



Shardul Amarchand Mangaldas

A DECADE YOUNG, A CENTURY STRONG



Kaustubh Verma

Partner

General Corporate

Kaustubh is an India-qualified corporate lawyer specializing in private equity (PE) and private M&A.

He has more than 10 years' experience in advising marquee global financial sponsors, multinational corporations and Indian businesses on buyouts, investments, strategic acquisitions, corporate restructurings, exits and joint ventures, with a focus on cross border transactions.

His deal portfolio covers several key sectors including Healthcare, Tech, Manufacturing, Real Estate (including data centres and warehousing), Financial Services, Retail Trading (including E-Commerce), Digital Media, Information Services and Electric Vehicles. He works closely with offshore counsel, anti-trust counsel and tax advisors. He also has extensive expertise in advising on corporate governance matters, deal-related regulatory issues, particularly involving India's foreign exchange regulations, and in interacting with Indian regulators.

Kaustubh studied law at the National Law Institute University, Bhopal, India and holds a Masters in Corporate Law from the University of Cambridge.

Select Experience Statement

- Advised Warburg Pincus on its partial exit from Perfios, a data analytics service provider, as part of an investment into Perfios by Kedaara Capital.
- Advised British American Tobacco Plc. (BAT) on its strategic divestment of a partial minority stake in ITC Limited (ITC), one of India's largest listed companies with global interests in segments ranging from hospitality to tobacco and consumer packaged goods, in one of the largest ever trades on Indian stock exchanges.
- Advised NTT Data (Japan) on the sale of the India business of NTT Data Insurance Systems (NDFS), which is focused on providing software applications and IT services to different insurance clients globally, to Vela Software, a subsidiary of Constellation Software Inc., as a strategic business transfer.
- Advised Sanofi India on its exclusive distribution and promotion agreements entered into with (i) Cipla Limited, one of India's largest pharmaceutical companies, for Sanofi's central nervous system ("CNS") products; and (ii) Emcure Pharmaceuticals Limited, one of India's major pharmaceutical companies, for Sanofi's cardiovascular products.

Location

- Mumbai

Education

- Master of Corporate Laws (MCL) from the University of Cambridge
- B.A. LL.B. (Hons.) from the National Law Institute University, Bhopal, India

Practices

- General Corporate
- Private Equity

Professional Membership

- Bar Council of India (2013)





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- Advised JFE Shoji (Japan) on its investment in Arfin Limited, a listed company which is India's leading domestic producer of aluminium deox for steelmaking from recycled scrap.
- Advised Baring Private Equity on its acquisition of a controlling stake in CitiusTech Healthcare, a tech unicorn and one of India's largest healthcare technology service providers.
- Advised The Carlyle Group (Asia) on the sale of its controlling stake in Visionary RCM Infotech, a medical technology and coding solutions company based in India.
- Advised The Carlyle Group (Asia) on its proposed investment in a technology platform company engaged in digital streaming in India.
- Advised Temasek Holdings on its investment in Dr. Agarwal Eye Hospitals, a leading eye care chain with hospitals across India and Africa.
- Advised Temasek Holdings on its proposed acquisition of a leading healthcare platform holding health care assets across India focussed on single-speciality hospitals and hospitals for women and children.
- Advised Norwest Venture Partners on its sale of shares of the National Stock Exchange of India (NSE) to various buyers (Indian and foreign).
- Advised Tiffany & Co in connection with its entry into India and the establishment of its Indian joint venture with Reliance Brands.
- Advised Affirma Capital (formerly Standard Chartered PE) on its investment in Prodapt Solutions, India, a specialized IT services company serving global digital services providers.
- Advised Prologis, one of the world's largest logistics companies, on its entry into India and the proposed acquisition of multiple real estate assets in India and the establishment of joint ventures with major Indian real estate developers for the development of warehouses and other logistics assets across India.
- Advised Greaves Electric Mobility Private Limited (a company involved in the business of development, manufacturing and marketing of fully assembled electric two-wheelers and electric three-wheelers for personal mobility), a subsidiary of Greaves Cotton Limited (a listed company) along with the company's promoters on a significant investment by Abdul Latif Jameel International DMCC.
- Advised Manipal Hospitals, one of India's largest hospital chains, its promoters and True North on the investment by Temasek Holdings in Manipal Hospitals and the exit of True North.
- Advised Tata Sons and the Tata Trusts on the proposed restructuring and consolidation of the defence business of the Tata Group.
- Advised Taikisha Ltd. (Japan) on its acquisition of a controlling stake in Nicomac Clean Rooms (India), an entity engaged in the design, installation and manufacture of clean room panels.
- Advised Amicus Capital, an India-based financial sponsor on its investment in Capital Small Finance Bank, a small finance bank licensed by the Reserve Bank of India.