



Tanvi Kumar

Partner

Max Towers
7th & 8th Floors
Sector 16B, Noida
Gautam Buddh Nagar 201 301 | India

T: +91 120 479 1000
F: +91 120 474 2000
E: tanvi.kumar@khaitanco.com

Practice:

Mergers & Acquisitions
Private Equity
Corporate & Commercial

Education:

B.S.L., LL.B., ILS Law College,
Pune (2009)
Executive Programme on Venture
Capital and Private Equity,
Columbia Business School (2023)

Professional Affiliation:

Bar Council of Maharashtra & Goa
Society of Women Lawyers, India
Indian Private Equity & Venture
Capital Association
Lead, India, She Breaks The Law
(Global Women's Lawyer
Network)

Awards & Recognitions

Recognised as 'Notable
Practitioner' for M&A, IFLR1000,
2020, 2021, 2022
Recommended Lawyer, Legal
500, 2022
Recognised as 'Star Woman
Lawyer of the Year', Legallyindia,
2021

Tanvi is a Partner in the Corporate team at Khaitan & Co, Delhi. She specializes in mergers and acquisitions, joint ventures, inbound and outbound investment from India, PE buy-outs, secondary sales and general corporate advisory, across a broad spectrum of sectors including information technology, manufacturing, hospitality, fintech, new-age technology and leisure and consumer goods.

Tanvi has in-depth knowledge and expertise in providing general day to day corporate advisory, commercial contracts, stock acquisitions, private equity and venture capital transactions, business / asset transfers, licensing arrangements, financing documents (both domestic borrowing and external commercial borrowing), internal reorganization / restructuring issues and secretarial matters.

Tanvi regularly advises corporates and insurers on transactional liability insurance.

Being a transaction lawyer, Tanvi has successfully managed and led teams on numerous transactions from start to finish. She has advised and represented large corporates in India and international players with interests in India.

Representative Matters:

In her areas of expertise, Tanvi has represented and advised the following clients:

Mergers and Acquisitions

- Advised **Duet India Hotels Private Limited** in relation to proposed acquisition by SAMHI Hotels Limited of the 9 Duet India operating entities (which include six operating hotels) from ACIC Mauritius 1 and ACIC Mauritius 2 in lieu of the subscription of the shares of SAMHI Hotels Limited by the sellers
- Advised **O2 Power SG Pte. Ltd.** in relation to acquisition of 100% share capital of Panama Wind Energy Private Limited and Panama Wind Energy Godawari Private Limited (approx. 150 MW).
- Advised **Sandvik SRP AB** in its acquisition of all assets of a manufacturing plant of Baroda Hi Tech Alloys Private Limited.
- Advised **Inbrew Beverages** on its acquisition of the business comprising 32 brands including Haywards, White-Mischief, Green Label, Romanov and others (Popular

Brands Business) from United Spirits Limited for a total consideration of INR 828 crore.

- Advised **PlaySimple Games Private Limited** and the Promoter group in relation to 100% acquisition of PlaySimple Games Private Limited by the Modern Times Group (MTG) for an up-front consideration of USD 360 million and performance based earn-out payments of USD 150 million in aggregate.
- Advised **Ahead Global Holdings** in its acquisition of Molson Coors India Private Limited through its special purpose vehicle Inbrew Holdings Pte Ltd.
- Advised **Sandvik Machining Solutions AB**, Sweden (acting through its Indian subsidiary, Dormer Tools India Private Limited) on the acquisition of tools machining business of Ashok Piramal Group in India as a going concern, on a slump sale basis.
- Advised **SMC Power Generation Limited** in relation to its acquisition of the Jharsuguda manufacturing unit of Concast Steel and Power (in Liquidation) in accordance with the provisions of the Insolvency and Bankruptcy Code 2016 (IBC). This is one of the first of its kind deal in India where business assets have been acquired through liquidation under the IBC.
- Advised **InterGlobe Real Estate Ventures** in its acquisition of 'Skyview Corporate Park' through acquisition of the holding-SPV from Hines Group, along with Indiabulls Commercial Advantage Fund.
- Advised **Abu Dhabi National Energy Company** in a distressed sale of its stake in Himachal Sorang Power Private Limited, which had defaulted in secured institutional borrowings of the principal amount of INR 8000 million, to a strategic buyer identified by the joint lenders forum.
- Advised **HCL Technologies Limited**, HCL Americas and their group companies on various acquisition transactions in India and outside India, including Sankalp Semiconductors Private Limited and Quest Informatics Private Limited (Quest), an aftermarket, Industry 4.0 and IoT company.
- Advised **Exal Corporation** (wholly owned by Ontario Teacher's Pension Plan) in relation to its complete buy-out of Mankind Pharma Limited's stake in Casablanca Industries Private Limited by way of primary and secondary acquisition of shares of Casablanca by Exal India BV and Indicans Holdings BV.
- Advised **Inox Leisure Limited** in relation to its acquisition of 100% stake of Satyam Cineplexes Limited through a secondary buy-out for USD 30 million approximately.
- Advised **Airgate Holdings Limited** (a wholly subsidiary of ITE Group plc) in relation to acquisition of 28.3% stake in Asian Business Exhibition and Conferences Limited from Q Exhibit (a wholly owned subsidiary of QInvest LLC, Qatar's leading investment bank) for GBP 14 million.

- Advised **CA Technologies Inc.** on the India leg of transaction involving sale of data modeling business 'Erwin' to Erwin Inc (Parallax Capital Partners).
- Advised **Syncapse Corp.** on the India leg of its 100% acquisition of assets of Clickable Inc, a Delaware entity, pursuant to the acquisition of assets outside India.
- Advised **eFront Luxembourg S.A.** on the India leg of its acquisition of assets of DMLT, Investment Café Technologies India Private Limited or any other subsidiary of DMLT.

Private Equity and Venture Capital

- Advised **GTI Capital Holdings Private Limited** in relation partial exit from its investment in Webklipper Technologies Private Limited
- Advised the **Blackstone Group** ('Blackstone') on acquisition (through funds managed by it) of a controlling stake in Simplilearn Solutions Private Limited ('Target'), a leading online learning 'bootcamp' based in India offering digital skills training and courses to working professionals all over the world for USD 250 million. As part of the transaction, Blackstone acquired all of the stake held by the exiting private equity investors of the Target, i.e., Kalaari Capital, Helion Ventures and Mayfield, and stake held by certain angel investors and individuals.
- Advised **QED Investors** in: (i) its Series C investment in Amica Financial Technologies Private Limited (Jupiter Neobank) as part of the USD 86 million round raised by Jupiter Neobank; and (ii) its Series B investment in Gajju Technologies Private Limited (Financeper).
- Advised **Investcorp** and **Omidyar Network** in their Series B2 and bridge investment in Wingreens Farms Private Limited.
- Advised **Hero Electric Vehicles Private Limited** on Series B funding of INR 220 crore by Gulf Islamic Investments (GII) and OAKS.
- Advised **Bertlesmann Nederland B.V** in relation to series C round of investment in Rupeek Fintech Private Limited.
- Advised **Healthquad Fund I** and **Quadria Capital** in their investment in Strand Lifesciences Private Limited.
- Advised **Pragati India Fund** in relation to its venture capital investment in DCDC Health Services Private Limited.
- Advised **AVTEC Limited** in relation to acquisition of its minority stake by an affiliate of Warburg Pincus with the exit of Actis from AVTEC Limited.

Joint Ventures and Collaborations:

- Advised **City Football Group** in its landmark entry in the Indian football space by acquisition of 65% stake in Mumbai City FC, a club franchised with the Indian Super League.
- Advising **Sealed Air Corp** in relation to its joint venture with Kris Flexipacks in India.
- Advised a **global leader** in the **cement industry** in relation to its unsuccessful bid for acquisition of the Jojobera and

Sonadih plants of Lafarge India Private Limited, pursuant to the disposal order of the European Commission for approval of the global merger of Holcim and Lafarge.

- Advised **SIS Prosegur Holdings Private Limited / Prosegur Compañia De Seguridad S.A.** in relation to their India operations including, its greenfield joint venture with SIS India Limited for developing electronic surveillance business in India and its exit from the joint venture, the acquisition of cash management services business from ISS SDB by SIS Prosegur Holdings Private Limited and restructuring of its cash management joint venture with SIS India Limited and technology license by Prosegur to the joint venture.
- Advised **Iron Mountain Inc** (a listed US company engaged in record management business) in relation to its buy-out of 100% stake in Iron Mountain India Private Limited from its joint venture partner in India.
- Advised GE **Mauritius Infrastructure Holdings Limited** in its acquisition of 67% stake in Advanced Sys-tek Private Limited, an Indian company engaged in the business of design, engineering and servicing of flow metering solutions, including terminal automation systems.

Publications and Presentations:

- **How Transactional Liability Insurance is Facilitating Dealmaking by Private Equity?**, Lexology, August 2022
- **'Financial Distress in the wake of a pandemic'**, People Matters, 2020
- **'Revlon Duties in the Indian Context'** published by Business World, 2018 (Co-authored);
- **'Private Security: A sector with huge potential'** published by www.indiainfo.com, 2016 (Co-authored);
- **'Q&A section on Capital Markets in India'** published by Practical Law Company: Capital Markets Yearbook 2010-11;
- Research paper titled **'Busting the Cartels: The way ahead'** November 2009 published in the book, Competition Law- An instrument for an inclusive growth (1st Ed., Indian Academy of Law); and
- **'SEBI ICDR Regulations Demystified'** published by www.vccircle.com, 2009.