



Spark Financial Holdings advises Zifo Technologies on its stake sale to TA Associates

Spark Financial Holdings (“Spark”) acted as the *exclusive* financial advisors to Zifo Technologies and its Selling Shareholders on its stake sale to TA Associates.

We are pleased to announce the signing & closing of definitive agreements for the sale of its equity stake in Zifo Technologies Pvt Ltd and its affiliates (“Zifo”), a global provider of Informatics Solutions for research-based organizations, to TA Associates.

Founded in 2008, Zifo helps enable the digital transformation of Drug Discovery, Clinical Development, Manufacturing Quality Control and Genomics functions at companies across the pharma, biotech, medical device and process industries. Zifo enables companies to digitalize their operations to support innovation and help increase efficiency and speed of delivery. The Company’s customers include global leaders and innovators in 20 countries around the world. Zifo is headquartered in Chennai, India, with offices in Canada, China, France, Germany, Japan, Singapore, Switzerland, UK and US.

TA Associates is a Boston-based leading global Private Equity firm which has partnered with over 550 companies and raised over USD 47.5 Bn in capital till date. They focus on the technology, healthcare, financial services, consumer and business services industries and concentrate on growth capital and leveraged buyouts of businesses.

Raj Prakash G, CEO, Zifo said, “A global investment firm with many years of successful investing in technology businesses around the world and with a good cultural fit, we see TA as the ideal partner for Zifo. TA’s experience and extensive network, coupled with Zifo’s industry expertise and specialized human talent, will prove meaningful in helping us expand and grow our business. We welcome the partnership with TA and look forward to working closely. Thanks to the Spark team in supporting us to close this transaction successfully.”

Dhiraj Poddar, Head of TA Associates Advisory & Managing Director at TA said, “Zifo has an established reputation as a best-in-class services provider across the scientific R&D and manufacturing value chains and has developed deep customer relationships with many global industry leaders.”

Vijay Radhakrishnan, Director & Practice Head – Technology & Business Services, Spark Financial Holdings said, “We are gratified to see the promising culmination of the journey that we embarked upon with Zifo. They have been extremely successful in building a robust and profitable business in the R&D informatics space, with a deep domain focus across the Life Sciences vertical. We wish the Zifo team and TA Associates the very best for the future and are confident that their collaboration will see the business scale to new heights.”

This marks Spark’s 52nd transaction in the Technology Services space and further adds to its rich track-record of transactions - aggregating to ~USD 3 Bn in value across Technology Services. Spark is proud to be a part of this transaction and wishes both Zifo and TA Associates the best in the years to come.

About Zifo:

Headquartered in Chennai, India, Zifo is a data-driven science company, which offers R&D and manufacturing informatics solutions focused on the pharma, biotech, medical devices and process industries, as well as other research-based organizations. The Company works with 7 of the top 10 global bio-pharma companies and its customers are spread across more than 20 countries. It has global subsidiaries in Canada, USA, UK, Germany, France, Switzerland, Singapore, Japan and China. Zifo is an ISO 9001- and ISMS ISO 27001-certified organization with best-in-class processes and IT infrastructure. The Company has been recognized as one of the Deloitte Technology Fast 50 Companies in India for the

last 9 consecutive years and also been identified as a “Great Place to Work” for 5 years in a row by the Great Place to Work Institute. For more information about Zifo, please visit www.zifornd.com

About Spark Financial Holdings:

Spark Financial Holdings is one of India's leading boutique financial services houses with over 20 years of experience. We derive our strength from the years of experience of our founding members with the contemporary thinking of our young leadership team. Our key businesses include Investment Banking, Wealth Advisory and Asset Management. We have our offices in Mumbai, Bangalore and Chennai and work with clients pan-India. We continue to differentiate ourselves and attract high-quality talent based on our core values of Knowledge Banking, our ears to the ground approach, high engagement through the entire deal process and strong entrepreneurial culture. We have closed ~170 transactions aggregating more than ~USD 8 billion across 5 key sectors, namely Financial Services, Tech Services, Consumer, Industrials and Healthcare. Our core products include Private Equity and M&A where we typically work with clients from Series B all the way up to IPO. Our core values of integrity; putting clients first; and seeking partnerships that are mutually beneficial, help us build sustainable, long-term relationships with clients. Further information is available at www.sparkcapital.in

**Best Regards,
Team Spark**

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