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Stuti Galiya

Partner

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Stuti Galiya is a Partner in the Corporate and Commercial Practice Group in the Mumbai office of Khaitan & Co. She has been a merit rank holder throughout her academic career.

She has over 21 years' experience. Her core practice areas include mergers & acquisitions, joint ventures, private equity, foreign investment strategies, technology collaborations, India entry, commercial contracts, and general corporate laws, with a strong focus on cross-border transactions.

Her transaction work has been across various sectors, including, IT, retail, hospitality, construction and development, financial services, manufacturing industries, automobiles, service industries etc.

Stuti's prestigious list of clients include topmost luxury fashion and retail brands of the world. Her longstanding relationships with some of the world's most iconic luxury brands give her a distinctive understanding of the luxury ecosystem, enabling her to provide strategic insights and bespoke advice tailored to the unique needs of the industry. Her expertise spans market entry and expansion strategies, regulatory and investment structuring, distribution, franchise and retail models, and navigating the evolving regulatory landscape for luxury brands in India. She has played a key role in securing one of the first landmark regulatory approvals for foreign investment in single brand retail trading in India.

For her contribution to the luxury industry, she was awarded "Luxury Retail Lawyer of the Year 2023" (APAC Insider – Legal Awards) and named amongst the "Global Indian Leaders of the Year 2023" (World Brand Affairs).

She is being regularly invited by various Government departments for advising on measures and steps that need to be taken for ease of doing business in India. In 2019, 2020 and 2021, she received Certificates of Appreciation from the prestigious World Bank Group in appreciation of her contribution to the "Doing Business" reports.

Practice/s

Corporate & Commercial
Mergers & Acquisitions
Joint Ventures
Private Equity
India Entry
Regulatory

Education

BSc.; LL.B. [Mumbai University, 2003]
LL.M. [Mumbai University, 2005]
Solicitor [The Bombay Incorporated Law Society, 2005]
Advocate on Record, Supreme Court of India

Professional Affiliation/s

Bar Council of Maharashtra & Goa
The Bombay Incorporated Law Society

Sectors:

Luxury Retail
E-commerce
FMCG
IT
Services
Manufacturing
Pharma & Life Sciences

Beyond her client practice, Stuti serves as a board member for several international companies and acts as a corporate board member for the School of Luxury Retail, an initiative of Sydenham College, Mumbai, where she mentors and nurtures young professionals aspiring to lead in the luxury industry.

Stuti is a regular contributor to various national and international magazines, including the American Bar Association, Asia Business Law Journal, Expert Guide, Retail's Top Global Hotspots' report with Retail Week (publication in the UK specially focussed on retail sector), Mondaq, Chamber's Journal, etc.

REPRESENTATIVE MATTERS

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

Mergers & Acquisitions & Joint Ventures:

- **Honda Motor Co., Ltd**. on sale of 26% shares by it in Hero Honda Motors Limited to Hero Investments Private Limited as a 'inter se' promoter transfer;

- Some of the largest **French Fashion houses** in acquisition of stakes in Indian retail companies as well as dissolution of their joint ventures;

- **Frac-Chem India Ltd** in acquisition of 25% stake in Nutrix India Private Limited for amount of USD 1.466 million;

- **CAPITON A.G.**, in relation to acquisition through its subsidiary company FYDEC Holding S.A. of further 44.5% stake in Decbectochem Engineering Private Limited from its existing shareholders, resulting in FYDEC holding a total of 70% shareholding in the Company upon completion;

- **Crossroads Global Trading Corp** on entering into (i) a partnership interest transfer agreement to purchase the partnership interest of ANSR JV Holdings Two NC LLC in AAP Global Capability Center LLP (AAP LLP), thereby acquiring a 30% partnership interest in AAP LLP, and entering into a revised LLP agreement governing the functioning of AAP LLP;

- **Trusted Source Pte Ltd** in acquisition of stake in Singapore based Deep Identity Pte Ltd (by way of (i) subscription of ordinary shares in the company; and (ii) acquisition of shares in the company from the founder and other stakeholders) followed by Deep Identity Pte Ltd's acquisition of 100% stake in Deep Identity India Private Limited from its promoters;

- **Ecophos SA** in entering into a joint venture with Gujarat Narmada Valley Fertilizers and Chemicals Ltd, for setting up a di-calcium phosphate plant at Dahej in Gujarat; and

- **Rexam Beverage Can (India Holdings) Ltd** in dissolution of its joint venture with Hindustan Tin Works Limited.

Private Equity:

- **Delivery Hero UG and Foodpanda GP UG**, the existing shareholders of Pisces Eservices Private Limited ("Foodpanda") to sell their entire stake in Foodpanda to ANI Technologies Private Limited ("Ola") in exchange for stock in Ola valued at $40 million;

- **Delivery Hero SE** in relation to its participation in Zomato's latest funding round by investing USD 50 million into Zomato's global business to become a top 10 shareholder;

- Investment by funds affiliated with **Apollo Global Management, LLC in Welspun Corp Limited** and acquisition of a minority stake by Apollo in Welspun Maxsteel Limited;

- **FabFurnish GmbH** in sale of 100% of the share capital held by it in Bluerock eServices Private Limited to Future Retail Limited; and

- **FabFurnish UG (Haftungsbeschränkt) & CO. KG** in relation to investment transaction involving a minority stake in the share capital of Home Craft Online Private Limited.

Asset Sale & Slump Sale:

- **Neptune Companies** in the acquisition of assets relating to the Enterprise Business of Nortel Technology Excellence Centre Private Limited and Nortel Networks (India) Private Limited;

- Acquisition of business of **Varian India Private Limited** by Agilent Technologies India Private Limited pursuant to a global sale;

- **Iron Mountain** Incorporated in its acquisition of the information management operations of Santa Fe Group A/S, the global leader in international mobility and relocation, in 10 regions (that is, Spain, India, Hong Kong, Macau, Indonesia, the Philippines, Singapore, Malaysia, South Korea and Taiwan) in both Europe and Asia for approximately €27 million (approximately $30.2M).; and

- **GEA entities** in sale of refrigeration compressor manufacturer Bock business to Nord Holdings, Germany.