

We Are in The News

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Page: 17

TiE-ISB Connect to catalyse M&A activity

Our Bureau

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After facilitating nearly \$100 million in investments for start-ups, TiE-ISB Connect is now looking at cross-border merger and acquisition deals across sectors.

The Indus Entrepreneurs (TiE) and Indian School of Business (ISB) during the past four years of their annual event attracted more than 1,000 business plans and over 50 venture capitalists.

The fifth TiE-ISB Connect 2009 to be held here during October 22-23 is likely to close several more deals, according to Mr J.A. Chowdary, Member Board of Trustees, TiE Global.

Addressing a press conference here, members of TiE, including Dr Ramesh Babu, President of TiE, Hyderabad Chapter, said that what started with companies in the information technology and telecom initially has now

spread to several other areas, including healthcare, retail, green and clean technologies.

In fact, the company business is more important than the sector for funding by venture capitalists.

Citing the case of Shantha Biotech, which was eventually sold for about \$1 billion, TiE members said that this was just one instance of how a company based in Hyderabad had made it this big. Many VCs are now eyeing not just start-up firms but looking to second stage and third stage funding and possibly taking them to IPOs.

Mr Satish Andra of TiE cited the case of Pressmart, a provider of digital platforms, funded by Draper Fisher Jurvetson, among nearly dozen others in the last four years. Apart from funding, companies also get an opportunity to showcase their products and services.