



Rishabh Gupta

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Practice Areas

Corporate

Finance

Sectors

Life Sciences, Healthcare & Pharma

Knowledge Based Industries (IT/ITES)

Retail, Consumer, Trading & Franchising

Investment Funds & Asset Management

Manufacturing

Education

Hospitality, Leisure & Tourism

About

Rishabh specializes in corporate transaction advisory, including private equity fund-raises, and mergers and acquisitions. He has extensive experience with cross-border investments and sales, business transfers, and leveraged and structured acquisitions, at every stage of the growth cycle. His clients range from sovereign funds and private equity sponsors to multinational corporations and start-ups, across industry sectors.

In addition, Rishabh regularly advises clients on business set-up, joint-venture formation, as well as their ongoing commercial, regulatory, and operational requirements. He has advised on the establishment of onshore and offshore investment funds, and several international public securities offerings by leading Indian issuers.

Rishabh has been associated with JSA since 2010, and as a New York qualified attorney, has worked at the Singapore office of Sidley Austin, a leading US law firm. India Business Law Journal (IBLJ) has

recognized him as a *'Future Legal Leader'*, and BW Legal World has named him to the *'40 under 40 Elite Club of Lawyers and Legal Influencers'*.

Experience

Some of the key clients and assignments handled by Rishabh are:

Private Equity

- **Temasek Holdings** on its investments and exits in the healthcare space, including majority buy-out of Manipal Hospitals (the largest private equity transaction in the Indian healthcare space and IBLJ *'Deal of the Year'*), and Dr. Agarwal's Health Care.
- **EQT** (formerly **Baring Private Equity Asia**) on its investments and exits in the information technology space (CitiusTech and Hexaware) and the healthcare space.
- Several US private equity funds on India law aspects of their global transactions, including **Frontenac** (purchase of Synerzip, sale of Excellerate to Encora, and purchase of RCG Global), **Francisco Partners** (purchase of StarLIMS from Abbot), **Odyssey Partners** (acquisition of iSafety Systems through ProPharma), **Keystone Partners** (acquisition of Novatio from Solai & Cameron), **Clearlake Capital Group** (purchase of asset management platform Confirm® through Dude Solutions), **Evergreen Services Group** (acquisition of Calsigi), and **TELEO Capital Management** (acquisition of CHCS Services from Capgemini).
- **The Carlyle Group** on its investment in Ver Se Innovation (DailyHunt and Josh).
- **Facebook** on its Series F investment in Sorting Hat Technologies (Unacademy).
- **Toyota Tsusho Corporation** on its investment into Skites Pharma.
- **Sauce.vc** on its pre-Series A investment in Yeshoda Rose Bazaar (Hoovu Fresh).
- A **US based investment fund** on several rounds of investments into BYJU's.
- Body Cupid (**WOW Skin Science**) on its Series A raise from Chrys Capital, and Series B raise from GIC.
- **Snitch Apparels** on its Series A fundraise from SWC Global and IvyCap Ventures.
- Nutritionalab (**Wellbeing Nutrition**) on its Series B round from Hindustan Unilever and Fireside Ventures.
- **TVS Supply Chain Solutions** on its investment in TVS Industrial & Logistics Park together with CDC Group.
- **Xander Investment Management** on its acquisition of warehousing and logistics company Bagnan Infra Projects.
- **LYFE Capital** and founder sellers on the sale of Hangzhou Kangji Medical Instrument, a major Chinese medical devices company, to TPG Capital.
- **AGC**, part of **Essar Global**, on its sale of business process outsourcing arm Aegis to Capital Square Partners.
- **FIH Mobile**, a part of **Foxconn Technology Group** on its investment in Hike Messenger.

- **BlackRock** on its sale of Asia Square Tower 2 in Singapore to CapitaLand.
- **Norwest Venture Partners** on its investment in web-portal and online platform Sulekha.com.
- **Headland Capital Partners** exit from Newgen Software by sale to Ascent India and IDG Ventures.
- **Wayzata Investment Partners** on investments in perfumes and cosmetics company SH Kelkar, and oil and natural gas pipe-fitting company Topack Fittings.
- **Infrastructure India Holdings Fund** in its investment in NSE listed logistics and transport company Aegis Logistics.

M&A and Corporate Advisory

- **TVS Mobility group** on multiple fund-raises including from Castrol and Exor, group reorganizations, joint ventures, and commercial contracts.
- **Philips India** on corporate and business restructuring in India, acquisitions (Uvi Health), and commercial contracts.
- **UnifyApps**, on formation, cross-border entity set-up, Series A fund-raises from Elevation Capital and other investors, and commercial contracts.
- **H&M Hennes & Mauritz Retail** in relation to their India operations.
- **CitiusTech**, a Bain Capital and EQT portfolio company, on acquisitions of SDLG, Wilco Source, and RAVSoft and ongoing business aspects.
- **Deloitte Consulting** on its buy-out of HashedIn Technologies, custom software developer and SaaS provider.
- **Midas Safety** on the sale of its India personal protective equipment business to Karam Safety.
- **Vivus Education** and its promoters in connection with its strategic joint-venture with International Schools Partnership.
- **Petromin group**, including its subsidiaries Electromin and Petrolube, on their acquisitions in India (SpareIT) and arrangement with Hindustan Petroleum (HPCL) for management and setting up of electronic vehicle charging stations across India.
- **JUUL Labs**, the then world's largest electronic cigarettes company, on a host of regulatory and policy issues.
- **Anheuser-Busch InBev**, the world's largest brewer on their corporate and business restructuring in India.
- **Suzuki Motor** on their India operations, including arrangements with their subsidiary Maruti Suzuki.
- **Sugal & Damani group**, on the sale of Sachiko (PokerStars India) and a minority investment in Jungle India.
- **CDK Global** on the spin-off of its international business segment (Keyloop) to Francisco Partners.

- **Bhavik Koladiya** and Shashvat Nakrani, original founders of BharatPe on their shareholding in BharatPe.
- GS Holdings Denmark (**GexPro**) on its acquisition of Resolux.
- **PMC Hydraulics Group** (Sweden) on its acquisition of Hydroquip Hydraulics.
- **Ansell India Protective Products** on asset purchases from Primus Gloves and Sanrea Healthcare Products.
- **CK Lifestyle** on their tie up with Ladurée, Paris, the leading patisserie and macaron manufacturer in the world, to bring Ladurée to India.
- **edotco Group Sdn Bhd** (Malaysia), a leading southeast Asian telecommunications company, in the divestment and restructuring of its tower owning subsidiary in Bangladesh.
- **BGR Energy Systems** on their joint venture with Hitachi Power for the manufacture of supercritical steam turbine and boilers.
- **Cinépolis Mexico** (a Mexican chain of movie theaters) on their acquisition of Fun Cinemas.
- **Agilent Technologies** on a spin-off of its electronic measurement division – KeySight Technologies.
- **Saint-Gobain** on their acquisition of Mumbai-based Sezal Glass' float glass business.

Fund Formation

- Offering of trust units and debentures of the **India Infrastructure Trust** (InvIT) to an affiliate of Brookfield Asset Management. The original owner of the underlying asset of the trust – the East-West gas pipeline, was an affiliate of Reliance Industries Limited (IBLJ '*Deal of the Year*').
- Advised in the set-up of, a Mauritius based hedge fund, **Syena Capital Hedge Fund**, a multijurisdictional real estate fund structured as a joint venture between **Brookfield Asset Management Inc.** and Peninsula Land Ltd, an infrastructure and logistics fund for **Ariston Capital Services**, a real estate fund for **ASK Property Investment Advisors**, and a real estate and infrastructure fund for **MCap Fund Advisors**.

Public Securities Offerings

- US counsel on initial public offerings (pursuant to Section 4(a) and Regulation S) for several Indian issuers, including **Chalet Hotels**, **TCNS Clothing**, **IndoStar Capital Finance**, **Lemon Tree Hotels**, **Reliance Nippon Life Asset Management**, **Indian Energy Exchange** (IBLJ '*Deal of the Year*'), **Eris Lifesciences** (IBLJ '*Deal of the Year*'), and **Security and Intelligence Services (India)**.
- US counsel on qualified institutions placement of equity shares (pursuant to Section 4(a) and Regulation S) for several Indian issuers, including **L&T Finance**, **J&K Bank**, **Natco Pharma**, and **Bharat Financial Inclusion**.
- Represented **GTL Infrastructure Limited**, one of the largest independent telecom tower companies in India, in a distressed exchange of convertible bonds in conjunction with a concurrent Strategic

Debt Restructuring (SDR) and Corporate Debt Restructuring (CDR) under Reserve Bank of India guidelines (IBLJ '*Deal of the Year*').

- US Counsel on several senior note, GDR/ADR, and ADS issuances (pursuant to Rule 144A and Regulation S), including for **Columbus International, Anglo American, GW Pharmaceuticals, Hanwha Chemicals, Voxeljet, Telecom Italia, and Inotera Memories.**

Memberships

New York Bar Association

Bar Council of Maharashtra & Goa

Education

B.A., LL.B. (Hons.), National Law School of India University, Bangalore (2010)

LL.M. (with Distinction Hons.), University of Pennsylvania Law School (2013)

Program in International and Comparative Business Law, Bucerius Law School, Hamburg (2009)

Languages Spoken

English

Hindi

Punjabi
