



Sanjay Khan Nagra

Partner

Bangalore

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Practices:

Venture Capital
Fintech
Tech M&A

Education:

B.A. LL.B. (Hons.), Gujarat
National Law University
(2011) - Best outgoing
student (joint)

Professional Affiliation:

Bar Council of Maharashtra
& Goa
International Bar Association
iSPIRT (Indian Software
Product Industry
Roundtable)

Recognitions & Accomplishments:

Super 50 TMT / Fintech
Lawyers in Asia by Asian
Legal Business in its first
ever such list (2021)

RSG India, Client
Recommended Lawyer for
M&A & Venture Capital)

Consistently recognised as a
notable practitioner for
Corporate & M&A by IFLR
1000

Sanjay is a Partner in the Venture Capital, Tech M&A, and Fintech practice groups. Being in practice for more than 13 years, Sanjay takes keen interest in emerging technology sectors including Fintech, payments, blockchain, eCommerce, SaaS, AI, and other consumer internet / ITeS sectors, and frequently advises marquee tech companies, founders, venture capital funds, and other financial sponsors in these areas.

Sanjay is also a core volunteer at India's premier and one of its kind think-and-do-tank - iSPIRT, where he closely works with the industry and governmental agencies such as the RBI, the SEBI, the Prime Minister's Office, etc to bring about various impactful policy changes benefitting tech and startup ecosystem in the country (such as the Citizen Stack (India's Digital Public Infrastructure), Startup India programme, etc).

Sanjay has been named by Asian Legal Business in its first ever list of Super 50 TMT/Fintech Lawyers in Asia, by IFLR-1000 as a notable practitioner for three consecutive years, and RSG India as a client recommended lawyer for his corporate, M&A, venture capital, and technology practices, and he is frequently quoted and interviewed by media on the above matters.

Representative Matters

In his areas of practice, Sanjay has represented and advised several clients across industries. Some indicative transactions include:

Venture capital

Investor side

- Bessemer Venture Partners on: (a) divestment of its stake in Nephroplus, Snapdeal.com and HFFC; and (b) investments in Cashify.in, Lentra AI, MoveinSync, PharmEasy, Entropik, Travel Triangle, Hungama.com, etc;

- 3State Ventures, Binny Bansal, and his affiliates on investments and divestments in various tech companies including Flipkart, PhonePe, Acko, Grey Orange, CureFit, EatFit, Scapia, SuperK, Hike, Pandorum, Orocorp, BrightChamps, Bharat Agri, Binocs, etc;
- WestBridge Capital on its investments in Rapido, Skit.AI, Way2News, and Keka Technologies;
- Premji Invest on its investments in Mintifi, Binocs, and Orocorp;
- TPG NewQuest on its investment in KreditBee;
- DST Global on its: (a) investments in Udaan and Cred; and (b) potential investment in a hyperlocal company;
- Sequoia Capital on its investment in Byjus.com;
- Think Investments in relation to sale of its stake in Dream11;
- Baring Private Equity on its acquisition of Hexaware Technologies Limited and subsequent open offer;
- Lightbox Ventures on its investment in Dunzo;
- SIG on its investment in Lentra; and
- State Bank of India on its investment in Cashfree.

Company side

- Flipkart and its founders on its last venture capital round of \$2 billion led by SoftBank;
- Glance InMobi and its founders on its \$200 million Series C round of financing from Reliance Jio and on other corporate and regulatory matters;
- Perfios Software and its founders on Series C and D rounds of fundraise from Warburg Pincus, Bessemer Venture Partners, Kedaara Capital, and OTPP;
- Ather Energy and its founders on its Series B and C fundraises from Hero Motor Corp, Sachin Bansal, and NIIF, and general corporate matters; and
- Udaan, Vault, Animall, Openhouse, UrbanPiper, Third Wave Coffee, and DTDC on their fundraises and operational and structuring matters, and investments in other companies.

Fintech

- Perfios, Flipkart, PhonePe, NIUM, KreditBee, CoinDCX, Zebpay, Slice, MobiKwik, Uber, Booking.com, Simpl, DTDC, Rain, Unimoni, Worldline Ingenico, IIFL, etc on various fintech and regulatory

matters (including India entry and launch of new products, cross border payments, etc).

- **Tata Sons** on forming a consortium, and negotiating the terms thereof, with **HDFC, Kotak Mahindra, Airtel, Flipkart, NABARD, PayU**, etc for obtaining new umbrella entity license for payments; and
- **Government of the Kingdom of Saudi Arabia** on their eCommerce policy.

Tech M&A

- **Flipkart** and its founders on its: (a) acquisition by the **Walmart group** in a \$16 billion deal; (b) potential acquisition of **Snapdeal.com**; and (c) acquisition of **Cleartrip.com** and subsequent investment by **Adani Group**;
- **Infosys Limited** on acquisition of: (a) **Danske Bank's** India business and other business partnerships; and (b) **In-tech Group India Private Limited**;
- **Perfios Software** on acquisition of **Karza Technologies** and investment in **Perfios Account Aggregator** by **HDFC, SBI, ICICI, and Bajaj Finserv**;
- **Reliance Jio** on its acquisition of **SenseHawk**;
- **Pramati Technologies** and its founders on sale of **Imaginea** to **Accenture**;
- **HashedIn Technologies** and its founders on its acquisition by **Deloitte Consulting**;
- **Addepar** on its India entry and business arrangements with **Hexaview**;
- **Automate.io** and its founder on its acquisition by **Notion**;
- **PayPal** on its acquisition of **Simility India**; and
- **Cigital, Inc.** on its acquisition of **iViZ Techno Solutions**.