

Shreya Dua

Counsel

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Shreya is a Counsel in the Mumbai office in the Corporate M&A and Private Equity practice group. Shreya specialises in advising financial sponsors and corporate clients in a range of transactions – structuring and investment strategies, exit, buyouts etc across sectors with a special focus on tech, consumer, financial services, fintech and emerging tech.

Practices:

Corporate & Commercial
Private Equity (public and private markets)
Mergers and Acquisitions

Education:

B.A., LL.B. (Hons.), National Law Institute University, Bhopal

Professional Affiliation:

Bar Council of Maharashtra & Goa

Representative Matters

In her areas of expertise, Shreya has represented and advised several prominent clients which include:

Private Equity

- **Temasek** on multiple investments in: (i) **Pine Labs** (India's leading point-of-sale and payments solutions provider) - *this deal was recognised as one of the IBLJ Deals of the Year, 2021*; (ii) **Open Financial Technologies** (Asia's first neo-banking platform); (iii) **Bigfoot Retail Solutions** (d.b.a. **Shiprocket**, a leading ecommerce logistics aggregator); (iv) **Atomberg Technologies**; and (v) **Intas Pharmaceuticals**;
- **TPG Capital** on: (i) USD 370mn investment in **Fractal Analytics** (a leading AI solutions provider to Fortune 500 companies) through a combination of primary investment and secondary share purchase from **Apax Partners** - *recognised by ALB India Law Awards 2023*; and (ii) multiple investments in **Landmark Insurance Broker**;
- **Sheares Healthcare Group** (a wholly owned subsidiary of **Temasek**) on its acquisition of majority stake in **Medica Synergie** (a leading healthcare group in India) through a combination of primary investment and secondary share purchase from **Quadria Capital**;
- **Advent International** on its majority investment in **Manjushree Technopack** through a secondary purchase from **Kedaara Capital** and the promoter family;
- **Brookfield Asset Management** on its potential investment in an Indian company for setting up of a data center;
- **Essel Propack Limited** (India's leading packaging manufacturer listed on National Stock Exchange of India Limited) and its promoter group on the sale of controlling stake to **Blackstone** for USD 462mn;
- **Blackstone** on initial investment of ~USD 160mn in **Fino Payments Bank** (now listed on National Stock Exchange of India Limited);
- **Apis Partners** on its minority investments in: (i) digital lending platform **MoneyView** (and its NBFC arm); and (ii) online insurance platform **RenewBuy**;



Nepean Capital on preferential issue of substantial minority stake in UFO Moviez (India's leading digital cinema service provider listed on the Bombay Stock Exchange and National Stock Exchange of India Limited);

- TPG - NewQuest Capital Partners on the sale of partial stake in Brainbees Solutions Private Limited (d.b.a FirstCry) to Bharti and Premji Invest (as part of pre-IPO re-organisation);
- Maj Invest on setting up of its India investment advisory arm;
- The Abraaj Group (now, Actis Capital) on its initial USD 150mn investment (through primary and secondary purchase) in Supermarket Grocery Supplies (d.b.a BigBasket);
- Everstone on its primary investment in Slayback Pharma;
- Punjab Housing Bank (PNB) on its potential sale of majority stake in PNB Housing Finance (listed on National Stock Exchange of India Limited) to General Atlantic and Varde Partners.

Mergers & Acquisitions

- Axis Bank on its -USD 1.4 Billion acquisition of Citibank's Consumer Banking Business in India;
- Daiwa Japan on its potential acquisition of minority interest in and strategic alliance with Ambit Private Limited (and its subsidiaries);
- Panasonic Corporation on the India leg of its USD 7.1 Billion global acquisition of Blue Yonder, through primary investment and secondary purchase from Blackstone and New Mountain Capital;
- Reliance Brands Limited in its acquisition of 100% stake in Hamleys (British toy retailer) from C. Banner group for GBP 67.96 Million - *this deal was awarded the M&A Atlas Asia Pacific Deal of the Year award for 2021*;
- Singapore Exchange Limited (SGX) on the India leg of its USD 125 Million global acquisition of FlexTrade Systems (a global leader in multi-asset execution and order management systems); and
- Milestone Group on sale of its investment advisory and trusteeship business.

Publications and Presentations:

Shreya is an active member of the Khaitan & Co specialist team which acts as knowledge partner to Digital Lenders' Association of India (DLAI) on all policy matters relating to digital economy (including digital lending, payments and fintech aspects).

Shreya has co-authored the following contributions:

- "Recent Developments and Emerging Trends in India's Digital Economy: Fintech Edition", India Digital Economy Report published by Khaitan & Co,
- "Trouble at Infosys and disclosure dilemma" published by CNBC TV 18;
- "Curious Case of Cryptocurrencies, where do these fit in the jigsaw of Indian Laws" published by Economic Times (CTO); and
- "The Next Gen FDI Policy" published by Mondaq.com.