



Vidushi Gupta

Partner

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Practices:

Corporate & Commercial
Mergers & Acquisitions
Private Equity
Financial Services
Education

Education:

B.B.A. LL.B. (Hons.), National
Law University, Jodhpur
(2012)

Professional Affiliation:

Bar Council of Rajasthan

Vidushi Gupta is a Partner in the Corporate and Commercial practice group in the Mumbai office. She specialises in M&A and private equity investments in the financial services and education sectors.

Vidushi has extensive cross-border and domestic experience and has advised several clients, including on private equity investments, acquisitions, restructuring, strategic alliances, and general advisory relating to corporate and foreign investment laws.

She is on the board of the Finance Industry Development Council (FIDC), a representative body of NBFCs registered with the Reserve Bank of India, and has vast experience in advising industry associations to make sector wide representations to the regulators. She is also frequently invited for her expert views by reputed publishers and journals.

Representative Matters

In her areas of expertise, Vidushi has represented several prominent clients, including:

- Axis Bank on acquisition of Citibank's Consumer Banking Business;
- 360 ONE WAM on:
 - (i) exclusive strategic collaboration with UBS AG in India and international markets; and
 - (ii) acquisition of B&K Securities
- Bank of Baroda on proposed divestment of stake in its subsidiary;
- Aditya Birla Group on:
 - (i) Restructuring various educational institutions and NFPs;

Recognitions & Accomplishments:

- Forbes India recognised her as one of the top individual lawyers in India
- Business World recognised her as BW Legal World 40 under 40
- Legal 500 recognised her as one of the Recommended Lawyers
- Asialaw ranked her as a Notable Practitioner
- The CIAO magazine covered her as 'The Most Inspiring Women Lawyers to Watch'

(ii) rebranding Aditya Birla financial services as 'Aditya Birla Capital' and creating an umbrella brand for multiple financial services entities of Aditya Birla Group; and

(iii) Merger of Aditya Birla Finance into Aditya Birla Capital.

- **Advent International Corporation on:**

- (i) acquisition of a minority stake in Aditya Birla Capital Limited; and
- (ii) acquisition of majority stake in ZCL Chemicals Limited;

- **Svatantra Microfin** (an Aditya Birla Group microfinance company) on:

- (i) fundraise from Advent and Multiples; and
- (ii) buyout of Chaitanya India Fin Credit from Navi Financial Services and Navi Technologies;

- **Temasek Holdings** on investment in AU Small Finance Bank through preferential allotment of shares and convertible warrants;

- **IIFL Finance** and **IIFL Home Finance** on sale of substantial minority stake in IIFL Home Finance to Abu Dhabi Investment Authority (ADIA);

- **Aadhar Housing Finance, DHFL and Wadhawan Global** on sale of Aadhar Housing Finance to Blackstone;

- **Northern Arc (formerly IFMR Capital)** on:

- (i) investment by IFC;
- (ii) investment by IIFL and Eight Roads Ventures;
- (iii) investment by Standard Chartered Bank and Sumitomo Mitsui Banking Corporation; and
- (iv) internal group restructuring;

- **Reliance Jio Infocom** on the acquisition of various large-scale telecom assets from Reliance Communications Private Limited and its group companies;

- **Reliance Brands** on franchise arrangements with several brands including Bottega Venetta, the Entertainer and Muji;

- **TA Associates** on the proposed acquisition of majority stake in a re-insurance broking company;

- **Maj Invest** on the acquisition of minority stake in:

- (i) Belstar Investment and Finance; and

- (ii) Aye Finance from Accion;
- Bravia Capital on:
 - (i) acquisition of majority stake in Rent Alpha and indirect acquisition of Abhishek Capitals; and
 - (ii) sale of majority stake in Rent Alpha to Mizuho Leasing;
- Poonawala Fincorp and Poonawala Housing Finance on regulatory and compliance matters;
- RPG Life Sciences on the transfer of its biotech unit to Intas Pharmaceuticals Limited;
- Apollo Health and Lifestyle on 100% acquisition of 'speciality hospitals business' from Nova Medical Centers;
- Unitop Chemicals and the promoters on sale of 100% equity stake held by the Promoters in Unitop Chemicals to Rossari Biotech;
- Everstone Capital on its joint venture and franchising arrangement with Burger King Corporation for the establishment and operation of Burger King outlets in India; and
- Tata Starbucks on its legal and regulatory issues in relation to operation of Starbucks café's in India.

Publications and Presentations:

Vidushi has authored articles in various Indian legal journals. Her recent contributions include:

- "Why PE investors are eyeing a bigger pie of India's financial services sector" published by VCCircle (2024);
- "Financial services sector paving the way for viksit Bharat" published by Confederation of Indian Industry (2024);
- "Financial Services M&A Guide for India" Lexology Getting The Deal Through (2024, 2023 and 2022);
- "Decoding Scale Based Regulatory Framework" published by Indian Private Equity & Venture Capital Association (IVCA) (2022);
- "RBI's consultative document is an attempt to level the playing field in the microfinance sector" published by Moneycontrol (2021);
- "Non-banking financial sector – sailing choppy waters" published by the Business World (2020);
- "Investment Companies - Nuances from a Transactional Standpoint" published by Lexology (2020); and

- “Budget 2020: LLPs and shadow banking sector expect big bang reforms from FM Nirmala Sitharaman” published by Business Today (2020).

Vidushi has also been a speaker at the following sessions/forums:

- Converge Summit on “NBFC Leaders: Innovating and Sustaining in the Nextgen Economy” organised by ETBFSI;
- Panel on “Transformative Partnerships: The Co-lending & LSP” in the National Summit & Awards organized by Association of Financial Advisors of India;
- Session on “Data Privacy in Financial Services Sector” organized by the DPO Club;
- Webinar on “Warranties and Indemnity in M&A Transactions” and “Key Issues in Corporate Joint Ventures” for M&A Academy Series organised by the Firm;
- Workshop on “Intermediary Insights” organised by CAIA Association;
- PLEA Bridge seminar on “Mergers & Acquisitions” organised by Programme for Legal Education and Awareness (PLEA); and
- Seminar on “Intersection of Arbitral and Corporate Laws” organised by Indian Lawyers Association.