



Shardul Amarchand Mangaldas

A DECADE YOUNG, A CENTURY STRONG

# Samarth Gupta

Partner

General Corporate



Samarth Gupta is a Partner at Shardul Amarchand Mangaldas & Co. With 10 years' post-qualification experience.

Samarth mostly works on matters pertaining to Mergers and Acquisitions, General Corporate, Insurance regulatory & White Collar Investigations. He has managed and supervised teams on several multi-million dollar transactions, end-to-end, across various sectors – including insurance, healthcare, infrastructure, defence & aerospace – with market recognition as one of the leading practitioners for M&A in the Indian insurance sector.

Apart from transactional matters, Samarth regularly advises national and international clients on complex non-contentious insurance regulatory mandates. He also has significant experience of planning and conducting investigations of whistle-blower complaints followed up by recommending and assisting with implementing remedial measures

## Select Experience Statement

### Transactions

- **Book Running Lead Managers** for the USD 2.69 billion Initial Public Offering of the Life Insurance Corporation of India – **the largest IPO offering in India** - on insurance regulatory aspects of the offer.
- **Lighspeed Venture** on their investment in Acko Technology & Services Private Limited as part of the Series as part of the Series D fund raise by Acko for a total amount of USD 255 million.
- **The Carlyle Group** on their investment in Airtel's data centre business, Nxtra Data Limited, for a 25% stake by subscription to CCPS as well as equity shares, for USD 235 million. Recognized as one of the **"Deals of the Year", 2020 by India Business Law Journal**.
- **One of Africa's largest healthcare provider** on the sale of its entire equity stake of 49.7% in one of India's largest hospital networks to another Indian operator of hospitals backed by a reputed international PE fund, for USD 225 million.
- **One of India's largest financial conglomerates** on the sale of its entire equity stake in its health insurance subsidiary to a consortium led by at an enterprise value of USD 250 million. Post-execution, advised insurer on application to the IRDAI for transaction approval.

### Location

- Delhi

### Education

- B.Sc. LL.B, (Hons.), National Law University, Jodhpur (2011)

### Practices

- General Corporate

### Professional Membership

- Bar Council of Delhi

### Awards Recognitions

- **Next Generation Partner** for Insurance by The Legal 500 Asia Pacific 2020-25
- Lead Counsel for Carlyle Group's investment in Nxtra Data Limited (Airtel's data-centre subsidiary), which was recognised as one of the **"Deals of the Year", 2020 by India Business Law Journal**.
- Recommended by **Legal500 Asia Pacific**, 2021 for White-Collar Crimes.





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- **Promoters of North India's largest hospital network** on the purchase of 7.5% equity stake in the hospital network from an international finance corporation, for USD 70 million.
- **Reputed Indian wealth management company** on the transfer of its assets under advisory, worth USD 700 million, to one of India's largest wealth managers and investment advisors.
- **Foreign promoter** of an Indian infrastructure company in the public lighting solutions space on buyout of their Indian partner's stake in the Indian joint venture entity.
- **Indian promoter of a leading Indian life insurance company** on its exit from the insurer by way of stake sale to existing shareholders for USD 150 million.
- **Foreign investor** on the equalization of its stake with that of the Indian promoter in their Indian joint venture operating one of India's largest hospital networks, for USD 125 million.
- **Indian promoter** on the restructuring of its life insurance joint venture for an incremental capital commitment of approximately USD 110 million.
- **Foreign investor** on acquisition of 26% equity stake in one of India's largest hospital networks for USD 100 million, through combination of primary and secondary acquisition.
- **One of India's largest conglomerates** on structuring, setting-up and restructuring their Indian life insurance joint venture with a reputed European insurer for an initial capital commitment of approximately USD 50 million.

#### **Insurance Regulatory**

- The Department of Investment and Public Assets Management, Government of India on the pre-IPO regulatory preparations (including preparing amendments to key legislations) to the IPO of a public insurance. Once concluded, this IPO will be the largest IPO in India, so far.
- A global leader in content enabled workflow solutions on their proposal to set up a fraud risk-mitigation analytical tool, for life insurers in India, comprising of prospect/insured data.
- A leading foreign insurer on permissibility of selling life insurance products resident Indians on a fly-buy basis.
- Indian promoter of a leading life insurer on the re-alignment of the joint venture agreement to ensure compliance with IRDAI requirements on IOCC.
- A microfinance institution with an audit conducted by the IRDAI on its compliance with insurance laws and subsequent regulatory action by the IRDAI.

#### **White Collar Investigations**

- A Germany headquartered medical devices company on investigation of whistleblower complaints alleging employee fraud.





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- A Germany headquartered concrete manufacturer on investigation of whistle-blower complaints alleging employee fraud..
- A Germany headquartered automotive parts manufacturer on investigation of whistle-blower complaints alleging potential bribery of public officials in India.
- A Private Equity fund on investigation of whistle-blower complaints alleging employee fraud and diversion of business opportunity by employees of their investee company in India.
- A US headquartered business-process services company on investigation of whistle-blower complaints alleging improper interactions between officials of its India operations and public officials in India especially in connection with land allotment and grant of approvals.
- A US headquartered beer company on the legal permissibility and compliance of the trade practices of its India subsidiary from an anti-bribery perspective.
- Advised a UK head quartered chemicals manufacturing company on devising and implementing their compliance program for all vendors of its Indian subsidiary.
- A leading US head-quartered computer hardware company on investigating a whistle-blower complaint alleging misconduct in securing a large supply order from the government.

