

Start-Ups and Emerging Companies



AZB & Partners has extensive experience in advising emerging companies establishing or doing business in India.

We provide services at every stage of the startup growth-cycle, from advising boot-strapped start-ups to managing issues for listed global technology companies.

We also represent individual and institutional investors, including leading venture firms, private equity firms, and investment banks, who finance and assist in the growth of these emerging companies.

Our sectoral experience covers all major investment sectors financed by venture capital and private equity firms in India.

TIGERGLOBAL

Tiger Global Management with respect to multiple investment transactions in Indian start-up portfolio companies, including those operating 'INDWealth,' 'NoBroker,' 'UrbanClap,' 'UrbanPiper' and 'Byju's.'

zomato

Zomato on its (i) sale of a stake to Dunearn Investment Mauritius, a Temasek company and Vy Investments Mauritius; (ii) investment in Vicinia Retail; and (iii) fund raise from Ant Financial.



IFC on its investment in (i) Nephrocare Health Services; (ii) HealthVista India (i.e., Portea); (iii) 1 MG Technologies; (iv) Think & Learn (i.e., Byju's); and (v) Lenskart Solutions.

OYO

Oravel Stays (owner and operator of Oyo Rooms) on (i) its acquisition of Innov8; (ii) Softbank's \$400 million investment in Oravel; and (iii) Softbank, Lightspeed, Sequoia and Greenoak's \$600 million investment in Oraval and OYO Technology & Hospitality (China).

WARBURG PINCUS

Warburg Pincus on its investments in (i) Capillary Technologies; (ii) entities operating Quikr.com; and (iii) entities operating Cartrade.com.



The Softbank Group on various investments in entities that operate (i) Ola Cabs; (ii) Ola Electric; (iii) Housing.com; (iv) PayTM; (v) Flipkart; and (vi) Delhivery.



Canadian Pension Plan Investment Board with respect to its acquisition in 'Think and Learn,' the creators of Byju's learning application.

NYKAA

FSN E-Commerce, operating under the brand name 'Nykaa,' with respect to all of its rounds of funding, as well as its structuring, business operations and corporate / commercial work.

SILVERLAKE

Silver Lake Partners on its minority investment in Think & Learn, which operates the 'Byju's' online education and tutorial platform.

practo

Practo on its (i) US\$ 90 million fundraise; and (ii) acquisition of Qikwell Technologies (I).

TPG

TPG on its (i) minority stake acquisition in Dream 11; and (ii) investment in Valyoo Technologies, which operates the Lenskart website and stores for eyewear.

zest

Camden Town Technologies, operating the online platform 'Zest / ZestMoney,' on its sale of a stake to certain investors.

MULTIPLES

Multiples Alternate Asset Management on its investment in Dream 11, an online fantasy sports platform.



Accelyst (i.e., 'Freecharge') and its investors (including Sequoia, Ru-net and Sofina) on their sale of Freecharge to Jasper Infotech (i.e., Snapdeal).

zipdial

ZipDial Mobile Solutions with respect to its acquisition by Twitter International Company.



Ontario Teachers' Pension Plan Board on its investments in Jasper Infotech (i.e., Snapdeal).