



# Vidushi Gupta

**Partner**  
Mumbai

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## Practices:

Corporate & Commercial  
Mergers & Acquisitions  
Private Equity  
Financial Services

## 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 sector.**

**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.**

## Representative Matters

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

- Axis Bank on acquisition of Citibank's Consumer Business for USD 1.3 Billion;
- 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);

## Recognitions & Accomplishments:

- Legal 500 recognised her as one of the Recommended Lawyers
- Business World recognised her as BW Legal World 40 under 40
- Forbes India recognised her as one of the top individual lawyers in India
- The CIAO magazine covered her as 'The Most Inspiring Women Lawyers to Watch'
- 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 Veneta, 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;
- Aditya Birla on the rebranding of Aditya Birla financial services as 'Aditya Birla Capital' and creating an umbrella brand for multiple financial services entities of Aditya Birla Group;
- 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:

- "Financial Services M&A in India" Panoramic (2024);
- "Financial Services M&A Guide for India" Lexology Getting The Deal Through (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:

- Webinar on "Warranties and Indemnity in M&A Transactions" for M&A Academy Series organized 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.