



## Tanvi Kumar

Partner

Ashoka Estate, 12th Floor  
24 Barakhamba Road  
New Delhi - 110 001  
India

T: +91 11 4151 5454  
F: +91 11 4151 5318  
E: [tanvi.kumar@khaitanco.com](mailto:tanvi.kumar@khaitanco.com)

### Practices:

Corporate & Commercial

### Education:

B.S.L., LL.B., ILS Law College,  
Pune (2009)

### Professional Affiliations:

Bar Council of Maharashtra &  
Goa  
Society of Women Lawyers, India

Tanvi is Partner in the Corporate and Commercial practice group in the New Delhi office. She specialises in mergers and acquisitions, joint ventures, inbound and outbound investment from India across a broad spectrum of sectors including information technology, manufacturing, hospitality and leisure and consumer goods.

### Representative Matters:

In her areas of expertise, Tanvi has represented and advised the following clients:

#### Joint Ventures and Collaborations:

- **A British company** in relation to its joint venture in India in the defence sector;
- **A global football club** in relation to its acquisition of franchises in the Indian Super League;
- **A global leader in the cement industry** in relation to its unsuccessful bid for acquisition of the Jojobera and Sonadih plants of Lafarge India Private Limited, pursuant to the disposal order of the European Commission for approval of the global merger of Holcim and Lafarge;
- **Inox Leisure Limited** in relation to its acquisition of 100% stake of Satyam Cineplexes Limited through a secondary buy-out for USD 30 million approximately;
- **SIS Prosegur Holdings Private Limited** and **Prosegur Compañía De Seguridad S.A.** in relation to their operations in India including through its greenfield joint venture with SIS India Limited for developing electronic surveillance business in India and its exit from the joint venture, the acquisition of cash management services business from ISS SDB by SIS Prosegur Holdings Private Limited and restructuring of its joint venture with SIS India Limited engaged in the cash management business;
- **Iron Mountain Inc.**, a listed US company engaged in record management business, in relation to its buy-out of 100% stake in Iron Mountain India Private Limited from its joint venture partner in India; and
- **GE Mauritius Infrastructure Holdings Limited** in relation to its acquisition of 67% stake in Advanced Sys-tek Private Limited, an Indian company engaged in the business of



design, engineering and servicing of flow metering solutions, including terminal automation systems.

Mergers & Acquisitions and Private Equity:

- **Bertlesmann Nederland B.V.** in relation to series C round of investment in Rupeek Fintech Private Limited;
- **InterGlobe Real Estate Ventures** in relation to its acquisition of 'Skyview Corporate Park' through acquisition of the holding-SPV from Hines Group, along with Indiabulls Commercial Advantage Fund;
- **Healthquad Fund I** and **Quadria Capital** in relation to their investment in Strand Lifesciences Private Limited;
- **Abu Dhabi National Energy Company** in relation to a distressed sale of its stake in Himachal Sorang Power Private Limited, which had defaulted in secured institutional borrowings of the principal amount of INR 8000 million, to a strategic buyer identified by the joint lenders forum;
- **HCL Technologies Limited, HCL Americas and their group companies** in relation to various acquisitions in India and abroad;
- **Exal Corporation**, a wholly owned subsidiary of Ontario Teacher's Pension Plan, in relation to its 100% buy-out of Mankind Pharma Limited's stake in Casablanca Industries Private Limited by way of primary and secondary acquisition of shares of Casablanca by Exal India BV and Indicans Holdings BV;
- **Pragati India Fund** in relation to its venture capital investment in DCDC Health Services Private Limited;
- **AVTEC Limited** in relation to acquisition of its minority stake by an affiliate of Warburg Pincus with the exit of Actis from AVTEC Limited;
- **Airgate Holdings Limited**, a wholly subsidiary of ITE Group PLC, in relation to acquisition of 28.3% stake in Asian Business Exhibition and Conferences Limited from Q Exhibit, a wholly owned subsidiary of QInvest LLC, Qatar's leading investment bank, for GBP 14 million;
- **CA Technologies Inc.** in relation to the India leg of transaction involving sale of data modeling business "Erwin" to Erwin Inc (Parallax Capital Partners);
- **Syncapse Corp.** in relation to the India leg of its 100% acquisition of assets of Clickable Inc, a Delaware entity, pursuant to the acquisition of assets outside India.
- **eFront Luxemburg S.A.** in relation to the India leg of its acquisition of assets of DMLT, Investment Café Technologies India Private Limited or any other subsidiary of DMLT; and
- **JSW Steel Limited** in relation to its acquisition of a steel rolling plant.



Commercial Contracts and General Corporate Advisory:

- Prosegur Companies de Seguridad S.A. in relation to an ongoing advisory on day to day queries pertaining to its India operations ranging from employment laws, company law, contract law and secretarial matters;
- **Koovs Marketing Consulting Private Limited** in relation to an ongoing advisory on day to day queries pertaining to supply contracts, marketing contracts, employment laws, litigation matters; and
- Led the team, which conducted an internal legal audit of the Indian entities of British Telecom.

Securities laws and Capital Markets

- **Koovs Marketing Consulting Private Limited** in relation to listing of shares of Koovs PLC on the AIM segment of the London Stock Exchange to raise GBP 22 million (-INR 224.5 crore) to acquire 57.5% stake in Koovs India.
- **OCL India Limited** in relation to a successful representation before the Securities Appellate Tribunal for exemption from the provisions of Takeover Code due increase in shareholding pursuant to the buy-back of shares by the company.
- **The book running lead managers in the Initial Public Offering of the equity shares of PTC India Financial Services Limited** for an amount aggregating to INR 4332.76 million.
- **The merchant bankers in the Qualified Institutions Placement of the equity shares of Parsvnath Developers Limited** for an amount aggregating to INR 2700 million.
- **Electrosteel Steels Limited** in the Initial Public Offering of its equity shares for an amount aggregating to INR 4248 million.

**Publications and Presentations:**

Tanvi has authored the following contributions:

- **"Revlon Duties in the Indian Context"** published by Business World, 2018 (Co-authored);
- **"Private Security: A sector with huge potential"** published by www.indiainfoline.com, 2016 (Co-authored);
- **"Q&A section on Capital Markets in India"** published by Practical Law Company: Capital Markets Yearbook 2010-11;
- **"Busting the Cartels: The way ahead"** published in the book, Competition Law-An instrument for an inclusive growth (1st Ed., Indian Academy of Law), 2009; and
- **"SEBI ICDR Regulations Demystified"** published by www.vccircle.com, 2009.