Sneh Lata

Counsel

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Sneh is a Counsel in the Corporate and Commercial practice group at Khaitan & Co. She is also an independent director on the board of few companies.

Sneh specializes in mergers and acquisitions, private equity, joint ventures, business transfer arrangements, corporate financing and general advisory. She has been associated with complex commercial transactions involving domestic and international clients from various sectors.

Practice/s

Corporate & Commercial, Mergers & Acquisitions, Private Equity, Joint Ventures

Education

B.A., LL.B (Hons), National University of Study and Research in Law, Ranchi

GDPR Foundation Application & Substance (FAS) Certification, conducted by EU GDPR Institute and produced by Copenhagen Compliance (2018)

Professional Affiliation/s

Bar Council of West Bengal

Sectors:

Real Estate Private Equity
Fashion, Retail & Lifestyle
Healthcare & Pharma
FMCG, Tea
Manufacturing

REPRESENTATIVE MATTERS

In her area of expertise, Sneh has advised and represented several prominent clients which include:

Business Restructuring/ M&A:

- **Blackstone Group** in its acquisition of South City Projects (Kolkata) Limited ("SCPKL") from its existing shareholders, comprising of Merlin Group, Sureka Group, Emami Group, JB Group, Shrachi Group and Rameswara Group. SCPKL houses the iconic "South City Mall" in Kolkata, West Bengal, for a transaction value of INR 3250 crore. It is one of eastern India's largest PE deal;
- **Blackstone Group** in its proposed acquisition of 'Diamond Plaza Mall' from its existing shareholders;
- **A global real estate private equity investor** in relation to its joint venture for setting up a data centre with a leading real estate developer in India;
- **Bandhan Financial Holdings Limited (i.e., Bandhan Bank's promoter NOFHC) ("BHFL")** in relation to its acquisition of a controlling stake in IDFC Asset Management Company Limited and IDFC AMC Trustee Company Limited. The consortium comprised BFHL, GIC and ChrysCapital and the deal value is approximately INR 4500 crore;
- **Aditya Birla Fashion and Retail Limited** on the acquisition of majority interest in Sabyasachi Couture by way of capital contribution for a total consideration of USD 55 million;
- **RPSG Ventures Limited** in strategic partnership with Falguni Shane Peacock, one of India's most iconic luxury fashion houses;

- **Aditya Birla Fashion and Retail Limited** in relation to a 50:50 joint venture with Christian Louboutin SAS to form CLI Footwear and Accessories Pvt Ltd, to distribute and sell Christian Louboutin's luxury products in India;

- **Firstsource Health Plans and Healthcare Services, LLC** (a wholly owned subsidiary of **Firstsource Solutions Limited**) in relation to 100% acquisition of TeleMedik, a Puerto Rico based pioneer in the development and implementation of technological solutions. Following the transaction, TeleMedik will become a subsidiary of Firstsource Health Plans and Healthcare Services, LLC and a step-down subsidiary of Firstsource Solutions Limited;

- **Sheares Healthcare Group Pte. Ltd**. (a wholly owned subsidiary of **Temasek**) as the transaction counsel, in relation to its acquisition of a majority stake in Medica Synergie Private Limited ("MSPL") (a leading healthcare company in eastern India) by way of (i) secondary purchase of majority stake from Orilus Investment Holdings Pte. Ltd. and certain other shareholders of MSPL and (ii) subscription to primary securities of MSPL. The transaction also involved various internal group restructurings and consolidations. MSPL is now a part of the network of Manipal Hospitals, in India;

- **Usha Martin Limited** on the sale of its steel business through a slump sale on a going concern basis along with its coal and iron ore mines (subject to certain regulatory approvals) to Tata Steel Limited;

- **Aditya Birla New Age Hospitality Private Limited** ("ABNAH") in relation to its 100% acquisition of shareholding in KA Hospitality Private Limited. By way of this acquisition, ABNAH has added four new iconic restaurant brands- Hakkasan, Yauatcha, Nara Thai and Cincin to its growing portfolio of the premium casual dining space;

- **F2 Fun and Fitness (India) Pvt Ltd, i.e., Gold's Gym India** and its shareholders in the sale of its entire stake in the Company to Curefit Healthcare Private Limited in one of the largest majority acquisitions in the Indian fitness landscape in recent years;

- **Aditya Birla Capital Limited and Infocyber India Private Limited** on their proposed exit from **Aditya Birla Insurance Brokers Limited** by way of a 100% stake sale to Edme Services Private Limited (a part of the Samara Capital Group and an affiliate of Samara Alternate Investment Fund) at an enterprise value of INR 4550 million on a cash free and debt free basis, subject to regulatory approvals;

- Reliance Brands Ltd and Reliance Retail Ventures Ltd on a number of acquisitions and joint ventures;

- **CK Birla Healthcare Private Limited (Birla Fertility and IVF)** in relation to its acquisition of majority stake in Babyscience IVF Centres Private Limited (**"Babyscience**"). Babyscience along with its wholly owned subsidiary, Centre for Human Reproduction and Biosciences Private Limited, operates 12 IVF clinics. With this acquisition, Birla Fertility and IVF marked its entry into Karnataka, Tamil Nadu and Maharashtra;

- **Eveready Industries India Limited** in relation to (i) itemised sale of its packet tea business related brands and other tea products and related inventory to Madhu Jayanti International Private Limited and (ii) the sale of its brands "Tez", "Jaago" and "Premium Gold" along with all its rights and marketable title to Madhu Jayanti International Private Limited, as an asset sale transaction;

- **Rwanda Tea Investments Limited, Borelli Tea Holdings Limited and McLeod Russel India Limited** in relation to **Rwanda Tea Investments Limited's** acquisition of 60% of the paid up share capital of Gisovu Tea Company Limited from Borelli Tea Holdings Limited (a wholly owned subsidiary of McLeod Russel India Limited);

- **Berger Paints India Limited** on its acquisition of 95.53% of shareholding of STP Limited for a consideration of INR 167.5 Crores;

- **Investcorp Private Equity Fund II**, managed by Investcorp India Asset Managers Private Limited (along with Tanas Capital Pte. Ltd. (as a minority investor)) on its primary subscription of equity shares and CCPS to acquire a minority stake in V-Ensure Pharma Technologies Private Limited;

- **Valuetree Ingredients Private Limited ("Valuetree")** and its shareholders in relation to the sale of the total shareholding of Valuetree to IMCD India Private Limited in tranches;

- **Vedant Fashions Pvt Ltd** on its proposed acquisition of a business undertaking from New Meena Bazar Pvt Ltd, along with its brand "Mebaz"; and

- **Kishlay Snack Products and Kishlay Savoury Foods** in relation to the transfer of business (by way of a slump sale of business) of two partnership firms, Kishlay Snack Products and Kishlay Savoury Foods to Kishlay Foods Private Limited and simultaneous investment into KFPL from two investor entities, Intensive Softshare Private Limited and Norwest Venture Partners X – Mauritius.