



Shantanu Gupta

Partner

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Practices

Corporate & Commercial
Private Equity
Mergers & Acquisitions
Joint Ventures

Education

B.A., LL.B. (Hons.), West
Bengal National University
of Juridical Sciences, Kolkata
(2011)

Professional Affiliations

Bar Council of Delhi

Shantanu Gupta is a Partner in the Corporate and Commercial practice group in the NCR office.

Shantanu has extensive experience in private equity, M&A and general corporate advisory, including advising on structuring options and investment strategies, undertaking due diligence, drafting of transaction documents, rendering general corporate advisory (including foreign exchange laws), and post-acquisition advisory. He routinely works with financial sponsors and strategic investors across multiple sectors, with special focus on energy and infrastructure sectors, real estate, and manufacturing sectors.

REPRESENTATIVE MATTERS

In his areas of expertise, Shantanu has advised and represented prominent clients including:

Private Equity

- **Just Climate** on its investment in Continuum Green Energy;
- **Mahindra Group** on investment by Ontario Teachers' Pension Plan Board in Mahindra Susten Private Limited (Mahindra's renewable energy platform) and Mahindra Teqo (Mahindra's O&M arm for renewable projects);
- **Atha Group** on sale of its renewable energy portfolio to BluPine Energy (renewable energy platform of Actis UK);
- **IDFC Alternatives Limited** on its buy-out of First Solar's Indian solar portfolio (aggregate capacity of 190 MW);
- **Global Infrastructure Partners** on its buyout of RattanIndia Group's solar portfolio (aggregate capacity of 306 MW);
- **British Columbia Investment Management Corporation (BCI)** on the acquisition of telecom assets of Reliance Industries Limited by a consortium of investors comprising Brookfield, GIC and BCI;
- Multiple rounds involving **several private equity investors** on their sale of their stake in Lenskart;

- **ACEN Corporation** (through ACEN Renewables International Pte. Ltd. and ACEN International, Inc.,) on their joint venture with BrightNight's India renewable energy platform;
- **Asiya Capital** on their acquisition of a minority stake in SAMHI Hotels Limited
- **IIFL Group** on the investment by Abu Dhabi Investment Authority (ADIA) in IIFL Home Finance Limited;
- **NewQuest Capital Partners** on: (i) their investment in Cosmos-Maya (operating in the media space and owner of an India-based animation studio); and (ii) their acquisition of Indian portfolio of Draper Fisher Jurvetson;
- **Riveron** (a business advisory firm backed by Kohlberg & Company) on its acquisition of Yantra, a technology and advisory services provider;
- **ICG Strategic Equity Advisors LLC (ICGSE)** on its acquisition of multiple private equity portfolio investments held by Standard Chartered Private Equity (SCPE) in India;
- **Khazanah Nasional Berhad** on its proposed acquisition of a significant minority stake in Fractal Analytics, a company specialising in predictive analytics;
- **Feedback Infra Private Limited** on its fund raising from ADV Partners;
- **Think Investments** on its investment in Spinny;
- **Falcon Edge Capital** on its investment in DealShare;
- **Kotak Mahindra Bank** on its investment in KFin Technologies Private Limited;
- **Zentiva Group's** (backed by Advent) purchase of the API manufacturing facility of Sanofi India Limited situated at Ankleshwar, Gujarat;
- **Silverpeak Real Estate Partners** (successor to Lehman Brothers Private Equity business) on its various enforcement actions against Unitech group, an Indian real estate developer;
- **Investcorp** on its investment in Bewakoof Brands Private Limited;
- **Kalaari Capital** and **Blume Venture Advisors** on their full exit from Induslynk Training Services Private Limited involving sale of their stake to Mercer group (a wholly-owned subsidiary of Marsh & McLennan Companies);
- **Lightbox Ventures** and **Kalaari Capital** on the sale of their entire stake in Indiavidual Learning Private Limited to Reliance Industries Limited;

- **Chitralli Properties Private Limited** on its fundraising from the Blackstone Group;
- **Kotak India Real Estate Fund VIII** (acting through its investment manager Kotak Investment Advisors Limited) on its debt investment in Ashford Infotech, engaged in the implementation of a residential project in Mulund;
- **I Squared Capital** on its proposed acquisition of a national highway toll project from IJM Corporation;
- an **Investee Company of a private infrastructure fund** on its proposed acquisition of a majority stake in an SPV engaged in a four-laning project in the State of Uttar Pradesh; and
- A **private equity fund** on its acquisition of an investment portfolio from another private equity fund comprising minority stakes in ten companies having business

Mergers & Acquisitions

- **BMW** on its joint venture with Tata Technologies;
- **Reliance Industries Limited** on (i) its joint venture with BP PLC relating to its petroleum retail business in India, and (ii) the buyout of IMG Group's stake in IMG Reliance Limited, a joint venture between Reliance Group and IMG Group, engaged in the sports and management business;
- **Digital Edge DC** (*Data center platform of Stonepeak Infrastructure Partners*) on its joint venture with National Investment and Infrastructure Fund and Assetz Property Group for setting up a data center platform;
- **Yondr Group**, a global developer, owner and operator of hyperscale data centers, on its proposed sale to DigitalBridge through one of its managed investment funds;
- **Piramal Enterprises Limited** on its joint venture with Bain Capital Credit for setting up a fund for investing in distressed assets in India;
- **Lincoln Electric Holdings** on its acquisition of Fori Automation, Inc.;
- **Petronas** on the sale of 10% of its interest in Canadian gas assets to Indian Oil Corporation Limited;
- **Haitong International Securities Group Limited** on its purchase of 100% stake in Haitong India held by Haitong Bank S.A., Portugal;
- A **leading Indian renewable power producer** on a proposed transaction involving equity investment by a pension fund for a significant minority stake;

- The **Grass Roots Group Holdings Limited (GRGH)** on the sale of its entire 90% stake in **TajOnline India Private Limited (TOIPL)** to the management of TOIPL;
- **Indian Infrastructure major** on its sale of 100% stake in a company implementing a gas / fuel oil dual fired power plant in Bangladesh to a leading financial sponsor;
- A **leading Indian infrastructure developer** on the sale of its majority stake in a portfolio of road assets;
- **Japan Bank for International Cooperation (JBIC)** on multiple matters, including those relating to regulatory issues pertaining to general corporate, power sector, and foreign investment;
- An **international oil and gas company** on its proposed acquisition of a minority equity stake in an Indian infrastructure company establishing an LNG regasification terminal at a minor port on the western coast in India;
- A **leading French concessions player** on the acquisition of a majority stake in a toll road project;
- A **Korean company** on its acquisition of a minority stake in a thermal power project in Chhattisgarh;
- An **Israeli consortium** on its tranche wise exit from development real estate projects based in Chennai and Hyderabad;
- A **Korean Power Company** on its acquisition of a 40% stake in an Indian company engaged in implementing a 660 MW coal based thermal power plant in India;
- A **major global developer of renewable energy projects** on its acquisition of an Indian renewable energy company holding interests in multiple solar power projects in India;
- **SkyPower** on its proposed acquisition of a significant minority stake in two Indian companies implementing solar power projects in Rajasthan;
- **One of the largest power transmission companies in the world** on its bid for acquisition of PPP power transmission assets of a leading Indian infrastructure company;
- **Major Indian developer of renewable energy projects** and its promoters on the exit of its JV partner by way of combination of buy-back and transfer of shares;
- An **Indian infrastructure major** on its proposed joint venture with world's leading solar cell manufacturers for setting up of solar manufacturing facilities in India;

- An **American oil and gas major** on its multi-billion-dollar financing to part-finance the proposed LNG terminal being implemented in Africa along with other Indian sponsors;
- A **leading real estate developer** on the development of a group housing project in Gurgaon;
- A **sovereign wealth fund** on its proposed equity investment in a major infrastructure company holding interests in multiple PPP infrastructure projects including roads and ports; and
- A **group company of an Indian listed company** on its joint venture with a foreign joint venture partner for engaging in the business of acquiring, designing, building and operation of air-conditioning and HVAC systems in buildings for generating and supplying chilled water.