

# PRIVATE EQUITY AND VENTURE CAPITAL CORPORATE AND COMMERCIAL PRACTICE

www.verticespartners.com

# BRIEF OVERVIEW PRIVATE EQUITY AND VENTURE CAPITAL CORPORATE AND COMMERCIAL PRACTICE

**VERTICES PARTNERS** is a niche service oriented Indian law firm established in the year 2016 by richly experienced lawyers from diverse practice areas. We advise clients in relation to capital raises during the seed, growth and expansion phases.

We offer legal services at all stages of a business cycle in diverse sectors, right from the inception of an entity to general corporate matters, guiding companies routinely on their business and legal issues to assisting and advising them in relation to complex transactions, such as setting up of branch offices/liaison offices/project offices in India, legal structuring of commercial arrangements, formation of legal entities in India and overseas, commercial contracts and documentation, employment matters including contracts, formulation and implementation of employee stock option plan, lease arrangements, advising on franchising models, related structuring and advising and assisting clients on related documentation, mergers and acquisition, demergers, joint ventures, investments, share buybacks, acquisitions and sales of controlling interest, reduction of capital and corporate reorganization. We have also been advising clients on technology transfers and licensing, technical services / assistance arrangements, franchising agreements, drafting various licensing documentation, applying for obtaining necessary regulatory approvals as applicable.

VERTICES PARTNERS has been recognized as having one of the leading Private Equity and Venture Capital practices in India. In this practice, the Firm has been consistently ranked amongst the top leaders in league tables. We have also been known as one of the most innovative firms, generating new ideas and creative approaches to work, understanding Client's business and its challenges with deep focus on our quality of advice, having specialist knowledge. Our extensive industry knowledge across multiple sectors, wide-ranging deal structuring capabilities and thorough grasp of the regulatory environment make us the 'law firm of choice', for companies, promoters and PE/VC funds alike.

We work closely with co-advisors (such as investment bankers, corporate finance professionals) so as to facilitate a quick closure to transactions. We advise on a wide variety of transactions including mezzanine and private equity/venture capital financing, secondary sale transactions and pre-IPO deals.





OUR PARTNERS AND ASSOCIATE PARTNERS IN PRIVATE EQUITY AND VENTURE CAPITAL CORPORATE AND COMMERCIAL PRACTICE

- VINAYAK BURMAN
- ARCHANA KHOSLA BURMAN
- 🔷 AMIT MANUBARWALA
- SIDDHARTH RAJA
- VISHAL MEHTA
- MANASI PATHAK VERMA
- RAJAT AGARWAL
- VIKRANT ANAND
- MANU VARGHESE

# SOME OF OUR MARQUEE DEALS

CORPORATE AND COMMERCIAL

🔆 cure.fit	Cure.fit in its investment in Sugar.Fit.
	8 Finatics Mobile Private Limited (Finomena) for advising on different models for undertaking co-lending activities, identification of individuals through aadhaar authenatication user agency and know your customer user agency and in certain other corporate advisory services.
	Accela Fiduciary Services Private Limited for advising on various parameters on adoption of collaboration technology, acceleration and integration of such technology with banking and non-banking companies and in certain other corporate advisory services.
НАРРУ	<ul> <li>Arthimpact Finserve Private Limited and Arthimpact Digital Loans Private Limited for advising on to build new business and significantly change the existing business to create additional value from disruptive technologies such as lending through artificial intelligence, blockchain technology, providing legal support for regulatory, commercial lending, corporate lending, structured finance and transactional business activities in India and in certain other corporate advisory services.</li> </ul>
	Camden Town Technologies Private Limited (ZestMoney) for advising on undertaking various business options through business correspondent for banks, advising on setting the digital eco-system for undertaking business of micro lending, representing in copyright, and trademark infringement suits and in certain other corporate advisory services.
	Capital Float Services Private Limited for advising on documentation in relation to collateral free business loans, merchant cash advance, supply chain finance, pay later finance, online seller finance, structuring, drafting and negotiating documents and in certain other corporate advisory services.
ClearScore	<ul> <li>Clearscore Technology Services India Private Limited and ClearScore Technology Limited in on setting up business operations and establishment of their direct subsidiary in India and advising on regulatory aspects on venturing into activities of providing free credit score to the customers in India, advising on Software Development and Licensing Agreement, Employment Contracts and Commercial Lease Agreement and in certain other corporate advisory services.</li> </ul>
CORONA Remedies Pvt. Ltd.	<ul> <li>Corona Remedies for advising on various aspects of contract drafting and contract management, legal structuring drafting and negotiating of various aspects of Distributor Agreement in relation to distribution of pharmaceutical products and in certain other corporate advisory services.</li> </ul>
Cox & Kinos	<ul> <li>Cox &amp; Kings Financial Services Limited for advising on the Source Code License Agreement (Business Agreement) with DigiLend Analytics and Technology Private Limited and in certain other corporate advisory services.</li> </ul>
<b>E</b> √ <b>ERSTONE</b>	Everstone group in its winding up of the special purpose vehicle Anushta Mall Management Company Private Limited.
experian.	• Experian Credit Information Company of India Private Limited on advising on issues concerning commercial and business affairs on legal structuring, commercial arrangements, corporate legal affairs, formation of legal entities in India, legal and regulatory compliances, business strategies, employment arrangements, overseas corporate transactional matters, commercial contracts and documentation, formulation of code of conduct for the Indian entities, people advisory services and in certain corporate advisory services.
SUGAR	SUGAR Cosmetics in their endorsement agreement with actor Ranveer Singh
	3

# SOME OF OUR MARQUEE DEALS

CORPORATE AND COMMERCIAL

fiserv.	Fiserv Inc (a global Fintech company) for establishment of offices across India, advising on acquiring office on commercial leasehold basis, and on issues concerning commercial and business affairs on legal structuring drafting and negotiating of documents and in certain other corporate advisory services.
	<ul> <li>GoQuest Media Venture group on advising on the complex corporate matrix structure across globe, advising on various aspects of contract drafting and contract management, legal structuring drafting and negotiating of Content Distribution Agreement and protection of intellectual property rights and in certain other corporate advisory services.</li> </ul>
🕐 NTT Group	NTT group in its winding up of the joint venture NTT Communications India Networks Private Limited.
çornpidne.	<ul> <li>Rubique Technologies India Private Limited advising on strategic tie up with National Skill Development Corporation, India for providing loan to micro, small and medium enterprises at a minimum time lag and maximum loan sanction and in certain other corporate advisory services.</li> </ul>
safari	Safari Industries (India) Limited advising on distribution and agency issues, outsourcing, partnering arrangements and regulatory matter in certain other corporate advisory services.
a Finable company	<ul> <li>Unimoni Financial Services Private Limited advising on setting the digital eco-system for undertaking business of micro lending and proving loan against gold, corporate commercial matters ranging from compliances, corporate laws, human resources, contractual advisory, real estate related matters and in certain corporate advisory services.</li> </ul>
Utkarsh Small Finance Bank	<ul> <li>Utkarsh Small Finance Bank advising on corporate restructuring, rights issue, issues concerning commercial and business affairs on legal structuring, commercial arrangements, corporate legal affairs, formation of legal entities in India, legal and regulatory compliances representing as company's general counsel and in certain corporate advisory services.</li> </ul>
Versura )( Shiksha	<ul> <li>Versura Shiksha Services Private Limited advising on setting up and procuring license of the first in kind on non-banking financial company for infrastructure education finance in India and in certain other corporate advisory services.</li> </ul>
Content Process	<ul> <li>Wonder Home Finance Limited advising and structuring of housing finance company, end-to-end services in structuring, drafting and negotiating documents, commercial arrangements, corporate legal affairs, legal and regulatory compliances by housing finances company and in certain other corporate advisory services.</li> </ul>
prepmyskills	<ul> <li>For advising on various aspects of contract drafting and contract management, litigation management, legal structuring drafting and negotiating of various aspects of Strategic Agreement in relation to business partnership with education institutions and in certain corporate advisory services including intellectual property rights registration.</li> </ul>
Shaping a more livable world.	<ul> <li>For advising on various aspects on setting up business in India, advising on various business model that would embrace the rigors of the marketplace, competition and innovation for DAI business activities and contract drafting of Built, Own, Operate and Transfer Agreement and other allied agreements for business operation in India.</li> </ul>
TELEDYNE TECHNOLOGIES Everywhereyoulook	<ul> <li>For advising on various aspects on evaluating the optimum management team structure to undertake the business activities in India and in certain corporate advisory services.</li> </ul>
	D Cube Analytics in its acquisition by Trinity Life Sciences and disinvestment by D Cube Analytics Inc (US)

# SOME OF OUR MARQUEE DEALS

🛞 NOBROKER	<ul> <li>NoBroker Technologies Solutions Private Limited (the Company) in the Series C round of investment INR 374 Crore approximately from General Atlantic Singapore Fund Pte. Ltd., SAIF and BEENEXT Pte.</li> </ul>
	<ul> <li>Resonance Eduventures in their Series A funding of INR 670 Crore from KKR and in their exit to CLSA and Milestone PE of INR 500 Crore approximately.</li> </ul>
CORONA Remedies Pvt Ltd.	<ul> <li>Corona Remedies Private Limited in their funding of INR 118 Crore approximately from Creador Capital.</li> </ul>
	<ul> <li>Nordic Microfinance Initiative in its exit from Fusion Micro Finance Private Limited and investment in Fusion by Warburg Pincus in a deal size of INR 600 Crores approximately.</li> </ul>
	<ul> <li>Nordic Microfinance Initiative in relation to its Series A investment in SEWA Grih Rin Limited along with other investors including WWB Asset Management as well as three existing investors including HDFC Holdings, Oikocredit and Omidyar Network Fund Inc in a deal size of INR 159 Crores approximately.</li> </ul>
NORDIC	<ul> <li>Nordic Microfinance Initiative in its additional investment in Svasti Microfinance Pvt Ltd along with other existing investors and certain family offices in a deal size of INR 74 Crores approximately.</li> </ul>
MICROFINANCE INITIATIVE	<ul> <li>Nordic Microfinance Initiative in its Series E round investment in Dvara KGFS (formerly IFMR Rural Channels and Services) in a deal size of INR 70 Crores approximately.</li> </ul>
	Nordic Microfinance Initiative in its Series B investment in Svasti Microfinance Private Limited in a deal size     of INR 34 Crores approximately.
	Nordic Microfinance Initiative in its proposed exit from Utkarsh Micro Finance Limited.
	<ul> <li>Nordic Microfinance Initiative in certain aspects with relation to its investment in RGVN (North East) Microfinance Ltd.</li> </ul>
	• WinZO in its Series C fundraise from Griffin Gaming Partners in a deal size of INR 486 Crore approximately.
WINZO	<ul> <li>WinZO in its series B round of funding from Makers Fund II Company Limited, Courtside Group, Kalaari Capital Partners Fund III, LLC and certain other investors including the Promoters in a deal size of INR 134 Crore approximately.</li> </ul>
	<ul> <li>Finova Capital Private Limited in its Series D round of funding from Norwest Venture Partners, Maj Invest, and Faering Capital in a deal size of INR 492 Crore approximately.</li> </ul>
	<ul> <li>Finova Capital Private Limited in its Series C round of funding from SCI Growth Investors III (Sequoia), Faering Capital India Evolving Fund II and Faering Capital India Evolving Fund III (Faering Capital) in a deal size of INR 260 Crore approximately.</li> </ul>
	<ul> <li>Finova Capital Private Limited in its Series B round of funding of INR 106 Crore approximately from Faering Capital and Sequoia Capital.</li> </ul>
	Finova Capital Private Limited in its Series A round of funding of INR 38 Crore financing from Sequoia Capital.
	<ul> <li>DeHaat in its Series D round of funding from Sofina, Lightrock, Temasek and existing investors in a deal size of INR 861 Crore approximately.</li> </ul>
DeHaat Seeds to Market	<ul> <li>DeHaat in its series E round of funding led by Sofina Ventures and Temasek along with participating investors, RTP Global Partners III, L.P., LR INDIA FUND I S.a.r.I., SICAV-RAIF, and Naspers Ventures B.V.(Prosus) in a deal size of INR 486 Crore approximately.</li> </ul>
	<ul> <li>DeHaat in its Series C round of investment from multiple investors in a deal size of INR 223 Crore approximately.</li> </ul>
	<ul> <li>DeHaat in its Series A round of funding of INR 29 Crore from Omnivore Partners and Pi Ventures.</li> </ul>
AGNEXT	<ul> <li>AgNext Technologies in its series A rounding of funding led by Alpha Wave Incubation (AWI), managed by Falcon edge Capital, LP, along with existing investor partners Omnivore and Kalaari Capital in a deal size of INR 157 Crore approximately.</li> </ul>
Sunstone Eduversity Corporate in Campus	<ul> <li>Sunstone Eduversity in its series C funding from WestBridge Capital in a deal size of INR 278 Crore approximately.</li> </ul>
	<ul> <li>Sunstone Eduversity in its series B funding from WestBridge Capital with participation from existing investors, Saama Capital, Alteria Capital, and Work10m in a deal size of INR 209 Crore approximately.</li> </ul>
	Sunstone Eduversity in its series A round of funding from Saama Capital and another investor in a deal size of INR 24 Crore approximately.

# SOME OF OUR MARQUEE DEALS

# PRIVATE EQUITY AND VENTURE CAPITAL

Ž Battery Smart	<ul> <li>Battery Smart in its fundraise from existing investors including Tiger Global, Blume Ventures, Ecosystem Integrity Fund and British International Investment PLC in a deal size of INR 271 Crores approximately.</li> </ul>
FINANCE	<ul> <li>IKF Finance in its Capital round of funding led by Accion's Digital Transformation Fund in a deal size of INR 250 Crores approximately.</li> </ul>
SSUGAR	<ul> <li>SUGAR Cosmetics in its Series D fundraise from L Catterton and existing investors including A91 Partners, Elevation Capital, and Indian Quotient in a deal size of INR 389 Crores approximately.</li> <li>SUGAR Cosmetics in its Series C fundraise from Elevation Capital, A91 Partners, and India Quotient in a deal size of INR 152 Crores approximately.</li> <li>SUGAR Cosmetics in their round of fundraise from actor Ranveer Singh</li> <li>SUGAR Cosmetics and its Promoters in relation to lending in the Company by Stride Venture India Debt Fund-1 in a deal size of INR 10 Crores approximately.</li> </ul>
Aavishkaar Group	<ul> <li>Avishkaar Bharat Fund in its investment in Series B round of fundraise by Caminos Logistics Solutions Private limited (GoBolt) in a deal size of INR 149 Crore approximately.</li> <li>Aavishkaar Bharat Fund Capital in its investment in MoooFarm series A round of funding in a deal size of INR 107 Crore approximately.</li> <li>Aavishkaar Bharat Fund in relation to its Series A investment of INR 40 Crore in Camions Logistics Private Limited.</li> </ul>
Teachmint	<ul> <li>Teachmint in its Series B fundraise from Rocketship.vc and Vulcan Capital along with Goodwater Capital and Epiq Capital as well as existing investors in a deal size of INR 584 Crore approximately.</li> <li>Teachmint Technologies in its Pre-Series B fundraise led by Learn Capital and with participation from CM Ventures in a deal size of INR 149 Crore approximately.</li> <li>Teachmint Technologies in its Series A fund-raise from Learn Capital and existing investors in a deal size of INR 121 Crore approximately.</li> <li>Teachmint Technologies Private Limited in their series seed round of investment from Lightspeed India Partners II, LLC, AL Trust via Vistra ITCL (India) Ltd, TM Fund I series of Better Capital, LP, Kunal Bahl and RohitKumar Bansalin a deal size of INR 25 Crore approximately.</li> <li>Teachmint Technologies Pvt. Ltd. in its pre-series A round of funding from Better Capital and Titan Capital.</li> </ul>
Redcliffe	<ul> <li>Redcliffe Lifetech in its Series B fund raise from LeapFrog Investments with participation from Healthquad, Schroders, LC Nueva, Growth Spark Ventures and existing investors Chiratae Ventures and Alkemi Venture Partners in a deal size of INR 470 Crore approximately.</li> </ul>
PLIX	• Satiya Nutraceuticals in its acquisition by Marico in a deal size of INR 369 Crores approximately.
PHYSICS WALLAH	<ul> <li>PhysicsWallah in its acquisition of iNeuron in a deal size of INR 244.2 Crores approximately.</li> <li>PhysicsWallah in its joint venture with Utkarsh Classes.</li> </ul>
iNeur	• iNeuron in its acquisition by PhyscisWallah in a deal size of INR 244.2 Crores approximately.
	Utkarsh Classes in its joint venture with PhysicsWallah.

## SOME OF OUR MARQUEE DEALS

	Tano Capital and Aavishkaar in the Series A investment raised by Arohan Financial Service Limited from Maj Invest amounting to INR 144 Crore approximately.
TANO	Tano Capital in its Series B investment in Arohan Financial Services Private Limited amounting to INR 60 Crore.
	<ul> <li>For advising on various aspects on strategic exit from their portfolio companies, on takeover regulations, insider trading regulations and in certain corporate advisory services.</li> </ul>
SKILL-LYNC	<ul> <li>Skill-Lync Inc. in its Series A fundraise from Iron Pillar and other investors in a deal size of INR 131 Crore approximately.</li> </ul>
FIVE STAR	<ul> <li>Five Star Business Credits in their Series A funding of INR 114 Crore from Morgan Stanley PE and Matrix Partners.</li> </ul>
XPONENTIA CAPITAL PARTNERS	<ul> <li>Xponentia Capital Partners in its investment in mortgage tech start-up, Easy, as part of the start-up's Series A fundraise of INR 112 Crore approximately.</li> </ul>
BOX	• Poncho Hospitality Private Limited (BOX 8) in its Series C round of funding of approximately INR 105 Crore.
SLICEPAY	<ul> <li>Garage Preneurs Internet Private Limited in its Series A round of funding of approximately INR 105 Crore from Finup Financial Technology Group.</li> </ul>
6	Utkarsh Micro Finance Limited in its rights issue of more than INR 100 Crore.
Utkarsh Micro Finance Ltd.	• Utkarsh Micro Finance Limited in Series B Responsability Fund investment of approximately INR 55 Crore.
	<ul> <li>Utkarsh Micro Finance Limited in its restructuring and related aspects in relation to holding company and SFB.</li> </ul>
	<ul> <li>Camden Town Technologies Private Limited (ZestMoney) in its Series A round of funding of INR 93 Crore approximately from Xiaomi.</li> </ul>
	Pickrr Technologies In its series B round of funding from IIFL, Amicus Capital, Ananta Capital along with
📚 Pickrr	<ul> <li>existing investors, Omidyar Network India and Guild Capital in a deal size of INR 89 Crore approximately.</li> <li>Pickrr Technologies Private Limited in its seed funding from Guild Capital and Omidyar Network India in a deal amount of INR 29 Crore approximately.</li> </ul>
¥ APNA MART	<ul> <li>Fleet Technologies (Apna Mart) in its Series A round of funding from Accel and Sequoia in a deal size of INR 78.6 crores approximately.</li> </ul>
X	Corner Store Technologies Private Limited in its Series B round of funding of approximately INR 75 Crore.
🖏 LifCare	Corner Store Technologies Pvt Ltd (Lifcare) in its angel funding of approximately INR 33 Crores     approximately from Nexus Venture and Saif Partners and seed funding of INR 6.6 crore.
	<ul> <li>Natural Capsules Limited in its fundraise from Somerset Indus Healthcare Fund II and Somerset Indus Healthcare India Fund in a deal size of INR 75 Crores approximately.</li> </ul>
LOAN FRAME	<ul> <li>Loan Frame Technologies Pte. Ltd. in its Series A round of funding of INR 70 Crore from Gojo &amp; Company, Inc.</li> </ul>

## SOME OF OUR MARQUEE DEALS

experian.	<ul> <li>Experian Credit Information Company of India Private Limited in Axis Bank's sale of approximately INR 64 Crore.</li> <li>Experian in sale of entire stake by Punjab National Bank in Experian Credit Information Company of India of approximately INR 32 Crore.</li> <li>Experian in sale of entire stake by India Bank in Experian Credit Information Company of India of approximately INR 23 Crore.</li> </ul>
	<ul> <li>Sindhuja Microcredit Private Limited in its Series B round of funding of INR 70 Crore from Nordic Microfinance Initiative and Carpediem Capital Partners.</li> <li>Sindhuja Microcredit Private Limited in its Series A round of funding of INR 25 Crore from Carpediem Capital Partners.</li> </ul>
	<ul> <li>Sukino Healtcare Solutions Private Limited in its Series A round of funding from Stakeboat Capital in a deal size of INR 50 Crores approximately.</li> </ul>
Hare to enitch	<ul> <li>Ashish Life Science Private Limited in its Series A round of funding of INR 45 Crore from Eight Roads Ventures and Anterra F&amp;A Ventures.</li> </ul>
CSOM)	HR Food Processing Private Limited (Osam Dairy) in their Series B fund raise of approximately INR 45 Crore from Lok Capital and Aavishkaar.
YELL OW CLASS	<ul> <li>Yellow Class in its Series A round of funding from from Elevation Capital along with existing investors, India Quotient, Titan Capital, and First Cheque and certain angel investors in a deal size of INR 44 Crore approximately.</li> </ul>
3 <sup>∞</sup> FLIX <sup>®</sup>	3RDFlix Visual Effects Pvt. Ltd, an ed-tech startup raises pre-Series A funding of INR 36 Crore from Exfinity Technology Fund Series II, YourNest India VC Fund II and Parampara Early Stage Opportunities Fund-Series I.
caffeine	<ul> <li>PEP Technologies Private Limited (mCaffeine) in its Series C round of funding, led by Paragon Partners in a deal size of INR 240 Crore approximately.</li> <li>PEP Technologies Private Limited (mCaffeine) in its series B round of funding, from Amicus Capital Partners India Fund I, Amicus Capital Private Equity I LLP, RP-SG Ventures Investment Trust and other investors in a deal size of INR 44 Crore approximately.</li> <li>PEP Technologies Private Limited (mCaffeine) in its Series A round of funding, led by RP-SG Ventures.rt in a deal size of INR 13 Crore approximately.</li> <li>PEP Technologies Private Limited (mCaffeine) in its funding by RP-SG Ventures Investment Trust, Lets Venture, Telama Investment and others in a deal size of INR 7 Crore approximately.</li> </ul>
Easebužs	Easebuzz Private Limited in its Series A round of funding from 8i Ventures, Varanium Capital, and Guild Capital in a deal size of INR 29 Crore approximately.
SPECIALE INVEST	<ul> <li>Speciale Invest in its seed round of funding in Mindgrove Technology along with other investors, Sequoia Capital India and Whiteboard Capital, in a deal size of INR 29 Crores approximately.</li> </ul>
▲ FLIPSPACES	<ul> <li>Flipspaces Technologies Labs Private Limited in its Series A round of funding from Carpediem Capital Partners in a deal size of INR 25 Crores approximately.</li> </ul>
	8

## SOME OF OUR MARQUEE DEALS

# PRIVATE EQUITY AND VENTURE CAPITAL

InstaOffice	<ul> <li>Instaoffice Business Solutions Private Limited in its angel funding led by Globevestor Funds, LLC of INR 20 Crore approximately.</li> </ul>
çornpidne.	Rubique Technologies India Private Limited in its Series A round of INR 20 Crore from Kalaari Capital. YourNest Angel Fund, Globevestor and Dexter Angel Circle.
M POWER MICRO FINANCE PVT. LTD.	<ul> <li>M Power Microfinance Private Limited in its Series A funding of INR 18 Crore from India Nivesh Capital Limited.</li> </ul>
	<ul> <li>Kapiva Ayurveda in its Series A round of funding of approximately INR 18 Crore from Fireside Ventures and the family office of TV Mohandas Pai.</li> <li>Kapiva Ayurveda is in its pre-series A round of funding of approximately INR 15 Crore.</li> </ul>
: meddo	Arctern Healthcare Private Limited (Meddo) in its Pre-Series A3 funding from Alkemi Venture Fund I (Alkemi) in a deal size of INR 14 Crores approximately.
Brain4ce	Brain4ce Education Solutions Private Limited in its first round of funding of INR 14 Crore from Leo Capital.
THE SARADI PATH EDUCATION COMPANY	<ul> <li>Karadi Path Education Company Private Limited raises funding of INR 13 Crore from Education Catalyst Fund and PVNT Limited.</li> </ul>
<b>Bharat</b> Agri	Bharat Agri in its Pre-Series A round of investment from 021 Capital Scheme 1 in a deal size of INR 14 Crore approximately.
SHEROES	<ul> <li>Applied Life Private Limited (Sheroes) in their Series A fund raise led by Lumis Partners of approximately INR 12 Crores.</li> </ul>
JOSH TALKS	<ul> <li>Josh Talks Private Limited in its round led by Ankur Capital raises INR 27 Crore approximately.</li> <li>Josh Talks Private Limited in its Pre - Series A fund raise from New York-based Media Development Investment Fund (MDIF) in deal size of INR 11 Crore approximately.</li> </ul>
AVAANA	<ul> <li>Avanaa Capital in its investment raised by Nupa Technologies (Eggoz) Private Limited via Avaana Capital Growth Fund I, Rebright Partners III Investment Partnership and AL Trust in a deal size of INR 11 Crores approximately.</li> </ul>
ili Famy Care Ltd.	Rubix Data Sciences Private Limited in its Series A round of funding of INR 10 Crore.
FINTECH Forward your dealery	<ul> <li>Knight Fintech in its investment by Seabright III Limited (Prime Ventures) in deal size of INR 8 Crore approximately.</li> </ul>

### SOME OF OUR MARQUEE DEALS



## SOME OF OUR MARQUEE DEALS

## PRIVATE EQUITY AND VENTURE CAPITAL

STYLEDOTME	Styledotme Fashion and Lifestyle Private Limited in its Series A funding by Jewelex India and existing IAN in a funding round of approximately INR 3 Crore approximately.
ROCKSPORT	Great Rocksport Private Limited in its fundraise from Mahindra Holidays & Resorts India in a deal size of INR     3 Crore approximately.
i Multibhashi	<ul> <li>Multibhashi Solutions Pvt Ltd in its investment by RareJob and other existing investors in a deal size of INR 2 Crores approximately.</li> </ul>
	AlphaVector (India) Private Limited raises Pre - Series B from Avaana Capital & Snapdeal Founders Rohit Bansal and Kunal Bahl in a deal size - Confidential - Pre - Series B.
<b>OPEN</b> SECRET	<ul> <li>Open Secret by Immaculatebites Private Limited in its series A round of funding from Sixth Sense India Opportunities III, Matrix Partners India Investment III,LLC, and Matrix Partners India III AIF Trust.</li> <li>Open Secret by Immaculatebites Private Limited in its series B round of funding led by Ananta Capital and other existing investors including Sixth Sense Ventures and Matrix Partners India along with an angel investor- Gautam Kumra from Mckinsey &amp; Company.</li> </ul>
Gojo & Company, Inc.	<ul> <li>Gojo &amp; Company in the sale of its partial stake in Aviom Housing Finance in a deal size of INR 246 crores approximately.</li> <li>Gojo &amp; Company in its Series B round of investment in MyShubhLife in a deal size of INR 100 Crore approximately.</li> <li>Gojo &amp; Company in its Series C round of investment raised by Aviom India Housing Finance from Sabre Partners in a deal size of INR 59 Crore approximately.</li> </ul>
。 SEQUOIA 些	<ul> <li>Sequoia in its seed round of funding in Boxs (D2B Technologies Pvt. Ltd.) via Surge Ventures III</li> </ul>



Disclaimer: All trademarks/logos of clients used here are for representative purpose only.



# KEY TRANSACTIONS OF OUR PARTNER

PRIVATE EQUITY AND VENTURE CAPITAL

IN HIS ERSTWHILE CAPACITY

	Wildcraft in its Series B fundraise from Sequoia Cpaital.
WILDCRAFT	Wildcraft in its Series C fundraise from one of India's leading e-commerce companies.
•	Wildcraft in its Series D fundraise lead by Fidelisworld.
CUEMATH	<ul> <li>Cuemath in its Series C round co-led by Lightstone Fund (LGT Lightstone Aspada) and Falcon Edge's Alpha Wave Incubation, alongside existing investors CapitalG and Sequoia and Manta Ray Ventures in a deal size of US\$ 40 million approximately.</li> </ul>
	• Cuemath in its Series B2 fundraise round led by Manta Ray Ventures alongside existing investors CapitalG and Sequoia for a deal size of USD 5.5 million approximately.
•	<ul> <li>TR Capital in its exit from FlipKart via a share buyback.</li> </ul>
TR CAPITAL	<ul> <li>TR Capital in its secondary purchases of stake in Lenskart Solutions via from existing shareholders, Unilazer Alternative Ventures and TPG Growth.</li> </ul>
	• TR Capital in relation to various proposed share issuances and transfers viz., Urban Ladder.
	• TR Capital in its primary investment into one of India's leading accessories' companies.
•	<ul> <li>Speciale Invest Fund in its early-stage and seed investment into Agnikul Cosmos.</li> </ul>
	<ul> <li>Speciale Invest Fund in its early-stage and seed investment into CYNLR (co-investment alongside Arali Ventures).</li> </ul>
SPECIALE INVEST FUND	• Speciale Invest Fund in its early-stage and seed investment into Astrogate labs (co- investment alongside Anicut Angel Fund, Firstcheque and Suprvalue).
	Speciale Invest Fund in its early-stage and seed investment into ePLANE Company.
	Speciale Invest Fund in its early-stage and seed investment into Uravu Labs Private Limited.
	Speciale Invest Fund in its early-stage and seed investment into Qunu Labs Private Limited.
	Speciale Invest Fund in its early-stage and seed investment into Vyuti Systems Private Limited.
	<ul> <li>Datasigns Technologies in its fundraise lead by Gojo &amp; Company Inc in a deal size of USD 6.63 million approximately.</li> </ul>
	<ul> <li>Datasigns Technologies its fundraise lead by Omidyar Network along with the existing investors in a deal size of USD 4.8 million approximately.</li> </ul>
DATASIGNS TECHNOLOGIES	<ul> <li>Datasigns Technologies in its fund raise lead by Patamar Capital, along with the existing investors in a deal size of US\$ 3.76 million approximately.</li> </ul>
	Datasigns Technologies in their Angel / HNI fundraise.
	Datasings Technologies in its pre-Series A fundraise from Sri Capital, Beenext and Pravega.
	Datasigns Technologies Series A fundraise lead by VC firm, Saama Capital.
CLOVER	<ul> <li>Clover in its Series A fundraise from Omnivore alongside existing investors Accel and Mayfield in a deal size of USD 5.5 million.</li> </ul>



(12)

#### KEY TRANSACTIONS OF OUR PARTNER IN HIS ERSTWHILE CAPACITY

PRIVATE EQUITY AND VENTURE CAPITAL

Agnikul Cosmos in its Pre-Series A fundraise from Pi Ventures, alongside existing investor, **AGNIKUL COSMOS** Speciale Invest in a deal size of USD 3 million approximately. Detect Tech in its Series A1 fundraise lead by Saif and primary investment from existing shareholders, Axilor and Bharat Innovation Fund. Detect Tech in its fund raise through the issuance of debentures to Stride Venture India Debt DETECT TECH Fund-1. Detect Tech in its Series A3 fundraise from Shell Ventures B.V. Detect Tech in its fundraise from Accel Partners and Elevation Capital (formerly, SAIF Partners) in a deal size of of USD 12 million approximately. ULTRAVIOLETTE Ultraviolette Automotive in relation to its bridge fundraise and subsequent larger fundraises including from including from TVS Moters. **AUTOMOTIVE FLEEK** Fleek Tecchnologies in its seed round of funding from private equity and venture capital funds **TECHNOLOGIES** including a few prominent angel investors. PRIVATE LIMITED **KALAARI CAPITAL** Kalaari Cpaital in its seed investment into Atirath Gaming Technologies Private Limited. **PARTNERS INDIA IV** Intech DMLS in its strategic fundraise from a leading German company in additive manufacturing, **INTECH DMLS** DMG Mori PRAGATI • Pragati Automation in their fund raise from DMG Mori. AUTOMATION



# OUR SERVICES IN THE PRIVATE EQUITY AND VENTURE CAPITAL AREA OF PRACTICE



#### Transaction Related Assistance

- Legal Due Diligence
- Entry and Exit Strategies
- Advice on Foreign Exchange & Corporate Laws
- Inputs on Financial Models and Governance.

#### Advisory & Documentation

- Advising and assisting on review of pre and post conditions precedent, corporate resolutions and closing certificates.
- Assisting in regulatory filings/applications necessary for transactions.
- Drafting, negotiating and finalising all sorts of transactional documents.

#### Transactional Documentation & Negotiations

- Term-Sheets
- Share Subscription / Purchase Agreements
- Shareholders' Agreements
- Employment Agreements
- Business Transfer Agreements

- Non-Compete/Solicitation Agreements
- Non-Disclosure Agreements
- Escrow Agreements
- Schemes of Arrangements

## **OUR SERVICES IN THE CORPORATE AND COMMERCIAL AREA OF PRACTICE**

#### Advisory & Documentation

- Legal Structuring
- Capital Markets (including, IPOs, QIPs, and related documentation)
- Corporate Investigations & Due Diligence
- Employment Strategy and Documentation
- Employee Stock Options & Share Plans
- Business Contracts Advisory
- IP Agreements, SaaS Agreements, Technology Transfer Agreements, EULA & other Licensing Agreements
- Copyright, Trademark, Patent Advisory
- Start-up Advisory
- Assisting in regulatory filings/applications and obtaining approval/clarification/registrations/licenses from regulatory authorities
- Rights and Preferential Issues
- Buyback of securities

#### Regulatory & Sectoral Experience

- Reserve Bank of India
- Enforcement Directorate
- Competition Commission
- Securities Exchange Board of India
- Automobile
- Banks & Financial Institutions
- Consumer Durables & FMCG
- E-commerce & Retail
- Energy
- Healthcare
- Hospitality
- Infrastructure
- Insurance
- IT & ITES
- Non-Banking Financial Companies
- Pharmaceutical
- Real Estate, including, SEZs & Malls
- Telecommunications
- Warehousing & Logistics

# **AWARDS & RECOGNITIONS**









INDIA BUSINESS LAW JOURNAL

- Ranked in Chambers Asia-Pacific for Private Equity, India 2021, 2022, 2023 & 2024
- Ranked in band 4 of practice area "Investment Funds" for the Asia-Pacific region 2020
- Recognised as Firms to Watch in Corporate and M&A 2022
- Ranked in Private Equity and Investment Funds & White-Collar Crime 2021, 2022 & 2023
- Ranked in Corporate and M&A 2023
- Recognised as Firms to Watch in Life Sciences & Healthcare Sector 2023
- Ranked Among Top 40 Law Firms 2017 & 2019
- Awarded Adjudged Rising Star
- Awarded the Best New Law Firm 2017 & 2018
- Awarded Top 10 Law Firm in Private Equity Practice 2018
- Awarded Best Indian Law Firm 2019
- Won Indian Law Firm Awards in Private Equity & Venture Capital 2019, 2020 & 2021
- Recognised as Award Winning Law Firm in Education Sector 2021 & 2022, in Startup Sector - 2022 & 2023 and in Corporate Commercial - 2023 & 2024
- 40 under 40 2018
- Best Boutique Law Firm 2018
- Who's Who ALB 2018 & 2019
- Awarded as a Notable Law Firm in ALB M&A Rankings 2019
- Recognised as India Firms to Watch 2021
- Ranked for Mergers & Acquisitions 2022, 2023 & 2024
- Recognised as Notable Firm in Private Equity & Investment Funds Segments - 2019 & 2020
- Recognised as "The Highest Rated Law Firm" for Private Equity by Asialaw Client Service Excellence - 2021
- Ranked for Private Equity, Investment Funds & Corporate and M&A practice - 2022 edition
- Ranked in Private Equity, Investment Funds, Corporate and M&A, and Restructuring & Insolvency practice areas along with Banking & Financial Services, Technology & Telecommunications, and Pharmaceutical & Life Sciences industry sectors - 2022-23 & 2023-24 research edition.





## **AWARDS & RECOGNITIONS**



- Recognised as a Recommended Firm 2019 & 2021
- Recognised as a Recommended Firm in Mergers & Acquisitions, Private equity, Restructuring & Insolvency - 2022
- Recognised as a Notable Law Firm in Private Equity Practice 2019, 2020, 2021 & 2023
- Recognised as a Notable Law Firm in Restructuring & Insolvency 2020, 2021 & 2023
- Recognised as a Notable Law Firm in Mergers and Acquisitions 2021 & 2023
- Enlisted as one of the Top Law Firms Below 10 Years Exp for Private Equity & Venture Capital and Corporate & Commercial Practices - Legal Powerlist by Forbes India 2020
- Enlisted as one of the Top Law Firms Below 10 Years Exp for Corporate & Commercial, Joint Venture, M&A, PE & VC, Restructuring, Insolvency & Bankruptcy and White Collar Crime - Legal Powerlist by Forbes India 2021 & 2022
- Awarded Debutant Law Firm of the Year in Private Equity & Venture Capital League table - 2016
- Ranked among Top 10 Youngest Law Firm in the Private Equity Segment -2016, 2017, 2018 & 2019
- Ranked among Top 10 Law Firm in Private Equity League Tables 2021, 2022, 2023 & 2024
- Ranked among Top 10 Law Firm in M&A League Tables 2022, 2023 & 2024



Ranked among Top 10 Law Firms in the Private Equity Segment - 2019

# BW BUSINESSWORLD



- Awarded Emerging Law Firm of the Year 2019
- Recognised as Law Firm of the Year in Private Equity 2022



IFLR10



#### **PROACTIVE | PEDIGREE | PERFORMANCE**

# WE'RE LISTENING

VINAYAK BURMAN Founder & Managing Partner vinayak@verticespartners.com

ARCHANA KHOSLA BURMAN Founder Partner archana@verticespartners.com

AMIT VYAS Founder Partner amit@verticespartners.com

AMIT MANUBARWALA Senior Partner amitm@verticespartners.com

SIDDHARTH RAJA Senior Partner siddharth@verticespartners.com

VISHAL MEHTA Partner vishal@verticespartners.com

MMANASI PATHAK VERMAA Partner manasi@verticespartners.com

RAJAT AGARWAL Partner rajat@verticespartners.com

VIKRANT ANAND Partner vikrant@verticespartners.com

MANU VARGHESE Partner manu@verticespartners.com



## **OFFICE ADDRESS**

#### Mumbai (HO)

Tulsiani Chambers, 801-804, A Wing, 8th Floor, Free Press Journal Marg, Nariman Point, Mumbai - 400021 E: connect@verticespartners.com P: +91 22 40078000

#### Gurugram

Enkay Global, 150, Second Floor, Udyog Vihar Phase 1, Sector 20, Gurugram, Haryana - 122022 E: connect@verticespartners.com P: +91 124 4561200

#### Bengaluru

Mayo Centre, 3rd Floor, No. 12, Commissariat Road, Bengaluru - 560025 E: connect@verticespartners.com P: +91 80 42131571

