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UNILEVER OCCUPIES CENTRESTAGE IN TAKEOVER OPEN OFFERS IN 1ST HALF OF 2013-14: PRIME

46 companies made open offers worth Rs.37,460 crore in first half of 2013-14 under Takeover Regulations, being the highest in the past several years. According to Pranav Haldea, Managing Director of PRIME, the country's premier database on primary capital market, though this represents an increase of over 2000 per cent from the same period last year which had open offers worth only Rs.1,721 crore, this was only because of the mega Rs.29,220 crore offer of Unilever PLC for Hindustan Unilever Ltd. or 78 per cent of the total offer amount.

On the acceptance side, shareholders tendered shares for only Rs. 21,038 crore or 56 per cent of the offer amount made (same period last year Rs. 578 crore). The HUL offer saw a 65 per cent acceptance.

Offer amounts, acquired amounts and number of offers for the same period for the last 5 years are given below:

YEAR (APR-SEP)	NO.OF OFFERS	OFFER AMOUNT (Rs.crore)	ACQUIRED AMOUNT (Rs.crore)	Success %
2008-09	69	11585	10977	95
2009-10	28	3674	1433	39
2010-11	40	6085	5174	85
2011-12	38	16412	7853	48
2012-13	44	1721	578	34
2013-14	46	37460	21038	56

Open offers are made by company promoters and other entities for either **consolidation of their holdings** or as part of **substantial acquisition/change in control of management** in publicly listed companies. According to Pranav Haldea, for the six month period, out of the 46 open offers, 7 open offers valued at Rs.31,189 crore (acquired amount Rs. 20,499 crore) were made by entities for consolidation of holdings while 39 offers worth Rs. 6,271 crore (acquired amount Rs. 539 crore) were made for substantial acquisition/change in control of management.

In terms of acquirer type, 11 offers worth Rs.36,955 crore (acquired amount Rs. 20,742 crore) were made by foreign entities while 35 offers worth Rs. 505 crore (acquired amount Rs. 296 crore) were made by domestic entities.

78 per cent of Offer Amount was in the Personal Care sector followed by 15 per cent in the Breweries/Distilleries sector.

The second largest offer, after the Unilever Offer, was made by Relay BV for United Spirits for Rs.5441 crore.