



## NIPUN VAID

**Designation:** Partner

[Nipun.Vaid@sarafpartners.com](mailto:Nipun.Vaid@sarafpartners.com)

**Expertise:** Mergers & Acquisitions, Private Equity & Venture Capital, General Corporate and Restructuring & Insolvency

**Education:** – B.A. LL.B (Hons.), National Law School of India University

**Bar Admission:** Bar Council of Delhi; Member of International Bar Association

### Awards and Recognitions:

- Recognised as '**Recommended Lawyer**' for Corporate and M&A practice by the Legal 500 Asia-Pacific Rankings 2024.
- Consistently been recognised as '**Notable Practitioner**' for Corporate and M&A practice by IFLR 1000 Asia-Pacific Rankings, 2019 – 2023.
- Featured in **BW Legal World 40 under 40 Elite Club of Lawyers and Legal Influencers**, 2021.

**Overview:** Nipun Vaid is a Partner in Firm's corporate practice and specialises in M&A, private equity and general corporate. She advises on both the buy and sell side and has worked on several high value, multi-jurisdiction transactions in several sectors including BFSI, energy, infrastructure, retail, manufacturing, pharma, telecom and ITeS etc.

She has assisted clients in negotiated transactions as well as acquisitions under the IBC and SARFAESI Act. In addition to transaction advisory, she also routinely advises clients on regulatory compliance, general business operations and risk mitigation.

Her work experience includes strategic advisory and assistance with deal discovery, due diligence, drafting, negotiation, transaction closing and post-closing advisory, general corporate advisory on operational issues, dispute resolution strategy and advise, exits, and restructuring.

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**Experience:** An illustrative list of matters handled by Nipun is as below:

- **ArcelorMittal Nippon Steel India Limited:** advised on the acquisition of Essar Steel India Limited, Bhandar Power Limited and Essar Power (Orissa) Limited through debt restructuring based transactions under IBC, 2016 and SARFAESI Act, 2002. Lead the process for diligence, negotiations, document finalisation and additionally advised on the post-acquisition efficiencies including transfer of operations, employees, contracts etc.
- **NTT Data:** Advised on multiple general corporate issues including leasing of property, employee restructuring and US\$ 3 billion global acquisition of Dell's IT services business spanning across the USA, certain EMEA countries, Asia and comprising of technology infrastructure services, cloud services, application services, and business process outsourcing. Advised on Indian aspects of the acquisition and integration/transition of Dell businesses in India into NTT existing operations. Amalgamation of two Indian subsidiaries for bringing in efficiencies in the India operations through a court approved merger application.
- **Metropolis Healthcare's acquisition of a Diagnostic Chain:** advised on deal structure, diligence, drafting, negotiation and execution of transaction documents for the acquisition including developing structure that would maximise operational efficiencies from day 1 post deal closure.
- **Motilal Oswal Real Estate Fund:** advised on the acquisition of interest in a SPV for development of mixed-use real estate project in Pune. Ongoing advise on several existing projects requiring restructuring on account of counter-party defaults.
- **Global Infrastructure Partners:** on acquisition of the infrastructure fund management business of IDFC Alternatives Limited by implementing a business transfer transaction.
- **Lighthouse Funds:** advised on investments by the fund in
  - Tynor Orthotics Limited,
  - Stylam Industries Limited, and
  - V2 Retail Limited.
- **Samara Capital:** oversaw legal due diligence, development of transaction strategy, negotiation and finalisation of the legal documents and closure of transaction for acquisition of several manpower staffing companies across India through the platform FirstMeridian Business Services Private Limited.
- **Constructions industrielles de la Méditerranée:** on setting up of an Indian joint venture along with Martin GmbH and bidding for waste to energy conversion projects in India.
- **Financial Inclusion & Network Operations Limited,** a company engaged in providing support services to the microfinance sector: receiving of investments from Blackstone, HSBC Private Equity, IFC, Intel Capital, Bharat Petroleum, ICICI Prudential, ICICI Lombard and ICICI Bank.

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- **JSW Sports:** lead the legal due diligence and advised on investment structuring in the Delhi Daredevils franchise owned by GMR Group.
  - **ASK Group:** investment of Rs. 150+ crores in ATS Group, a Noida based Infrastructure company that has developed several large-scale projects in the National Capital Region, India.
  - **Sapphire Foods India Private Limited, a company funded by a consortium of investors namely Goldman Sachs, CX Partners, Samara Capital etc.:**
    - Acquisition of over 235 KFC and Pizza Hut stores in India and Sri Lanka from multiple sellers and integrating them into a single platform.
    - Continuing to advice on general corporate matters including settlement of ongoing disputes and further acquisitions.
  - **Jet Airways Limited:** lead the due diligence on, and advised on the resolution plan presented by the client in its capacity as a resolution applicant for the corporate insolvency resolution process of, Jet Airways Limited.
  - **Cube Highways:** advised on the legal due diligence and structuring of the transaction involving acquisition of Delhi-Agra Toll Road Private Limited from Reliance Infrastructure Limited.
  - **Start-up Accelerators:**
    - Advised Indian School of Management & Entrepreneurship (ISME) and the Indian School of Design & Innovation ("ISDI") on the setting up of their start-up accelerators (ISME accelerator catering to the Fintech sector and ISDI accelerator catering to the design innovation sector).
    - advised ISME accelerator and ISDI accelerator on a series of proposed venture capital investments in Indian start-ups.
  - **Carlyle - Metropolis:** acted for and advised Carlyle on its acquisition of stake held by Dr GSK Velu in Metropolis Healthcare Limited. Oversaw legal due diligence and advised on structuring, drafting and negotiations as well as on employment and intellectual property matters.
  - **FMC:** Advised on general corporate matters including spin-off of the N-Butyllithium division into a separate entity, employee restructuring, and asset transfer for intellectual property.
  - **Apollo Hospitals:** Advised on the joint venture arrangement with Medtronic.