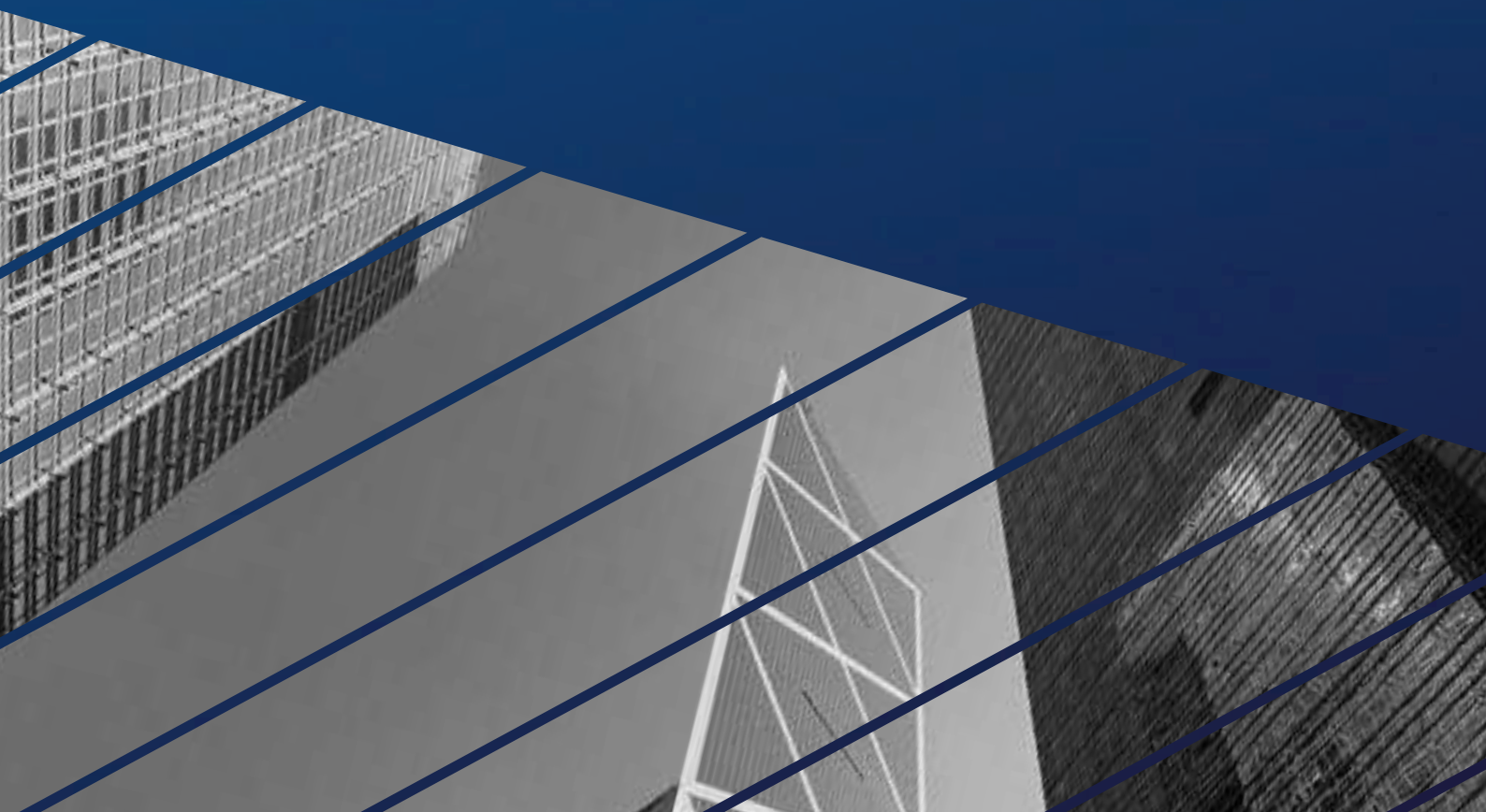


# PRIVATE EQUITY AND VENTURE CAPITAL



## ABOUT KING STUBB & KASIVA

KSK offers complete solutions and services for Private Equity and Venture Capital. Our team has extensive experience advising top groups in India on investments and exits in various sectors such as e-commerce, fintech, genomics, defense, drugs and cosmetics, ed-tech, med-tech, news and media aggregation, logistics, blockchain, airports, mining, green energy, power & energy, real estate, engineering & manufacturing, pharmacy wholesale & retail distribution, F&B, fashion & clothing and more. The seasoned professionals bring into play decades of valuable experience gleaned from advising some of the top blue-chip private equity and venture capital groups in relation to their investments and exits in India. We work with global and domestic funds as well as Indian companies and start-ups.

Our partners have helped major players like TA Associates, New Quest Capital, Sequoia Capital, KKR, Bessemer Venture Partners, Baring Private Equity Asia, Westbridge Capital, Walden International, Black Dragon Capital, Saama Capital, Zephyr Peacock, Entrepreneur First, Leo Technology Fund, Fosun Group, Lighthouse Funds, Peepul Capital, Epsilon Ventures, Vertex Management, IDG Ventures, SAIF Partners, Caravel Wind Ventures, Acumen Fund, Swed Fund, Pragati India Fund, GTI Capital, Walton Street Capital and Sherpalo Ventures.. We also assist established corporate entities in receiving investments, both domestic and cross-border. With teams in several cities across India, we provide seamless services.

## OUR ADVANTAGE

At KSK, we understand the complexities and nuances surrounding private equity and venture capital investments (including cross-border investments) arising from regulatory pressures and market practices. Accordingly, we mold our advice to best suit the needs of our clients on a time-bound basis.

We are closely connected with a lot of agencies to whom we dispense our advisory service. We work together with various governmental and regulatory authorities through their various committees and bodies like the Legal Cell of the 'Make in India' initiative, several committees of CII, and FICCI. We have our preemptive fingers on the pulse of the way regulations are evolving. This ensures our deep understanding of the sector we are dealing with and that our advice is steeped in commercial acumen.

We understand that cross-border transactions require the involvement of local counsel in other jurisdictions. Our informal network of law firms in ninety-seven countries across the globe helps us provide end-to-end support in such cross-border transactions to our clients, helping fast-track the transaction and keep costs under check by maintaining control under one umbrella. We are cognizant of the dynamic natures of private equity and venture capital. We ensure that our practice evolves to keep stride with the same and our clients receive the best-in-class counsel at each step of their journey.

## INDICATIVE MATTERS

- Assisted a San Francisco-headquartered private equity fund in connection with the infusion of USD 55 million in an Indian green energy company.
- Advised Sheralo, KPCB, Vertex Management with a USD 40 million investment in Greendust Reverse Logistics Series B round.
- Represented a large Boston and Silicon Valley-headquartered private equity fund in its USD 45 million investment in an Indian mobile phone manufacturer.
- Advised Vertex Management, IDG Ventures and SAIF Partners in online baby products portal, First Cry. Transaction involved review of documentation and negotiation of transaction documents including Share Purchase and Share Holder Agreements along with structuring promoter incentives.
- Represented a Florida-headquartered private equity fund in connection with its infusion of USD 45 million in an Indian company in the technology and analytics services space.
- Advised Walton Street Capital in its 100 Crore investment in Supertech, a Noida based real estate developer.
- Represented a large Hong Kong-based private equity fund in its investment of USD 20 million in an NBFC focused on impact.
- Assisted a Singapore-based private equity fund in relation to many of their investments in 4 companies spread across India, the USA, Vietnam and Singapore totalling USD 17 million.
- Represented a NY-headquartered private equity fund and a Singapore-based private equity fund in relation to their USD 17 million investment in a Singapore-headquartered company in logistics space with footprints in India, UAE, Africa and South East Asia.
- Assisted a large Hong Kong-based private equity fund with their acquisition of significant minority stake in Indian companies in precision engineering and infrastructure space for USD 14 million.
- Represented an Indian private equity fund in relation to its investment in multiple Indian companies ranging from a cookies manufacturing company to an industrial machine-tools company.





- Assisted a Singapore-based venture capital fund in relation to their investments made over a period of time in 5 companies spread across India, Korea and Indonesia and Singapore totalling USD 11 million.
- Advised Pragati India Fund in its first investment in Jash Engineering. The transaction included drafting an Investment Agreement and closing and post-closing obligations.
- Advised Epsilon Ventures (former management of Intel Capital) in its acquisition of ZEBI, a blockchain technology.
- Advised social venture investments in healthcare, water, education, microfinance and fintech companies for Acumen Fund, GBF and Swed Fund.
- Advised GTI Capital in a Series B round of investment in Brattle Foods Private Limited and Webklipper Technologies Private Limited.
- Advised Caravel Wind Ventures in its investment in NSL Global Energies Private Limited.
- Assisted a Singapore-based venture capital fund in relation to their investments made over a period of time in 5 companies spread across India, Korea and Indonesia and Singapore totaling USD 11 million.
- Advised Peepul Capital LLC in its investment of USD 20 Million in Medall, an India-based healthcare services company.



- Advised one of India's largest e-commerce players in connection with their investment in TV analytics, advertising and real-time survey company.
- Advised a company in last-mile delivery space and one in teacher accreditation space with their seed round funding.
- Advised a company involved in the purchase and sale of used two-wheelers with their early-stage fund-raise.
- Represented two Indian venture capital funds in relation to their investment in a specialized craft-beer manufacturing company.
- Represented a Singapore-headquartered company providing cloud-connected POS billing solutions to mom-and-pop stores in its fundraising from multiple institutions including venture capital funds and government-linked companies.

- Represented a Singapore-headquartered venture capital fund with its investment in a company in EdTech space in Indonesia.
- Represented a US-headquartered company in clinical data and genome sequencing business with their fund-raise by private equity investors.
- Advised one of India's largest e-commerce players in connection with their investment in TV analytics, advertising and real-time survey company.

## SERVICE OFFERINGS

- Drafting, reviewing, finalizing and advising on term sheets.
- Structuring of investment deals.
- Be-spoke legal due-diligence based on the sector involved.
- Drafting the definitive documents viz. share subscription agreement, share purchase agreement, joint venture agreement, shareholders' agreement, investment agreement and other transaction-related agreements.
- Negotiating the definitive documents with the counter-party/ies pragmatically to ensure mission-critical terms are agreed upon.
- Finalization of the definitive documents and closing related assistance, including review of conditions precedent, corporate secretarial and exchange-control related requirements, a restatement of the charter documents of the company, etc.
- Working closely with regulatory authorities like the SEBI (Securities Exchange Board of India), RBI (Reserve Bank of India), FIFP (Foreign Investment Facilitation Portal), CCI (Competition Commission of India) and drafting applications, for regulatory approvals and assisting with registrations, ongoing compliances.
- Advice and assistance in relation to the exit strategy and its implementation.



# OUR CLIENTS



# KEY CONTACTS



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