

# Newsletter

## India Deal Intelligence

Helping Investment Banks, PE/VC Firms,  
and Corporate Strategy Teams Stay  
Ahead of the Deal Curve

Welcome to our Newsletter, Delivering Insights, Industry Updates,  
and Strategies to Navigate the Evolving Indian Deal Landscape

October 2025

### Deal Landscape (Q3 2025)

- In India, deal value surged 144% to **USD 20.2 Bn in Q3 2025** from USD 8.3 Bn in Q3 2024, while deal volume grew **~71% to 659 from 386**, indicating a growing preference for strategic transactions and market consolidation
- Mergers and acquisition (M&A) represented over **60.8% of total deal value in Q3 2025, up from 40.9% in Q3 2024**, as companies are increasingly pursuing acquisitions to enhance market presence and strengthen supply chain control, reflecting a shift toward more strategic, resilience-focused growth
- **Domestic consolidation is emerging as a key M&A driver**, with Indian corporates increasingly taking the lead in deal-making, marking a shift from a market once dominated by global private equity (PE) players to one driven by strategic local acquirers


### Sector in Focus — TMT

- In Q3 2025, the technology, media, and telecom (TMT) sector recorded a sharp rebound, with deal value reaching **USD 8 Bn** from USD 0.56 Bn in Q3 2024. Deal volume climbed **216% to 212 transactions in Q3 2025**, up from 67 in Q3 2024
- M&A activity dominated the TMT sector in Q3 2025, accounting for **~80% of total deal value, compared to just 10.1% in Q3 2024**. The surge was fueled by a few high-value strategic transactions that shaped the quarter's deal landscape
- Investment in TMT firms is increasingly concentrated in **early-and growth-stage** technology startups, with strong investor interest in **artificial intelligence (AI), Software as a Service (SaaS), and enterprise automation**

### The Regulatory and Geo-Political Watch

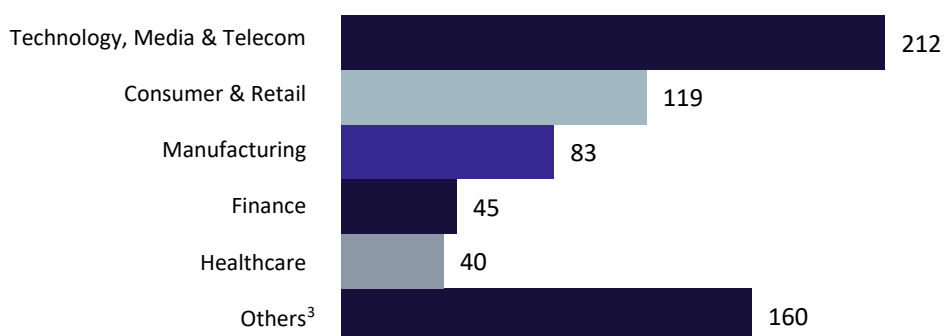
- RBI unveiled a **set of 22 policy measures** aimed at stimulating bank lending to large corporates and deepening capital market participation. These include easing restrictions on acquisition financing and expanding permissible limits for loans secured by listed debt and equity instruments
- **Introduction of GST 2.0** simplifies India's tax landscape, enhancing compliance efficiency, easing regulatory burdens, and catalyzing investor confidence across deal markets
- Despite the US tariff pressures and global uncertainties, Indian dealmakers remain active in **pursuing strategic and cross-border acquisitions**. The focus has shifted toward transactions that enhance geographic diversification

## Top deals<sup>1</sup>

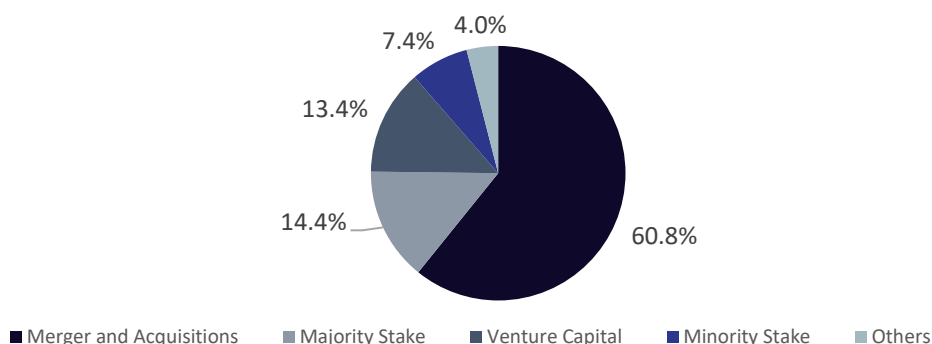
| USD 6.3 Bn (Jul'25)  | USD 3.3 Bn (Jul'25)   | USD 0.8 Bn (Jul'25)   | USD 0.7 Bn (Jul'25)  | USD 0.6 Bn (Jul'25)   |
|--|---|---|--|---|
|  (India Business) |  |  |  | Island Star Mall Developers Private Limited   |
| is being acquired by   | is being acquired by  | is being acquired by  | is being acquired by   | is being acquired by  |
|                   |  | Lence PTE Ltd*  |  |  THE PHOENIX MILLS LIMITED |

\* Lence Pte Ltd acquired a 20% stake in AWL Agri Business Ltd

## Most Active Sectors by Deal Volume<sup>2</sup> (Q3 2025)



## Deals Value by Transaction Type (Q3 2025)



- India's deal activity surged in Q3 2025, reaching USD 20.2 Bn with a total of 659 deals, reflecting resilient investor sentiment despite global economic headwinds
  - The TMT sector led the quarter's activity, recording deals worth over USD 8 Bn and contributing approximately 40% of the total deal value
  - AI-driven and deep-tech platforms attracted strong investor interest, with deals involving QpiAI, Kluisz AI, and iTuring.ai underscoring India's expanding role in technology innovation
- Following TMT, the Commercial Services and Finance sectors emerged as key contributors, together accounting for over USD 5.3 Bn in deal value
  - Activity was fueled by both strategic acquisitions and PE participation across outsourcing and professional service platforms
- M&A deals contributed over USD 12.3 Bn to the total deal value, reflecting a continued emphasis on consolidation and strategic expansion

Sources: Proprietary Financial Database, Benori Custom Research (Data includes deals that have been announced or have a pending status)

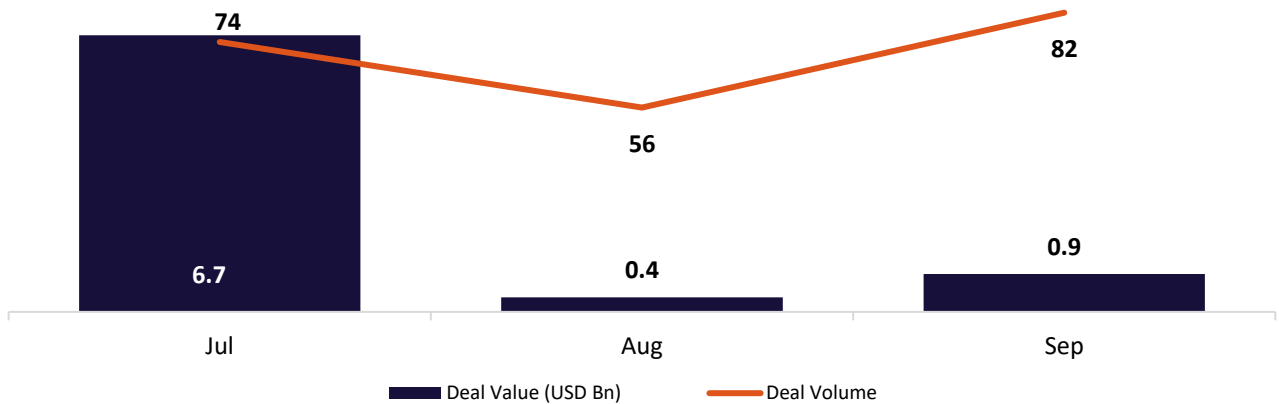
1. The top 5 deals depict the Base Equity Value of the deal

2. Top deals include Merger & Acquisition (M&A), and Majority Stake

3. Others includes Commercial Services, Utilities, Distribution Services, Real Estate, Transportation, Non-Energy Minerals, Industrial Services, Miscellaneous, and Energy Minerals

## Sector in Focus — TMT

### TMT Deals Activity (Q3 2025)



### Top TMT Deals by Value (Q3 2025)

| Target/Issuer  | Buyer/ Investor   | Deal Value (USD Mn) |
|--|---|---------------------|
|  (India Business) |    | 6,300.0             |
|                  |   | 300.0               |
|                 |    | 96.9                |
|  **             | Hiveloop E Commerce   | 88.5                |
|  ***            |    | 83.0                |

\* Urban Company raised INR 853.9 crore (USD 96.9 Mn) from anchor investors ahead of its IPO by allotting shares at INR103 each. Additional investors include the Governments of Singapore and Norway, SBI Funds Management, and Citigroup

\*\* Hiveloop E-Commerce is set to acquire a 26.14% stake in ShopKirana E-Trading

\*\*\* Hella Infra Market raised a Series G funding round of USD 83 Mn. Additional buyers of Hella Infra Market include Silverline Homes Pvt Ltd., Accel India Management Co. Pvt Ltd., and Nksquared

## Key Insights




### Major M&A Transactions Shaped the TMT Deal Value Landscape in Q3 2025

- The quarter saw mega-deals propelling TMT transaction values, led by Schneider Electric SE's USD 6.3 Bn acquisition of Schneider Electric India
  - PayU's USD 0.3 Bn acquisition of Mindgate Solutions was another significant transaction, reflecting continued investor confidence in digital payments
- M&A dominated deal value, with **USD 6.4 Bn accounting for ~80% of total transaction value (~USD 8 Bn)**, highlighting the impact of a few high-value strategic transactions

### Venture Capital (VC) Leads the Deal Volumes

- Venture capital transactions accounted nearly **65% (137 deals) of the 212 TMT deals** in Q3 2025, reflecting strong investor focus on early-and growth-stage opportunities rather than large-scale consolidations
  - The large volume of VC deals reflects **strong investor interest in emerging companies**, particularly in the TMT sector, signaling a vibrant startup ecosystem and continuous capital inflow into innovative ventures

## TMT — Market Trends

| Technology    | Media   | Telecommunication   |
|--|--|--|
| <b>Growing investor focus on AI infrastructure and enterprise SaaS</b>   | <b>Tech-enabled content platforms gain investor traction</b>   | <b>Telcos accelerate shift toward data centres and GenAI infrastructure</b>  |
| <ul style="list-style-type: none"> <li>India's tech deal activity is accelerating as firms consolidate to build AI-driven platforms and integrated digital ecosystems for long-term growth</li> <li>Private investments are rising, led by demand for AI infrastructure, enterprise SaaS, and automation solutions, as investors back scalable tech platforms with recurring revenues</li> <li>Examples include : <ul style="list-style-type: none"> <li>R Systems' acquisition of Novigo Solutions in August 2025 backed by Blackstone</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>PE firms are backing tech-enabled platforms including AI-powered content creation, digital distribution, and analytics-driven audience engagement tools</li> <li>Investors increasingly target companies with strong original content libraries and intellectual property portfolios, particularly those serving OTT platforms and regional audiences</li> <li>Examples include : <ul style="list-style-type: none"> <li>Arkade Developers acquisition of Filmistan Studios in July 2025</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>Telecom deals in India are largely centered around technological infrastructure, AI, and cloud capabilities <ul style="list-style-type: none"> <li>Operators are investing in data centres, harnessing fibre connectivity and 2G sites to strengthen edge infrastructure</li> </ul> </li> <li>As 5G deployment matures and data prices remain low, telcos are pivoting to capture enterprise and AI-driven growth opportunities <ul style="list-style-type: none"> <li>For instance, domain-specific AI pipelines, AI-inference services) to drive next-gen earnings</li> </ul> </li> </ul> |

## Regulatory & Geo-Political Watch

| Expanded Fast-Track Merger Framework   | Simplified GST Framework Streamlines Taxation  | US- India Trade Tensions   | RBI Eases Lending Norms   |
|--|--|--|---|
| <ul style="list-style-type: none"> <li>The Ministry of Corporate Affairs (MCA) has broadened the eligibility for fast-track mergers under the Companies Act, 2013, by raising the debt threshold for unlisted firms USD 22.5 Mn (INR 2 Bn)</li> <li>This will allow subsidiaries that aren't wholly-owned to merge, and permit foreign holding companies to merge with their Indian wholly-owned subsidiaries</li> </ul> | <ul style="list-style-type: none"> <li>India's "GST 2.0" reform has reduced the number of tax slabs by eliminating the earlier 12% and 28% rates in September 2025. New slabs are 5% for merit goods, 18% as the standard rate and a 40% slab for sin and luxury items <ul style="list-style-type: none"> <li>Beyond rate cuts, the reform streamlines compliance, fixes duty imbalances, simplifies filings, and eases processes for SMEs (Small and Medium Enterprises)</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>The United States has raised tariffs on most Indian exports to 50%, doubling the previous rate of 25%, in response to India's continued imports of Russian oil <ul style="list-style-type: none"> <li>Concurrently, bilateral talks are being reopened with the US, and new alliances are being explored, indicating that India is adjusting its stance amid a shifting global order</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>RBI introduced 22 reforms to boost bank lending to large corporates and capital markets, including lifting restrictions on lending for acquisitions and increasing limits for loans against listed debt and equity securities <ul style="list-style-type: none"> <li>Banks delayed implementation of tougher capital-norm rules (such as "expected credit loss" and full Basel III norms) to ease capital constraints</li> </ul> </li> </ul> |