



Ashutosh Sharma

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Practices:

Corporate & Commercial
Private Equity
Mergers & Acquisitions
Venture Capital

Education:

B.A., LL.B. (Hons.) WBNUJS,
Kolkata (2010)

Professional Affiliations:

Bar Council of Rajasthan

Ashutosh Sharma is a Partner in the Corporate and Commercial practice group.

Over the years, Ashutosh has represented a wide range of global, regional and domestic financial sponsors including private equity funds, venture capital funds, corporate conglomerates, family offices, and other sources of capital across asset classes. He also advises Indian companies / corporate groups receiving private equity investments in domestic or cross-border deals.

Ashutosh's considerable experience with high-profile, market leading mandates as well as middle market deals gives him excellent insights into the private equity and venture capital landscape and enables him to help clients anticipate issues and provide commercial solutions. He has also assisted and advised clients on investment strategies and regulatory advisory involving diverse areas of laws including exchange control regulations and real estate laws.

Representative Matters

In his areas of practice, Ashutosh has represented and advised the following clients:

Private Equity / Venture Capital

- Advent International on its acquisition of controlling stake in RA Chem Pharma with a deal value in excess of USD 130 million;
- Lake Shore India (backed by Abu Dhabi Investment Authority) on acquisition of controlling stake in Sheth Developers and realtors (India) Limited (holding company of Viviana Mall) from Sheth Group and Reco Fern (affiliate of GIC) for USD 260 million (largest PE buyout deal for single mall asset company in India);

- **Taparia Family** on divesting their entire stake in Famy Life Sciences Private Limited to Mylan Pharmaceuticals for an aggregate consideration of USD 285 million;
- **TPG** on acquisition of minority stake in Fractal Analytics through primary investment and secondary purchase for an aggregate consideration of USD 360 million;
- **Blackstone Asset Management** on acquisition of warehousing assets from the TARC Limited (one of the leading construction development company in Delhi NCR region) for a total consideration of USD 40 million;
- **Lighthouse Canton** on divesting majority stake and co-investing with Ivanhoé Cambridge in life science R&D office labs portfolio of Lighthouse Canton in India's largest biotech cluster, Genome Valley, Hyderabad;
- **Think Investments** on acquisition of minority stake in Swiggy through primary investment;
- **NewQuest Asia Fund IV** on acquisition of minority stake in Cashify through primary investment and secondary purchase;
- **A pharmaceutical private limited company** on receiving investment of USD 23.5 million from foreign and domestic investors;
- **Smartpaddle Technology Private Limited (Bizongo)** on its Series B fund raise of USD 19.5 million from B-Cap and IFC;
- **Punjab Renewable Energy Systems Private Limited** on its Series B fund and Series C raise of collectively over USD 12 million from Neev Fund (a private equity fund back by DFID, United Kingdom and State Bank of India), Shell Ventures (corporate strategic investor for Shell) and Mitsui group;
- **Little Black Book (LBB)** on receiving Series A investment of approx. USD 5.8 million from Inventus India, IAN Fund and Alteria Capital;
- **Neev Fund II** on acquisition of significant minority stake in GPS renewables;
- **CrimsonOx** on its acquisition of minority stake in Aiquire Inc;
- **Web Werks Group** on sale of majority stake in their data centre business to Iron Mountain;
- **Mission Holdings** on their exit from CRED;
- **Smile Investments** on its acquisition of minority stake in Swiggy;
- **Think Investments** on its acquisition of minority stake in Swiggy;
- **Emphasis Ventures (EMVC)** on its acquisition of substantial minority stake in fintech start-ups like wealthy.in, credence and niki.ai;

- **Insitor Impact South Asia** on acquisition of substantial minority stakes in Aviom India Housing Finance Private Limited, Aashiyaan Housing and Development Finance Private Limited and Disha Medical Services Private Limited;
- **BASIX Sub-K iTransactions Limited** on receiving investment from Accion, NMI and other global investors;
- **Kalpavriksh fund** on acquisition of minority stake in The Label Life;
- **Accion and Dutch Good Growth Fund** on acquisition of minority stake in Amadeus Advisors Private Limited (smecorner.com);
- **BirdsEye Solutions Private Limited (Traffiline/Ridlr)** on receiving investments by various investors including Matrix Partners and Qualcomm Ventures;
- **A domestic HNI family office** on its acquisition of substantial minority stake in Western India Transport Finance Company Private Limited;
- **Desiderata Impact Ventures** on receiving Series A investment from a number of investors led by Sequoia Capital India;
- **Infuse Ventures** (a clean-tech focused fund set up by IIM Ahmedabad's Centre for Innovation Incubation and Entrepreneurship (CIIE)) for its investments in a number of start-ups in clean-tech space including AK Surya Power Magic Private Limited, GIBSS, Gosolar Ventures Private Limited, Thermal Energy Service Solutions Private Limited, Silvan Automation Private Limited and others;
- **Digital Gold India Private Limited** on multiple fund-raising transactions from Series Seed to the Series B fund raise from Invent Capital, Beenext, and the World Gold Council;
- **Greyatom Edutech Private Limited** on receiving Pre-Series A and Series A investment from domestic and foreign investors;
 - **responsAbility Ventures** on multiple investments and exits;
- **GenNext Ventures Fund (backed by Reliance Industries)** on its investment in a number of start-ups including Wonderbi Analytics Private Limited, Digissential Enterprises Private Limited, Nearyouu iServe Private Limited, Efficient Bazaar Private Limited and others;
- **Cisco** on acquisition of minority stake in Videonetics Technology Private Limited;
- **Nexus Ventures** on acquisition of minority stake in Carthero Technologies Private Limited; and
- **Appsdaily Solutions Private Limited** on receiving investment by various investors including IUVP, Qualcomm Ventures, Zodius Partners and Ru-Net South Asia.

Mergers and Acquisitions

- Shapoorji Pallonji Group on sale of their solar assets to KKR for USD 202.8 million;
- II&FS on sale of its solar power project to IDFC Alternatives;
- Laurus Labs in its acquisition of Sriam Labs Private Limited;
- Out of Home Media in the demerger of its screens business and 100% sale to BVG India Limited;
- Eukleia Technologies on sale of majority stake to Nestaway Technologies Private Limited;
- A global pharmaceutical company on its acquisition of business of an Indian marketing company; and
- Ascendas on multiple transactions relating to acquisition of real estate assets in India.

General Corporate

- A leading global engineering company on proposed strategies to exit its Indian joint venture;
- A listed NBFC on proposed strategies for dealing with investor dispute; and
- SKIL Group in formulating the structure for its real estate project in rural Maharashtra and for diligence of over 1000 acres of land in Maharashtra.