

# Case Study



## Private Investment in Public Equity (PIPE) for a leading Private Equity Fund

- Pennar Industries is a multi-location, multi-product company manufacturing Cold Rolled Steel Strips, Precision Tubes, Electro Static Precipitators, Railway Wagons, Coach Components, Press Steel Components and Road Safety Systems.
- It posted revenues of INR 10.72 billion with a PAT of INR 694 million for FY 11.
- SAIF Partners is an Asia focused PE fund with USD 3.5 billion under management. Some of its leading investments include JustDial, MakeMyTrip, Network 18, Havell's, One97 and NSE.
- Elara Capital successfully negotiated sizeable blocks from some of the existing Institutional investors, given the low liquidity and discreetly managed the open market operations.
- SAIF Partners got protection rights just as they would in a private transactions and Pennar's share price got support for an extended duration and it was able to add a pedigreed investor in its shareholder roster. This was a classic PIPE transaction, where Elara Capital stitched up a win-win proposition for the promoters of the company as well as the investors.