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## Schneider Buys Smartlink Network's Digilink Business For Rs 503 Cr

by Khyati Doshi | March 31, 2011 - 05:37 PM

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**Smartlink Network Systems Ltd** has sold its **Digilink** business to **Schneider Electric India Pvt Ltd** for Rs.503 Cr in an all-cash deal.

The Digilink business comprises Smartlink's passive networking business, including the manufacture, marketing and sale of structured cabling products.

The transaction would include the transfer of the Digilink brand and trademarks, its manufacturing facility in Goa, distribution network and employees relating to the business.

**RippleWave Equity** acted as the sole financial advisor, while **Amarchand Mangaldas** was the the legal advisor to the company.

Transaction Reference: Press Release

### TRANSACTION NOTE

Digilink will allow it to accelerate its growth in other businesses of the company, such as Digisol in active networking areas and Digicare, which has evolved service infrastructure across the country.

The Digilink business registered sales of about Rs.155 Cr for the 12-month ended December 31, 2010. This means, Schneider has paid a little over 3 times its sales.

In 2008, Communications equipment firm **D-Link (India)** de-merged into two entities, as part of its restructuring programme.

D-Link's businesses related to structured cabling systems, R&D, manufacturing and service operations were consolidated in a separate company, called Smartlink Network Systems, while D-Link India decided to manage the business related to the sales and marketing of D-Link's branded active networking products.

Formed in 1995, Schneider Electric India Pvt Ltd is a wholly owned subsidiary of French firm Schneider Electric Industries SAS. Schneider entered India in 1963 through a JV with Tata Group.

This is Schneider's seventh acquisition in India.

Year Target

Jan-11	APW President Systems
Mar-10	Zicom's electronic security systems integration business
Aug-09	Meher Capacitors (power factor correction capacitors)
Jun-09	Conzerv Systems (energy management firm)
2000	Crompton Greaves Low Voltage Division
2000	S&S Switchgear

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April 05, 2011, 04:35 PM | Deeshesh Chheda

**TeamLease Services Private Limited** has raised Rs.100 Cr from **ICICI Venture** and existing investor **Gaja Capital Partners**.

The amount raised will be used for the vocational education segment i.e. rollout of IJIT centres, entering in new domains and for the **TeamLease University** project.

TeamLease Services, focused on the organized temporary staffing market since 2003, entered vocational education by acquiring the **Indian Institute of Job Training (IJIT)** in March 2010.

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## DEAL TRACKER FOR

Date	Type	Sub Type	Buyer	Size
31/03/11	M&A	Acquisition	Digilink Business (Smartlink Network Systems) - Schneider Electric India Private Limited	115.00

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Date	Type	Buyer	Target	Size	State
05/04/11	M&A	Gravita India Limited	M/s K M Udyog	0.00	Completed
31/03/11	M&A	Schneider Electric India Private Limited	Digilink Business (Smartlink Network Systems)	115.00	Completed
31/03/11	DEBT	International Finance Corp.	Kalyani Gerdau Steels Limited	30	Planned
29/03/11	M&A	International Paper Co.	Andhra Pradesh Paper Mills Limited	257.00	Announced

## PROFILES

Company Name	Promoters	Office	Competitor	Website
Schneider Electric India Private Limited	Schneider Electric Industries SAS	A-29, Mohan Cooperative Industrial Estate Mathura Road New Delhi 110044	Siemens Building Technologies Private Limited	www.schneider-electric.co.in

Smartlink Network Systems Ltd | Digilink business | Schneider Electric India Pvt Ltd | RippleWave Equity | Amarchand Mangaldas | D-Link (India) |

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