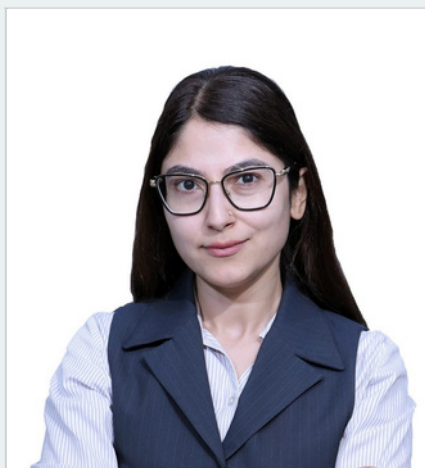




CONTACT

Surbhi Kapoor

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KEY FACTS

9+ YEARS PQE

2017 YEAR OF ENROLMENT

15 MONTHS CS ARTICLESHIP

35+ REPRESENTATIVE CLIENTS

EDUCATION

LL.B.

Faculty of Law (Law Centre-1), Delhi University,
2017

Company Secretary

Institute of Company Secretaries of India, 2014

B.Com (Hons.)

Mata Sundri College for Women, Delhi
University, 2010

AFFILIATIONS

Bar Council of Delhi

Institute of Company Secretaries of India
(ICSI)

RECOGNITION

Rising Stars of the Year: Corporate,
Achromic Point (General Counsel Summit
Conference & Awards 2025, Mumbai)

GENERAL CORPORATE, TRANSACTIONS & PROJECT FINANCE, PARTNER KSK

SURBHI KAPOOR

King Stubb & Kasiva, Advocates & Attorneys - Delhi

OVERVIEW

Profile

Surbhi is a seasoned legal professional, having dual professional qualifications, specialising in general corporate law and finance transactions. She brings extensive experience in structuring and executing complex inbound and outbound transactions, with a particular focus on Indian corporate, tax, and financing laws.

Her transactional practice spans the full lifecycle of deal execution, from structuring and negotiation through to documentation and closing, across a broad range of sectors and instruments, including joint venture agreements, share purchase and subscription agreements, shareholders' agreements, debenture subscription agreements, project finance documentation, asset purchase agreements, business transfer agreements, local country agreements, and more. She has additionally advised on specialised agreements in niche sectors including media, sports, aviation, and celebrity endorsement.

Beyond transactional work, Surbhi advises a diverse portfolio of national and international clients on regulatory compliance under Indian law, including day-to-day operational advisory for corporate entities. She has conducted extensive due diligence exercises for clients across jurisdictions, identifying key risk areas and red flags to support informed commercial decision-making, while ensuring adherence to applicable statutory and regulatory requirements. Surbhi serves as lenders' counsel for financial institutions, banks, and NBFCs, as well as borrower's counsel advising on transaction-specific legal requirements under Indian law.

CAPABILITIES

Areas of Specialisation

General Corporate	M&A Transactions & Advisory	Banking & Project Finance
ESG	Employment Laws	

STRENGTHS

Core Strengths

- Leading corporate & commercial and banking, finance & project transactions.
- Client servicing and management with expertise in handling turnkey projects as the designated POC.
- Prioritises risk mitigation, maintains a strong focus on detail, and ensures completion within the designated turnaround time (TAT).
- Successfully secured and awarded tenders through competitive Request for

Proposal (RFP) processes.

- Cross-border transactions with expertise in stakeholder management.
- Advised across diverse industries including cement, compressed bio-gas, education, fintech, IT, retail, automobile, infrastructure, media and advertisement, e-commerce, SaaS, and more.

TRACK RECORD

Work Highlights

- Led the buy-side acquisition transaction as Lead Counsel for an IT services and consulting company, responsible for the successful closure of the purchase of the Appian business from the seller and coordinated efforts across four jurisdictions: India, the UK, Australia, and the USA.
- Acted as the Lender's Legal Counsel for a foreign financial institution, in relation to the financing of a senior credit facility of Euro 15 million to GRP Limited, a listed company, for partial funding of the project, undertaking high-level due diligence on the borrower, structuring the security package, a bankability study, drafting the loan & security documents, and reviewing government NOCs and tripartite agreements to ensure tranche-based disbursements funding the borrower's expansion in the tire recycling industry.
- Advised the board of a luxury car manufacturer, outlining critical factors for vendor selection in developing charging station infrastructure by undertaking a detailed Environmental, Social, and Governance (ESG) due diligence on two prominent players operating electric vehicle charging stations.
- Led the buy-side for a cement company acquiring five ready-mix concrete plants, responsible for structuring, due diligence, drafting, negotiation, and closure of the asset purchase agreement, including related lease and sub-lease agreements and title due diligence for the land parcels; successfully finalised the transaction valued at INR 33.50 crore in the Mumbai region.
- Closed transactional and definitive agreements for an investor client proposing to acquire shares in a special purpose vehicle incorporated to handle cargo on a DBFOT basis in furtherance of a concession agreement executed with a governmental port authority.
- Lead Indian counsel for a multinational tech and pharmaceutical company across three distinct transactions, closing Local Country Agreements for workstreams spanning Change Management Services, Facilities Management Services, and Food Services Oversight, aligned with the master service agreement and statements of work globally.
- Led the team for a multinational software company on legal due diligence of a target Indian entity and execution of the share purchase agreement for acquisition of its entire issued capital; deal value closed at USD 6,500,000.
- Acted as legal counsel for investors of a company offering office space solutions in respect of shares and rights offered under executed shareholders' agreements, flagging restrictive covenants under employment agreements and gaps relating to agreed equity percentages.
- Assisted foreign clients on various cross-border transactions, advising on ease of doing business in India under RBI guidelines, including external commercial borrowings, non-convertible debentures, overseas investments, and foreign direct investment into India.
- Conducted extensive diligence for asset-purchase transactions for national

clients, flagging red flags on the purchase of assets and underlying land parcels, and drafting the definitive agreements for the proposed purchase.

- Led the banking and finance team on closing loan facility and security documents for various government and private banks, including finalisation of loan documentation in liaison with banks' law officers prior to grant of the loan facility.
- Drafted the concession agreement for warehousing and logistics development under the Hyderabad Metropolitan Development Authority Project.
- Led due diligence for various international clients, including Knorex Pte Limited, on its intended acquisition of a target business, along with drafting definitive agreements such as share purchase and business transfer agreements.
- Conducted due diligence flagging restrictive clauses under transfer-of-hostel-undertaking agreements executed between universities transferring rights to a recognised company and its associates, in furtherance of a client bank's takeover of the loan facility from erstwhile lenders.

CLIENTELE

KSK Representative Clients

■ Proparco	■ Cisco	■ First Abu Dhabi Bank iBUS
■ Volvo	■ PWC	■ IGT Solutions (Atain) State
■ Amazon	■ IATA	■ Bank of India IndusInd Bank
■ Johnson & Johnson	■ Bank of Baroda CBRE	■ LSG Sky Chefs Waycool
■ Union Bank of India	■ Hubergroup India 1	■ Office Banao
■ Bothra Group	■ Payments Bridgestone	■ Xylem
■ Shree Cements Skycop	■ Swageazy	■ PDS Limited Hexaware
■ LIBF	■ BAHF	■ Siemens
■ SMAS	■ Prestige Youngone	■ Weblink

MEDIA

Recent Publications, Features, and Recognitions

- Featured Interview: Profiled in SuperLawyer, "Building a Career in Corporate and Finance Law as a First-Generation Lawyer, Surbhi Kapoor" (January 2026):
<https://superlawyer.in/building-a-career-in-corporate-and-finance-law-as-a-first-generation-lawyer-surbhi-kapoor>
- Deal Spotlight: King Stubb & Kasiva (led by Senior Partner Rajesh Sivaswamy and Associate Partner Surbhi Kapoor) advised IGT Solutions (rebranded Atain, an EQT Group portfolio company) on its cross-border acquisition of Yexle Limited, a UK-headquartered IT services firm specialising in Appian low-code automation. Featured in Bar and Bench, Deal Street:
<https://www.barandbench.com/dealstreet/king-stubb-kasiva-advises-igt-solutions-on-acquisition-of-yexle>

- Recognized as "Rising Stars of the Year: Corporate" by Achromic Point at the General Counsel Summit, Conference & Awards 2025, held in Mumbai.

Mentorship & Teaching

- Conducted guest sessions with MNLU Nagpur, covering "Introduction to Corporate Restructuring" and "Provisions of the Companies Act, 2013 in relation to M&A."
- Panellist for Bettering Results' flagship 8-Week Mergers & Acquisitions Certificate Course, training aspiring lawyers in M&A practice.
- Guest speaker on due diligence in M&A for the Placement Cell (2025–26), Maharashtra National Law University, Chhatrapati Sambhajinagar.