



Radhika Iyer

Partner

PUNE

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Practice/s

Joint Ventures &
Collaborations
Mergers & Acquisitions
Corporate & Commercial
Start-Up

Education

Passed examination of
Articled Clerks for degree of
Solicitor June 2005
Master of Laws May 2004
Bachelor of Laws May 2002
Bachelor of Commerce May
1999

Professional Affiliation/s

Member of the Bombay
Incorporated Law Society.
Member of the Bar Council
of Maharashtra and Goa
(Admitted as an Advocate,
High Court of Bombay in
October, 2002)

Radhika Iyer is a Partner in Corporate & Commercial Practice. With over 20 years of experience, Radhika specialises in corporate matters including cross-border and domestic mergers and acquisitions, strategic joint ventures, collaborations, private equity and venture capital investments, exchange control regulations and other commercial advisory work. She has advised clients in the automotive, EdTech, media and entertainment and insurance sectors.

REPRESENTATIVE MATTERS

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

- Advising **InSolutions Global Limited** on the primary investment by J P Morgan Strategic Investment Fund;
- Advising **Weldon Biotech** on the sale of its POCT business to CPC Diagnostics;
- Regularly advising various Indian studios on strategic joint ventures and collaborations, advising on IP ownership and monetization;
- Advising the majority shareholder of one of India's largest talent management agencies on several of their strategic collaborations, investments including on shareholder disputes, strategizing exit;
- Advising Sequoia on several of its investments, including Nazara Technologies, Tutorvista, Daily Bread;
- Advising **Aviva International Holdings Limited** on the increase in its shareholding in Aviva India;
- Advising **Aviva International Holdings Limited** on the bancassurance arrangements pursued by Aviva India;
- Advising on the potential exit of the foreign investor in an Indian insurer via auction process;
- Structuring commercial arrangements between foreign and domestic shareholders in Indian insurance companies, in the light of regulatory restrictions;

- Advising an Indian insurance company and its foreign shareholder on bancassurance arrangements as a part of a bidding process;
- Advised one of the world's largest sugar traders and manufacturers in a joint venture for the establishment of a sugar refinery. Advising on shareholder issues as well alternative structures for additional funding;
- Advising on the India leg of several global acquisitions;
- Advising on the setting of a USD 500 million India focussed real estate fund, with feeder funds in Jersey and Mauritius;
- Advising several **UK funds** on setting up India focussed investments via Mauritius and Singapore;
- Advising a **Sri Lankan clothing brand** on the restructuring of its holdings in India and on franchise arrangements;
- Advising several offshore companies on their potential joint ventures in India, negotiating the transaction documentation, structuring the investment, and offering end to end assistance from incorporation to secretarial and exchange control regulations;
- Advising various talent management agencies and their clients on bespoke equity structures as an alternative to traditional endorsement models, structuring the investment, negotiating documents;
- Advising Indian companies on their expansion overseas, advising on security arrangements for overseas debt raised by the foreign subsidiaries;
- Advising on the spin off of an existing Indian company combined with a management buyout funded by a venture capital fund. Advising the founder and promoter on the management buyout including structuring of the transaction;
- Regularly advising several offshore entities on various exchange control and Indian company law aspects;
- Advising on business and commercial contracts for clients on a regular basis;
- Advising existing joint ventures on their current partnerships, funding/capitalization related advice, exit strategy;
- Advising angel investors, startup companies and private equity funds;
- Advisory work in ed tech, FMCG, retail, e-commerce;
- Advising a leading global food brand on its India expansion, permissible regulatory structures, commercial arrangement with outsourced manufacturing, e-commerce and related elements;

- One of the key responsibilities includes identifying key skill sets and potential amongst junior employees / sub ordinates for building a vertical team, leading the team through various designated tasks, besides mentoring and grooming these employees for assuming higher roles and responsibilities in the future;
- Was also the partner responsible for overseeing HR and administrative activities within the firm and undertaking branding initiatives at the firm; and
- Advising onshore and offshore investors various strategic and business aspects.