



Sector
Logistics

Investment Date
April 2006

Exit Date
July 2009/ April 2011

Investment Amount
\$7.7 million

Gross Rupee IRR
28%

Cash Rupee Multiple
2.9x

Company Description

- Operating a Container Freight Station (CFS) near Mumbai
 - CFS spread over an area of 55 acres, designed to handle 245,000 containers p.a.
 - Warehousing capacity of 230,000 sq ft., used as a custom bonded space

Investment Rationale

- Sourced off-market
- Growing merchandise trade and a trend towards containerization
- Need to efficient freight management
 - CFSs reduce inventory costs, improve container turnaround time
- Presence near key port

Transaction Highlights

- At the time of investment, the Company was at the initial stage of operations
 - Performance linked entry valuation, with floor and cap, negotiated to cater to potential project implementation and demand uptake delays

Value-Added Activity

- Establishment of a robust IT and linked accounting system
- Encouraged the move away from being a single location single income steam CFS operator
 - CFSs established in in Indore, Tuticorin and Chennai
 - Commenced stevedoring and rail linked domestic warehousing business
- Expansion plans supported by induction of next round PE; led to partial divestment in 2009
- Full exit in April 2011 by way of sale to large global PE player