

**Consumer & FMCG****Fortnightly Newsletter**

9th July to 22nd July 2019

**Consumer & FMCG Newsletter****Investment and Exit****Exclusive: Impact investor Lok Capital backs organic dairy firm**

17th July 2019. VCCircle

Impact venture capital firm Lok Capital has invested in a Karnataka-based company that produces and sells organic milk and dairy...[more](#)**Amazon to invest in Fairfax-controlled Quess Corp's arm**

15th July 2019.VCCircle

US-based online retailer Amazon.com Inc. is investing Rs 51 crore (\$7.4 million) in Quess Corp Ltd, a business services provider controlled by Canadian billionaire Prem Watsa's Fairfax group....[more](#)**Fund Raise****Masaba's label raises \$1m in round led by Binny Bansal**

9th July, 2019 The Economic Times

House of Masaba, a bridge-to-luxury fashion label founded by designer Masaba Gupta, has raised \$1 million in first round of funding led by Flipkart cofounder Binny Bansal....[more](#)**BoAt raises Rs.20 crore in venture debt from Sachin Bansal's BAC Acquisitions**

17th July 2019 Live Mint

Consumer electronics startup BoAt lifestyle on Wednesday said it has raised Rs.20 crore in venture debt from Sachin Bansal-owned BAC Acquisitions Pvt Ltd....[more](#)**Sequoia may lead fresh funding in Mamaearth**

9th July 2019.Live Mint

Baby-care products brand Mamaearth is in talks to raise up to \$20 million in a Series B round, two people aware of the matter said, adding Sequoia Capital India is expected to lead the round...[more](#)**Ratan Tata-backed Teabox gets funding from Dubai's NB Ventures**

18th July 2019.VCCircle

Speciality tea e-tailer Teabox.com, operated by Singapore-based AsianTeaexpress Pte. Ltd, has raised an undisclosed amount from Dubai-based NB Ventures, the family office of Neelesh Bhatnagar...[more](#)**Online menswear firm Northmist gets new angel investors**

11th July 2019.VCCircle

Northmist Pvt. Ltd, an online organic cotton menswear company, has raised another Rs 1 crore (\$146,320) in angel funding from a bunch of angel investors, a top executive told VCCircle....[more](#)**Merger And Acquisitions****KFC launches exclusive KFC Merch in collaboration with The Souled Store**

20th July 2019. FnB News

KFC India has announced an exclusive range of KFC Merch - truly inspired by fried chicken and your love for it! Designed in collaboration with The Souled Store, the Merch will be available on the quick service restaurant (QSR) chain's app, website and The Souled Store website...[more](#)**EssilorLuxottica In Talks To Acquire Dutch Glasses Retailer To Boost Its Global Store Network**

19th July 2019 Franchise India

Eyewear giant EssilorLuxottica is in discussions to buy Dutch glasses retailer GrandVision, in a deal worth over seven billion euros. This agreement will expand the French-Italian company's global store network...[more](#)**Aditya Birla Fashion to buy 51% stake in bespoke apparel brand Shantanu & Nikhil**

16th July 2019.VCCircle

ABFRL will acquire the stake for around Rs 60 crore (\$8.75 million at current exchange rates), subject to closing adjustments, the company said in a stock-exchange filing....[more](#)

### **IITC's FMCG business to include newer categories, acquisitions, says Puri**

12th July 2019. [Live Mint](#)

Cigarettes to packaged consumer goods conglomerate ITC Ltd on Friday reiterated its plans to expand its fast-moving consumer goods business by adding newer segments under its portfolio and even looking at strategic acquisitions, the company said during its 108th annual general meeting in Kolkata....[more](#)

### **Coca Cola eager to buy Cafe Coffee Day**

12th July 2019. [FMTmagazine](#)

Ten months after it splurged \$5.1 billion to acquire Costa Coffee, a famous UK coffee chain, they are now eyeing the Indian global coffee players Cafe Coffee Day. Neither company has confirmed anything, though....[more](#)

## **Corporate News**

### **Ruchi Soya: Resolution may be delayed as NCLT wants to study impact of revised NLCAT order on Essar Steel**

9th July, 2019 [The Economic Times](#)

The tribunal observed that the NCLAT order has changed the entire outcome for all stakeholders and is like a formula with clear-cut directions on the distribution of the proceeds should be carried out....[more](#)

### **Genesis Luxury to bring men's cosmetics brand WOMO in Indi**

12th July, 2019 [The Economic Times](#)

Reliance Brands, a unit of Ambani-controlled Reliance Industries partnered Italian firm Percassi to launch men's cosmetics brand WOMO, in India....[more](#)

### **Oppo K3 with pop-up selfie camera, Snapdragon 710 SoC launched in India**

20th July 2019. [Business Today](#)

Chinese phono major OPPO has launched its new smartphone, Oppo K3 in India. New smartphone Oppo K3 plans to take on Xiaomi's Redmi 7 Pro and Samsung's M- series smartphones and will be available in the Indian market starting July 23....[more](#)

### **Walmart India opens 26th Best Price Cash and Carry Store in Nizamabad**

18th July 2019. [FnB News](#)

Walmart India, has opened its 26th Cash and Carry store, Best Price Modern Wholesale Store, in Nizamabad. It is the retailer's third store in the state of Telangana. This, according to Walmart India, is the largest in the country....[more](#)

### **With Bubble Tea Gaining Popularity In India, Dr. Bubbles Eyes To Triple Its Franchise Network**

20th July 2019 [Franchise India](#)

Dr. Bubbles is planning to triple its franchise network over the next few years as bubble tea is gaining popularity in India. The expansion will help the brand with its aim to become the best provider of bubble tea in the country....[more](#)

### **YourBabySpa to expand presence in India**

19th July 2019. [Franchise India](#)

With the vision to bring world-class infant care to your infants, YourBabySpa seeks franchise partners in Delhi, Mumbai, Chennai, Bangalore, Kolkata, and Ahmedabad. YourBabySpa specializes in offering a relaxing space for newborns in a womb environment..[more](#)

### **Dumont eyes expansion in South India**

19th July 2019. [Franchise India](#)

Dumont, a premium ice cream brand, is eyeing to open 100 outlets across South India over the next one year. The brand is being launched with 10 stores in Hyderabad, Bengaluru and Vijayawada....[more](#)

### **Thangamayil Jewellery opens 39th branch in Tamil Nadu**

12th July 2019. [MoneyWorks4me](#)

Thangamayil Jewellery has opened its 39th branch at Vadipatti, Madurai District in the state of Tamil Nadu on July 11, 2019..[more](#)

### **Havells India launches Alkaline RO and Active UV water purifiers in Rajasthan**

11th July 2019. [MoneyWorks4me](#)

Havells India has further enhanced its presence in Rajasthan with the unveiling of its impressive and exciting new range of technologically superior Alkaline RO and Active UV water purifiers in the region....[more](#)

### **Hitachi launches new service app to enhance consumer experience**

9th July 2019. [MoneyWorks4me](#)

Johnson Controls-Hitachi Air Conditioning India has launched the Hitachi India customer app, a brand new Service App for the country. This enables customers to connect directly with the company for after-sales service..[more](#)

### **Kerrimo aims to expand pan India**

15th July 2019. [FMTmagazine](#)

Philippines most popular takeaway franchise aims to expand pan India. The brand will expand via franchising in metro cities like Delhi-NCR, Mumbai and Bengaluru....[more](#)

## Food & Beverages

### Lite Bite Foods' pan-Asian restaurant Shizusan opens outlet in Kurla

17th July, 2019 FnB News

Lite Bite Foods has launched an outlet of one of its brands, Shizusan, at Phoenix Marketcity, Kurla. The menu comprises delicacies from China, Indonesia, Japan, Vietnam, Malaysia, Thailand and Korea....[more](#)

### McCain Foods capitalizes in Brazil

20th July, 2019 FnB News

Potato-products giant McCain Foods has set out plans to invest in its manufacturing network in Brazil, a market where the company has invested in two local businesses in under 18 months....[more](#)

### Starbucks launches food menu, including egg bites, at Mumbai outlets

18th July 2019 FnB News

Starbucks unveiled a new food menu, comprising 18 variants of snacks, at its Mumbai and Pune outlets. These include Egg Bites, Breakfast Sandwiches, Empanadas and healthy salads for a mid-day snack....[more](#)

### Barista, in partnership with Hitachi Air, introduces Alphonso Smoothie

12th July 2019 FnB News

Barista launched Hitachi Alphonso Smoothie, an innovative marketing partnership with Hitachi Air. It consists of Alphonso mango blended with vanilla ice cream and milk....[more](#)

### Nestle to sell a chocolate made without added sugar

17th July 2019.FMTmagazine

For chocolate lovers around the world, a new invention by Nestle cuts out added sugar so that customers can enjoy its 70% dark chocolate with less guilt...[more](#)

### Cadbury releases three limited edition chocolate bars

10th July 2019.FMTmagazine

Cadbury releases three limited-time chocolate bars as a part of a competition between a couple of contenders who were told to create personalised flavours using upto 3 ingredients and whip up something delicious as the best flavour is to be voted...[more](#)

### DuPont the food and beverage related company Divests Natural Colors Business to DDW Inc.

9th July 2019.FMTmagazine

DuPont has divested its Natural Colors business, which is part of the DuPont Nutrition & Biosciences (N&B) segment, to DDW, The Color House...[more](#)

## Consumer Durables

### Reliance to launch iconic jewelry brand Tiffany & Co in India

17th July, 2019 The Economic Times

Reliance Brands has signed a deal to bring iconic American jewellery brand Tiffany & Co. to India, said people with knowledge of the matter....[more](#)

### Transsion looks to set up industrial park in India

10th July 2019. The Economic Times

The company is looking at 40-50 acres and is talking to different states, where mobile phone accessories under the Oraimo brand will be made....[more](#)

## Joint Venture

### Glenfiddich to partner with The Dram Club, KODE for Experimental Series

12th July 2019.FnB News

Created from collaborations with like-minded individuals from a wide range of different industries, the Glenfiddich Experimental Series will focus on using unique and innovative production processes to offer a new kind of malt whisky experience...[more](#)

### Airtel, Jio plan HUL tie-up for new consumer connect

19th July 2019.The Economic Times

Indian telecom giants Bharti Airtel and Reliance Jio are in talks with Hindustan Unilever(HUL) for tie-ups to offer localised discounts on the latter's home and personal care brands through neighbourhood stores, three persons familiar with the matter, said...[more](#)

### McDonalds teams up with new delivery service in gigantic business deal

19th July 2019.FMTmagazine

McDonalds, announced Tuesday that it's teaming up with Door Dash, in an effort to widen the reach of its McDelivery service to customers....[more](#)

## Consumer & FMCG

### ITC undertakes new marketing initiative to drive consumer engagement on digital platforms

10th July, 2019 The Economic Times

The centre will work for the new FMCG businesses which includes packaged food, personal care, education and stationary products, agarbatti and safety matches....[more](#)

### Soap opera: Eye on Future, HUL launches laundry brand after 30 years

16th July, 2019 The Economic Times

Hindustan Unilever (HUL) is launching a new laundry brand after three decades that appears to be aimed at the country's biggest retailer Future Group. The latter recently cut HUL's shelf space by nearly a third in the segment to make space for Future's own line of detergent liquid and powder products....[more](#)

### ITC plans to open more stores in high footfall locations

12th July, 2019 The Economic Times

Kolkata: ITC Ltd has plans to open stores in high footfall locations to showcase its range of consumer products but it has no plans to monetise through them, chairman Sanjiv Puri said....[more](#)

### Future Consumer eyes five Rs 1,000 crore food brands

17th July 2019. The Times of India

The FMCG arm of Kishore Biyani-led Future Group, Future Consumer(FCL),has set a target to have five Rs.1000Crore plus food brands in its stable in the next five years...[more](#)

## Corporate Action & Managment

### Colgate India appoints new MD

18th July 2019. The Economic Times

Colgate Palmolive has appointed its Asia Pacific division's marketing president Ram Raghavan as India managing director. He will replace Issam Bachaalani as India head with effect from August 1....[more](#)

### Amit Burman is Chairman as next generation takes over at Dabur

19th July 2019. The Economic Times

Amit Burman, 50, son of late Gyan C Burman, replaced Anand C Burman who stepped down as the director and chairman of the company, Dabur India said in a statement..[more](#)

Best Regards



From the desk of,

Ajay Jain

Chairman & Managing Director

Monal Capital (P) Limited

Tel.: +91-22-4976 1501 | 4976 1601 | 4708 1900 Mobile: +91 9820304342 | [Email: ajay@monalcapital.com](mailto:ajay@monalcapital.com)

Ground Floor, B Wing, 902, Kanakia Wall Street, Andheri-Kurla Road, Andheri (East), Mumbai - 400 093, India, [Website: www.monalcapital.com](http://www.monalcapital.com)

[Investment Banking - Debt Syndication](#) | [Corporate Finance](#) | [Bonds](#) | [Equity](#) | [Infrastructure](#) | [Real Estate](#) | [M&A](#) | [Stress Asset Solutions](#) | [Startup & VC Advisory](#)

Disclaimer: Information gathered & material used in this document is believed to be from reliable sources. Monal Capital however does not warrant the accuracy, reasonableness and/or completeness of any information. Monal Capital and any of its officers directors, personnel and employees, shall not liable for any loss, damage of any nature, including but not limited to direct, indirect, punitive, special, exemplary, consequential, as also any loss of profit in any way arising from the use of this material in any manner