



Sector
Telecom

Investment Date
March 2000

Exit Date
January 2004

Equity Investment
\$13.3 million

Gross IRR
32.6%

Cash Multiple
1.7x

Company Description

- Holding company for two cellular circles in India
 - Chennai – one of India's largest metropolitan cities
 - Madhya Pradesh – at the time of investment, the largest state in India
 - ♦ Coverage across seven cities in the state

Investment Rationale

- New Telecom Policy of 1999 provided for revenue sharing-based licensing fees; extended licensing tenure
 - Early stage entrant in the cellular market serving Chennai & Madhya Pradesh
 - Backed by the RPG Group
 - Well-established equity partners
 - ♦ AirTouch (U.S.) and Vodafone (UK)
 - Attractive candidate for strategic sale due to dominant market share

Value-Added Activity

- Increased asset price by creating a competitive bid situation
- Achieved exit through a two-stage disposition of cellular properties at premium valuations