

Private Equity | 10 June 2014

## Packaging Material Supplier Dynaflex To Raise Funds

by Vivek Singh



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Ecommerce and the packaging industry, a symbiosis which has led Gujarat based packaging material supplier Dynaflex to plan a \$10 million fund raise this year to expand manufacturing capacities, as the ecom sector is witnessing one of the biggest booms.



@vivek

Dynaflex which began its operations in 1995 by manufacturing polymer envelopes for collecting evidence from crime scenes, today supplies recyclable polymer and bubble wrap secure envelopes @Flipkart Private Limited, Myntra, Amazon and FashionandYou.

The firm is looking at raising the funds through the PE route by diluting equity stake, 100% of which is currently held by the Vora Family. The firm diversifies into the business just four years ago with the birth of ecommerce in India, an industry today valued at INR 180 Bn.

The company led by Niranjan Vora has added two more manufacturing lines and plans to invest an additional INR 250 Mn this year. Dynaflex ships over a crore recyclable polymer envelopes for e-commerce firms and aims to double its shipments to over 2 crore envelopes by Diwali this year.

With over 100 Clients in its list, the firm is targeting INR 1,000 Mn sales within the next 18 months with an yearly growth rate of 40%, from the current INR 600-700 Mn. 45% of the topline comes from e-commerce, while an additional 20% comes from the logistics space, as the company has tieups with DHL, Blue Dart and DTDC.

Crisil expects India's e-commerce sector to grow to INR 500 Bn in next three years, which will expand its ancillary industries.

### Massive Restaurants Plans PE Fund Raise



Massive Restaurants which runs the Indian-themed Masala Library, Made in Punjab and Farzi Cafe chain of restaurants and cafes is planning to raise INR 500 Mn from private equity players to fund its expansion plans.

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### Carlyle May Invest In Bharat Serums



Carlyle Group is planning to acquire around 25-30% stake in Mumbai-based Bharat Serums and Vaccines Limited for INR 5 to 6 Bn from existing investors. The planned buy may see Kotak Private Equity Group and Orbimed Advisors India Private Limited exiting the venture.

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**Sejal @Sejal** 14h  
**Merger And Acquisition Set To Boost With The Bull Run**  
With the onset of new government improved investor sentiment is already being reflected on the stock market since signs of a "pro-business" Modi-led government taking charge emerged. As the primary market hinges on revival of the secondary and M&A volumes follow the lead of stock markets, the 16% increase in the sensx so far this year suggests more action in the coming days.  
[http://bit.ly/SKR08](#)  
#MandA #CapitalMarkets #2014

**Tilak @Tilak** 14h  
**SEBI May Open Up OFS Route For PE Exits**  
SEBI may soon allow private equity funds and other large investors to offload their stakes in listed companies through the offer-for-sale route. At present, rules allow only promoters of publicly-traded companies to sell their shares through the offer-for-sale (OFS) route.  
[http://bit.ly/SK06b](#)  
#regulations #PEExits #NewAvenues

**Sejal @Sejal** 1d  
**Health Care is Emerging As A Blue-Eyed Sector For Investors**  
PE investments in health care have been rising over the last few years. In the year 2011, there were 29 investments in the space by PE funds. It shot up to 45 in 2012, and 71 in 2013. Healthcare sector is attracting investments partly because of some big-ticket exits recently. The number of exits in the sector rose from three in 2012 to nine in 2013. Most of the exits have been through secondary sales to other PE funds.  
[http://bit.ly/1K5JlCF](#)  
#Healthcare #HealthcarePEDeals #PEExits #HealthCareOpportunities

**Tilak @Tilak**  
**Mid & Small Caps Turning To Be The Thing For FIIs**  
Foreign institutional investors (FIIs), scouring market for potential multi-baggers, are increasingly buying mid- and small-cap shares as these companies are reckoned to be better placed accelerated growth than their bluechip peers economy revives in dramatic fashion under the government.  
[articles.economictimes.indiatimes.com/2014/news/50359195\\_1\\_fis-gmo-emerging-india-stocks](#)  
#FII #NewAvenues #Trends2013

**Sejal @Sejal** 4d  
**Govt To Set Health Rider For 49% FDI In insurance**  
The government is set to raise the FDI threshold in insurance to 49% with two riders. All companies will have to provide health insurance, and voting rights of foreigners will be limited to 25 per cent, the current investment cap.  
[http://bit.ly/1pZ7Q8N](#)  
#FDI #Norms #insuranceSector

**Tilak @Tilak** 4d  
**Consumer Companies Rush For IPO**  
Success stories among recently floated retail and consumer companies have brought the cheer back into the IPO market. Varun Beverages, Devyani International, Bajaj Wafers, Manpasand Beverages, are some of them who have lined up for IPO.  
[http://bit.ly/1pZgpAs](#)  
#IPOlistings #FMCG

**Sejal @Sejal** 6d  
**Acquisitions: The Way Forward For Ecom Firms??**  
What is the best strategy for these dotcom firms? Are acquisitions a better and faster way to growth or should they focus on internal growth to survive?  
[http://bit.ly/1osfECt](#)  
#MandAScenario #Ecommerce

**Tilak @Tilak** 6d  
**Domestic Lenders To Fund Domestic Buyouts**  
The finance ministry has begun discussions on allowing banks to fund local buyouts. A move likely to be a major boost to domestic acquisitions.  
[http://bit.ly/1h9x4z6](#)  
#MandA #NewAvenues

**Sejal @Sejal** 1w  
**BSE's Wish List To FM**  
Asias oldest stock exchange has sent a list of recommendation to finance ministry which includes allowing electronic initial public offerings (IPOs) through stock exchanges, restructuring the securities transaction tax (STT) and allowing pension funds to buy shares.  
[http://bit.ly/S2zLjJ](#)  
#IPO #IPO\_Market

**Tilak @Tilak** 1w  
**India's Hottest FDI Destinations**  
Though India has slipped to its lowest position in over a decade in the foreign direct investment confidence index, which has been topped by the United States for the second year in a row, the new government is set to increase the FDI caps on various sectors. Know the top 10 sectors which have managed the highest FDI inflows.  
[http://bit.ly/S2x0zd](#)  
#FDI #Top10

**Tilak @Tilak** 1w  
**Impact Of Shrinking Agency Channel For Insurance**  
The past couple of years have been difficult for the life insurance industry, which had to deal with not only fast-paced reforms, but also shrinking distribution as agents quit in large numbers. As a result, insurers shifted their focus to nurturing the bancassurance channel for distribution.  
[http://bit.ly/1p0jmw](#)  
#insuranceSector #Challenges

**Pranali @Pranali\_Shah** 1w  
**Sale Of Bad Debt To ARCs Boost Bank Results, But Worries Remain**  
When a bank sells assets to asset reconstruction companies(ARCs), the bad assets are removed from the banks book and the security receipts issued by ARC are booked as investment. While they agree asset quality may not deteriorate dramatically from the present levels, they caution that fresh slippages, or good loans turning bad, and restructuring in banks are still high.  
[http://bit.ly/1hZ9uz](#)  
#bad\_loans #ARC #Bank\_Loan

**Sejal @Sejal** 1w  
**PEs Bullish On Indian Banking Sector**  
The Indian banking sector is witnessing a sudden wave of interest from PE investors. The past two months have seen large PE deals in listed entities such as Ratnakar Bank, Karur Vysya Bank, ING Vysya Bank and Dhanlaxmi Bank. Acc to experts, banks will need more equity as they begin to implement stringent capital adequacy norms under Basel-III. Also, BFSI sectors have grown at 2-2.5 times the pace of economic expansion in the country. So, the potential is high for banking due to high unmet needs and the scope for spread of financial services.  
[http://bit.ly/11ToVTZ](#)  
#BFSI #BankingPEDeals

**Sejal @Sejal** 1w  
**Indian Drugmakers Switching To Fresh Strategies**  
Indian generic drug producers are devising fresh strategies to continue benefiting from the world's largest pharmaceutical market the United States because exclusive marketing rights for

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