



Stuti Galiya

Partner

MUMBAI

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Practices

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)

Professional Affiliation/s

Bar Council of Maharashtra
& Goa
The Bombay Incorporated
Law Society

Sectors:

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

Stuti Galiya is a Partner in the Corporate and Commercial Practice Group in the Mumbai office. She has been a merit rank holder throughout her academic career. She stood 2nd in Mumbai University in LL.M.

Stuti's primary areas of practice include India entry, mergers & acquisitions, joint ventures, private equity investments, foreign investments, technology collaborations, commercial contracts, regulatory and general corporate laws.

Her M&A and private equity work has been across sectors with a focus on retail, hospitality, construction and development, financial services, manufacturing industries, automobiles, service industries etc. Most of such expertise has involved cross-border work.

Stuti has also advised several multi nationals on M&A and JV work, which includes structuring, due diligence, transaction documents, regulatory approvals and other related work.

Stuti's prestigious list of clients include topmost luxury fashion and retail brands of the world.

She has advised several international clients in setting up their business and operations in India. 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.

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

- **Temasek Capital Management Pte. Ltd.** on India leg of acquisition of 30% (thirty percent) shareholding in Haldor Topsoe A/s including its Indian subsidiary Haldor Topsoe India Private Limited;
- **Quad/Graphics Inc.** on the Indian Law aspects of its acquisition of Periscope Inc. and its subsidiary in India, Periscope Printing and Packaging India Private Limited for USD 132 million;
- **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** on acquisition of stakes in Indian retail companies as well as dissolution of their joint ventures;
- **ARM Limited** on the Indian leg of the transaction in relation to its acquisition of Simulity Labs Limited from Foresight Venture Capital Trust PLC for USD 15.1 million approximately;
- **WestRock Company, USA** in sale of the dispensing systems business to Silgan Holdings. The business generated sales of approximately USD 570 million in 2016. The business has 13 manufacturing plants in North America, Europe, South America and Asia;
- **Trusted Source Pte Ltd** on 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;
- **Rexam PLC** in sale of its containers & closures division which formed part of its Healthcare business to Berry Plastics Group, Inc. for \$135 Million in cash. As part of sale, there was an indirect acquisition of Rexam Pharma Packaging India Private Limited (company based in Bangalore and which is the wholly owned subsidiary of Rexam Plastic Packaging (India Holdings) Limited);
- **Rexam PLC** in sale of its pharmaceutical devices and prescription retail packaging divisions of its healthcare business to Montagu Private Equity for a total cash consideration of US\$805 Million;
- **Ecophos SA** on 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;
- **Rexam Beverage Can (India Holdings) Ltd** on dissolution of its joint venture with Hindustan Tin Works Limited;
- **Reconomy (UK) Ltd** on India leg of acquisition of the entire issued share capital of Reverse Logistics GmbH and its subsidiary entities including its Indian subsidiary RLG Reverse Logistics India Private Limited;

- **RedBlack Software, LLC** on India leg of 100% share sale of RedBlack Software, LLC, including its Indian Subsidiary, RedBlack India Private Limited to Invesco Group Services, Inc.;
- **Össur Hf** on India leg of acquisition of College Park Industries, including its Indian subsidiary, College Park Healthcare Private Limited, India.;
- **APMH Invest A/s** on India leg of acquisition of KK Wind Solutions Holding ApS, including its Indian subsidiary, KK Wind Solutions India Pvt. Ltd.;
- **TIBCO Software Inc/TIBCO Software International Inc** on India leg of acquisition of 100% of SnappyData Inc, including its Indian subsidiary, SnappyData Technologies Private Limited (India).; and
- **Sigma Systems Canada LP** on India leg of share sale of Sigma Group of Companies, including its Indian subsidiary, Sigma OSS Systems India Private Limited to Hansen Technologies Ltd.

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** on 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** on investment transaction involving a minority stake in the share capital of Home Craft Online Private Limited.

Asset Sale & Slump Sale

- **Neptune Companies** on 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 on 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.

PUBLICATIONS AND PRESENTATIONS

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. Some of her work includes:

- Quoted on "**Death of a Salesman**" in the Economic Times Magazine" (25 October 2020);
- "**The growing importance of consumer redressal in the digital era**", published by Yourstory (11 July 2018);
- "**What's Holding Back India's Luxury Retail?**" published by the CFO (27 March 2018);
- "**Retail Market in India and the Recent Liberalization of FDI Policy**" published by Business World (17 March 2018);
- Quoted on "**E-tail biggies lag in MRP display norms**" in the Times of India newspaper (19 February 2018); and
- "**Amendments to the Legal Metrology (Packaged Commodities) Rules, 2011**" for 2018/19 in the Retail and Consumer Horizon Scanner: the year ahead at a glance (January 2018).