Nidhi Killawala

Partner

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Practices
Corporate & Commercial
Private Equity
Venture Capital
Mergers & Acquisitions

Education
B. A., LL. B, (Hons.), National Law School of India University, Bangalore

Professional Affiliation/s
Bar Council of Maharashtra & Goa

Nidhi Killawala is a Partner in the Corporate and Commercial practice group in the NCR office. Nidhi has over 13 years of experience in the private equity and venture capital space and her practice encompasses a wide range of complex business transactions, with an emphasis on venture capital and private equity transactions, M&A, strategic investments, and related corporate and securities law matters. Nidhi has been recognised as a "Recommended Lawyer" by Legal 500 (2023) and Chambers, Asia – Pacific (2022).

Nidhi has advised clients across the full-spectrum of corporate matters - including private financings of all stages, IPOs, mergers and acquisitions, joint ventures and corporate governance matters. Some of her key clients include marquee and seasoned investors like SoftBank, Lightspeed Venture Partners, Google, General Catalyst, Peak XV (formerly Sequoia India), A91 Partners, ChrysCapital and Salesforce Ventures, to name a few.

Nidhi also serves as an independent director on the boards of Birlasoft Limited and HIL Limited.

Nidhi is also an active member of the Firm's initiatives on Diversity, Equity and Inclusion and is working towards creating a more diverse and gender-balanced organization – one that is more human and better reflects the full range of the world's diversity.

REPRESENTATIVE MATTERS

In her area of expertise, Nidhi has advised and represented the following clients:

Private Equity / Venture Capital:

- **Softbank** on its (i) Series E, F and G investments in OfBusiness, (ii) Series E investment in Elastic Run; (iii) Series F and Series H investments in Unacademy, (iv) Series D investment in Mindtickle, (v) Series C investment in Zeta, (vi) Series D and Series E investments in Whatfix, (vii) investment in Cars24, (viii) Series E investment in Elastic Run, (ix) Series C and D investments in Ola Electric, (x) partial sale of shares in Lenskart to ADIA as part of USD 500 million round, (xi) capacity as a selling shareholder in relation to the listing of Ola

Electric, (xii) Series F investment in Eruditus, and (xiii) cross border merger / reverse flip of Meesho Inc with Meesho India and as a shareholder in the proposed listing of Meesho India;

- **Lightspeed Venture Partners** on its: (i) Series A investment in Wheelocity, (ii) Series A and Series B investments in Exponent, (iii) follow on Series C investment in Healthplix, (iv) Series B investment in Zluri, (v) seed investment in Sumosave, (vi) seed investment in Oolka, (vii) Series I investment in ShareChat, (viii) Series B investment in StableMoney, (ix) Co-investment in Series F fundraise of Zepto, (x) Co-investment in Series F fundraise of PhysicsWallah and as a shareholder in the proposed listing of Physicswallah, and (xi) Investment in Weaver Services (platform set up by Lightspeed with Premji Invest and Gaja Capital);

- **Peak XV (formerly known as Sequoia India)** on its: (i) Series C investment in TrueMeds, (ii) sale of shares in Minimalist to Hindustan Unilever Limited, and (iii) cross border merger / reverse flip of Razorpay Inc with Razorpay India;

- **ChrysCapital** on its Series D investment in The Sleep Company;

- **General Catalyst** on its: (i) Series H investment in Zepto; (ii) Series A investment in Uni Cards, and (iii) Seed investment in GetStan;

- **Tiger Pacific Capital** on its Series D4 investment in B9 Beverages Private Limited (Bira 91);

- **Google** on its (i) investment in TwidPay, (ii) Series D investment in CropIn Technologies Private Limited, and (iii) Pre-Series A investment in Namma Yatri;

- **Salesforce Ventures** on its: (i) Series D investment in Darwinbox, (ii) strategic investment in Razorpay; and (iii) Series B investment in Atlan;

- **Novo Holdings** on its Series C investment in Qure.Ai;

- **Bertelsmann** on its (i) investment in Big Foot Retail Solutions Private Limited (d/b/a 'Shiprocket'); (ii) Series B investment in NatHabit; (iii) Series B investment in Basic Home Loans; and (iv) Series A investment in Univest;

- **Quadria Capital Advisors Private Limited** on its investment in: (i) Asian Institute of Gastroentrology, and (ii) Maxivision Hospitals Private Limited;

- **Wow Momo** on its Series D fund raise from Khazanah and Z3 Partners;

- **Clove Dental** on its Series D fund raise from InvestCorp and Qatar Investment Authority (QIA);

- **Blackstone Group** on its Series F investment in Think & Learn Private Limited (d/b/a 'Byju's');

- **Z47 (formerly known as Matrix Partners)** on its: (i) Series B investment in Stablemoney, and (ii) Seed investment in Oolka;

- **BatterySmart** on its Series B1 fund raise to Rising Tide LLC and Leapfrog;

- **Insight Venture Partners** on its: (i) Series B and Series C investment in Resilient Technologies Private Limited (d/b/a 'BharatPe'), (ii) Series A investment in Atlan, and (iii) Series A investment in Prophecy;

- **Fosun International** on its Series E investment in Delhivery Private Limited;

- **HealthQuad Advisors Private Limited** on its: (i) Series A and Series A1 investment in Boston Ivy Healthcare Solutions Private Limited (d/b/a 'Medikabazaar'), (ii) Series A investment in StanPlus, and (iii) Series A investment in ImpactGuru;

- **Madison Capital** on the sale of its shareholding in Unitedlex BPO Private Limited to CVC Capital Partners;

- **Rabo Frontier Ventures** on its: (i) Series D, E and E1 investments in Ulink Agritech Private Limited (d/b/a 'Agrostar'), and (ii) Series A investment in Max Protein; and

- **Temasek Holdings Pte Limited** on its Series B investment in Star Agriwarehousing and Collateral Management Limited, with IDFC Private Equity as a co-investor.

Mergers and Acquisitions:

- **RMG Acquisition Corp** on its USD 8 billion SPAC business combination with Renew Power Private Limited;

- **Founders of Aakash Educational Services Limited (AESL)** on 100% sale of AESL to Think & Learn Private Limited (d/b/a 'Byju's') for USD 1 billion;

- **Six Group** on its 100% acquisition of FactEntry;

- **Atlas Holdings LLC** on its acquisition of RR Donnelley Sons and Co in a "take private" transaction for approximately USD 2.1 billion;

- **Clayton Dubilier & Rice** on its acquisition of the water technology business of Ashland Inc, as a carve-out transaction;

- **Tripactions Inc** on its acquisition of Shorebird Technologies Private Limited;

- **Samara Capital** on its acquisition of Nature's Essence Private Limited;

- **Bioclinica, Inc** on its acquisition of Synowledge LLC;

- **LiquidHub, Inc (a portfolio company of ChrysCapital)** on (i) its acquisition of Annik Technology Services Private Limited, and (ii) sale of its entire shareholding to CapGemini America, Inc;

- **Nippon Paint Holdings Company Limited** on acquisition of the automotive paints business vertical of Berger Paints India Limited, as a carve-out transaction; and

- **Toshiba Corporation** on its acquisition of certain businesses of Vijai Electricals Limited, as a carve-out transaction.

PUBLICATIONS AND PRESENTATIONS

Nidhi has authored articles in various Indian and international legal journals and newspapers. Her contributions include:

- "**What Fintech Ventures must do in India to manage regulatory risks**" published by VCCircle (2024);

- "**Here's how AI is helping corporate India craft its M&A strategy**" published by Business Today (2024);

- "**A pandemic or a blessing in disguise: the boom of the edtech sector**" published by the Economic Times (2021);

- "**Decoding investments in India: Top 10 considerations to bear in mind while investing in India**" published by Association of Corporate Counsel (2017);

- "**Put and Call Options in India: Do these exit options really exist?**", published by International Bar Association Asia Pacific Regional Forum Newsletter (2014);

- "**Extended Warranties: Insurance in the garb of warranties?**" published by Indian Express (2013);

- "**Clash of the Titans: Foreign Investment Regulation in India**" published by Business Standard (2013); and

- "**Caught in the Misfire: SEBI's move to ban Employee Welfare Trusts**" published by Businessworld (2013).