mn+ of secondary deals in CY20 YTD including trades for marquee private equity funds such as this deal, AU SFB (\$65mn), Aavas Financiers (\$93mn) etc. Other large on market deals include stake sale in ICICI Lombard (\$300mn) and ICICI Pru Life (\$110mn).
- **Partner in Volatile Markets:** Post the onset of the pandemic in India, I-Sec has been able to close multiple deals. I-Sec successfully launched Rossari Biotech IPO after a four month hiatus in the IPO market amidst COVID-19 pandemic and lockdown situation in India. Other key deals include QIP for JM Financial; Right issue for Reliance Industries and Aditya Birla Fashion & Retail Limited; REIT for Mindspace, FPO for Yes Bank, stake purchase by TA Associates in NSE etc.

### About Indiamart Intermesh Limited ("Indiamart")

Indiamart is India's largest online B2B marketplace for business products and services with approximately 60% market share of the online B2B classifieds space in India. As of June 30, 2020, IndiaMART provided 107 million registered buyers with access to 6.1 million supplier storefronts in India, which list 68 million products and services across 56 industries.

### About the Sellers

- **Amadeus Capital** is a technology focused investor that has raised \$1bn+ for investment and backed 160+ companies.
- **Intel Capital** is Intel's global investment organization responsible for making equity investments in innovative technology companies.
- **Quona Capital** invests in fintech innovators that are advancing inclusion with focus of investments in emerging markets across South and Southeast Asia, Africa and Latin America.

Regards,  
**Ajay Saraf**  
**Executive Director**

### About ICICI Securities

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I-Sec sees its role as 'Creating Informed Access to the Wealth of the Nation' for its diversified set of clients that include corporates, financial institutions, high net-worth individuals and retail investors.

I-Sec is listed on National Stock Exchange (NSE) and the Bombay Stock Exchange (BSE). For details, visit : [www.icicisecurities.com](http://www.icicisecurities.com).

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