



Shardul Amarchand Mangaldas

A DECADE YOUNG, A CENTURY STRONG



# Ekta Gupta

Partner

General Corporate

Ekta Gupta is a Corporate, M&A and PE Partner at Shardul Amarchand Mangaldas & Co. and has been with the firm since 2007.

Ekta regularly advises large private equity funds, public and private companies, sovereign wealth funds, MNCs, strategic corporate clients and Indian conglomerates on a wide variety of their complex cross-border PE and M&A transactions. Ekta's diverse practice includes representing clients in acquisitions, dispositions, minority and strategic investments and advising on full range of their operations and activities across a range of sectors in India.

In the e-commerce and retail space, Ekta has formidable experience and is regarded a sectoral expert. In this space, she has led over 100 acquisitions and investments for marquee clients exceeding several billion dollars including Walmart's acquisition of Flipkart, which is largest e-commerce acquisition in the world.

Ekta has received multiple recognitions and accolades from several international legal publications for her stellar credentials displayed in the corporate, Mergers & Acquisitions and Private Equity domain.

She is amongst the Top 100 Individual Lawyers of the Forbes, Legal Powerlist India, 2022. She is one of the Top 40 Under 40 lawyers, recognised by BW Legal World. Ekta is amongst one of the four Indian lawyers to be ranked amongst Top 25 lawyers globally by Mergermarket Individual Global League Table, 2020. Ekta has been 'Notable Practitioner' for Corporate M&A, Private Equity by Asialaw Profiles consistently for the last 3 years.

## Select Experience Statement

### Mergers and Acquisitions

- **Wal-Mart** on its acquisition of 77% stake in Flipkart for US\$ 16 billion, making it the largest exit by a private equity and venture capital in India, and the largest e commerce acquisition globally.
- **com, Inc.** on its US\$ 22 million investment CapFloat Financial Services Private Limited.
- **One97 Communications ("Paytm")** in relation to:
  - Investment of US\$ 1 billion from Ant Financial, T Rowe Price, Discovery Capital and SoftBank.
  - Investment by Ebay for US\$ 160 million.

### Location

- Mumbai

### Education

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

### Practices

- General Corporate
- Private Equity

### Professional Membership

- Bar Council of Delhi

### Awards & Recognitions

- **Notable Practitioner** for Corporate M&A, Private Equity by Asialaw Profiles, 2022-25
- Recommended for **Corporate Governance** by Who's Who Legal: M&A and Governance 2023 & 2024 Report
- Recognised among **Top 40 Under 40 lawyers** by BW legal World
- Among the **Top 100 Individual Lawyers** in the Forbes, India, Legal Powerlist, 2022





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- Investment by Berkshire Hathaway for US\$ 358 million.
- Sale of 20% stake to Softbank for US\$ 1.2 billion.
- Acquisition of the shares of Orbgen Technologies Private Limited, a company engaged in the business of selling online movie tickets with market presence in Tamil Nadu, Andhra Pradesh, Kerala and Karnataka, with a deal value of approx. US\$ 18 million.
- **Temasek** on its multiple investments in:
  - Zomato for over US\$ 250 million.
  - 91 Media Streets (PharmEasy) for over US\$ 100 million.
  - MXC Solutions, owners and operators of platform CarTrade.com for over US\$ 200 million.
  - UST Holdings Limited, a Bermuda entity, which is engaged in providing IT and ITES services under the “UST” brand, for US\$ 250 million.
- **Maverick Capital** on its investments in:
  - Wickedride for US\$ 180 million.
  - 1MG for US\$ 20 million.
- **Blackstone** in relation to the 100% buy-out of the two sea-plane operating companies in the Republic of Maldives, which was nominated as “Private Equity Deal of the Year” by **IFLR Asia Awards 2014**. Represented Blackstone in relation to the 100% buy-out of the 2 sea-plane operating companies in the Republic of Maldives and the acquisition financing for an aggregate consideration of US\$ 250 million.
- **Temasek** in relation to its investments in Devyani International Limited, a company engaged in the QSR business.
- **Blackstone** in its US\$ 150 million acquisition of Agile Electric Sub Assembly Private Limited through a combination of a buy out of the existing shareholders and a primary subscription of new equity, and the subsequent open offer of its listed subsidiary, Igarashi Motors Limited.
- **IDFC Private Equity** in relation to its investments in Parag Milk Foods Private Limited, Prabhat Dairy Private Limited, both dairy companies, and Star Agriwarehousing and Collateral Management Limited, a company involved in warehousing and collateral management activities.

## Awards & Recognitions

- **Rising Star** for corporate matters by Euromoney Legal Media Group Asia Women in Business Law Awards, 2018 & 2021
- 5<sup>th</sup> and 11<sup>th</sup> most **hardworking corporate lawyer** in Asia by Mergermarket based on the number of deals she closed in 2019 and 2017 respectively





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### Private Equity

- Represented IDFC Private Equity in relation to an investment in Parag Milk Foods Private Limited, a dairy company.
- Represented IDFC Private Equity in relation to an investment in Prabhat Dairy Private Limited, a dairy company.
- Represented IDFC Private Equity In relation to an investment in Star Agriwarehousing and Collateral Management Limited, a company involved in warehousing and collateral management activities.
- Represented IDFC Private Equity (existing investor) and Star Agriwarehousing and Collateral Management Limited in relation to investment by Temasek in Star Agriwarehousing and Collateral Management Limited.

### Real Estate

- Advised Tata Realty & Infrastructure Limited for acquisition of several land owning companies for setting up of residential and commercial projects.
- Advised Trident Hotels in relation to various real estate matters.
- Advised the Hyatt Hotel in relation to various real estate matters.
- Advised American Express on various real estate matters.
- Advised Motorola on various issues relating to its SEZ units.
- Advised Alstom on various restructuring issues in relation to its SEZ units.

### General Corporate

- Advised Tata Group in relation to various corporate law compliance matters.
- Advised Bill & Melinda Gates Foundation in relation to data protection/privacy laws in India.
- Advised Maxis in relation to various corporate law compliance matters.

