



Vineet Shrivastava

EXECUTIVE SUMMARY

Over 18 years of experience advising clients across multiple sectors. I have worked with BSA Ahmad Bin Hezeem & Associates LLP in Dubai. I have advised clients on a variety of issues relating to transactions involving project finance, corporate finance, corporate-commercial (including investment by financial and strategic investors), mergers & acquisitions, banking & finance, sports & entertainment, and infrastructure projects.

CONTACTS



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EDUCATION

B.A.,LL.B.(Hons.)

National Law Institute University,
India
2005

SKILLS

- Legal Advisory
- Legal Documentation (Drafting, review and negotiation)
- Legal Due Diligence
- Client Servicing

Practise Areas

- Mergers & Acquisition (Domestic & Cross Border)
- Private Equity Investments
- Funds
- Infrastructure Projects (Power (Conventional & Non-Conventional), Highways)
- Banking & Finance
- Commercial Laws
- Sports & Entertainment

WORK EXPERIENCE

Organisation Name	Role & Responsibilities	Time Period
ENSO Group, Dubai – (Consultant on Contract)	Commercial Transactions Corporate Law Advisory	January 2024-February 2024
BSA Ahmad Bin Hezeem & Associates LLP, Dubai	Mergers & Acquisition Private Equity Investment Infrastructure Projects Commercial Agencies Commercial Law Advisory E-commerce	December 2021 – June 2023
Al Alawai & Co. (Oman)	Mergers & Acquisition Infrastructure Projects Commercial Law Advisory	September 2021 – December 2021
Aureus Law Partners (India)	Mergers & Acquisition Private Equity Investment Infrastructure Projects Banking & Finance Business Development	April 2016 – June 2021
Legasis Partners (India)	Mergers & Acquisition Private Equity Investment Infrastructure Projects Banking & Finance Sports & Entertainment E-Commerce	October 2009 – March 2016
Castrol India Limited (India) – On Secondment	Supply Contracts Third Party Manufacturing Contracts Marketing and Service	January 2015 – July 2015
Lekhs Legal (India)	Mergers & Acquisition Private Equity Investment Sports & Entertainment E-Commerce	September 2008 – August 2009
ICICI Bank (India)	PE Funds	September 2007 – August 2008
Hardcastle Restaurants Pvt. Ltd. (McDonalds)	Real Estate Commercial Law	December 2006 - Septemeber 2007
Universal Legal(India)	Mergers & Acquisition Private Equity Investment Real Estate Entertainment	March 2006-December 2006
N.K. Kantawala Chambers, (India)	Dispute Resolution	June 2005 – March 2006

Language

- English - Fluent
- Hindi - Native

Areas of Experience:

Corporate Law- Corporate & Business Acquisition, Strategic Investments, Private Equity Investment

- Involved in advising and assisting clients on various corporate transactions (domestic and cross border), more particularly those relating to strategic investments, private equity investments, joint ventures, acquisitions in the Kingdom of Saudi Arabia, India, and Oman.
- As a senior resource of the corporate team, independently handled and led all aspects of transactions - including rendering structuring advice, due diligence, drafting, reviewing, and negotiating agreements such as Investment Agreements, Share Purchase Agreements, Share Subscription Agreements, Investment Agreement, Joint Venture Agreements, slump sale transaction documents et.al and transaction closing actions.
- Involved in carrying out multiple due diligence exercises (on behalf of vendors as well as investors) on companies dealing with power (both conventional and renewable), road and highways, manufacturing, and heavy engineering for acquisitions and strategic investments.

Highlights: Strategic Investments, Private Equity Investments, Joint Ventures & Business Acquisitions

- Involved in advising Agrimatco Limited on acquiring majority stakes in Agricultural Machinery & Material Company Limited (AMMC) from its existing shareholders in accordance with the applicable laws of the Kingdom of Saudi Arabia (KSA). AMMC is involved in importing and distributing products into the Kingdom of Saudi Arabia as a commercial agent. The role included conducting due diligence of AMCC, drafting, reviewing, and negotiating SPA, SHA, and distribution and sub-distribution agreements. The scope also included structuring the transaction and aligning it with the competition law and commercial agency law applicable in KSA.
- Involved in advising Nathan & Nathan Human Resources Consultancies on setting up a joint venture company with Support Human Capital JSC. The scope involved advising the client on the foreign investment laws in KSA, drafting, reviewing and negotiating term sheet and joint venture agreement.
- Involved in advising Erhardt on setting up a joint venture company in KSA for undertaking the business of freight forwarding and logistics services with Earth Reservoir for Oil & Gas Limited. The scope involved advisory on foreign investment into KSA and the local requirements for undertaking the freight forwarding and logistics services business. Additionally, we also drafted, reviewed and negotiated the joint venture agreement on behalf of the client.
- Involved in advising a KSA-based client in establishing a joint venture business (JV) with a European company involved in food business. According to the proposed deal, the JV will provide franchises to entities established by the KSA JV partner for the purpose of owning and operating restaurants in the Kingdom of Saudi Arabia. Additionally, as part of the acquisition, we are advising the client on franchise-related laws.

- Involved in advising Navneet Publications India Limited in relation to its investment in K12 Techno Services Private Limited, a company providing educational services to over 200 schools. This strategic investment was the second round of funding availed by the company. The initial investors in the company were Sequoia Capital and Song Investment Company. The transaction involved primary investment by Navneet Publications India Limited and secondary purchase of all the securities held by Song Investment Company in the company.
- Involved in advising Panama Group Holding Company Limited and its promoters in relation to investment by Berkley Wind Energy Mauritius Limited in Panama Group Holding Company Limited to enable the Company to set up a 100 MW wind power plant in Maharashtra.
- Involved in advising Quopn Company Private Limited and its promoters in relation to the investment by Sequoia Capital in Quopn Company Private Limited, whereby Sequoia Capital acquired a significant minority interest in the company.
- Involved in advising GST AutoLeather Inc. in connection with setting up a joint venture company with Tata International Limited for the distribution of automated leather products in Asia-Pacific Region. The scope involved drafting and reviewing joint venture agreement and other transaction documents.

Commercial Law – Commercial Agency, Franchise & Funds

- Involved in advising clients on laws relating to commercial agency and franchise laws, in KSA and handled commercial transactions such as distribution arrangements, franchise arrangements, commercial agency arrangements trademark license agreements and employment agreements.
- Involved in drafting and negotiating distribution agreements, franchise agreements, and Commercial Agency Agreements, along with advisory on specific regulatory approvals that would be required for the distribution of goods and services in KSA. Involved in setting up private equity funds in Mauritius. It included drafting and reviewing PPM, Placement Agent Agreement, Investment management agreement and other fund documents.

Highlights: Commercial Agency, Franchise & Funds

- Involved in advising AOP Health on distribution arrangement with the proposed KSA distributor. The scope involved reviewing the distribution agreement.
- Involved in advising a USA based company engaged into developing AI products on its transaction with NEOM Company in KSA.
- Involved in advised Etam on setting up an e-commerce business in KSA as an intermediary under e-commerce law in KSA. The scope involved advisory on e-commerce law, data privacy law and franchise law.
- Involved in advising a franchisee based out of KSA in settling the issues with various European brands.
- Involved in advising Mr. Sachin Tendulkar over a number of years in various corporate and commercial transactions including investment agreements, endorsement agreements and licensing agreements.

- Involved in advising a US-based entity engaged in the business of oil & gas in resolving its dispute with the local agent in KSA. The role involved reviewing the documents, advising on the strategy for future action, and drafting and negotiating a settlement agreement. Additionally, the role also included drafting, reviewing, and negotiating new agency agreement with the new commercial agent.
- Involved in advising ICICI Bank in setting up private equity funds (Fund of Fund structure and Master Feeder Fund Structure) in Mauritius through its subsidiary. The scope involved advising on the fund structure, drafting and reviewing PPMs, and other fund documents.
- Involved in advising SIDBI in its GCF Accreditation Master Agreement With Green Climate Fund an operating entity of the financial mechanism under Article 11 of the United Nations Framework Convention on Climate Change. The instruction involves reviewing the agreement
- Involved in advising the Asian Development Bank's counsel in setting up of a revolving fund in India in relation to a grant from Global Energy Facility catering to the energy efficiency sector.

Infrastructure Development & Project Finance

- Involved in advising clients engaged in the power sector (both conventional and renewable) and highway sector. Involved in advising highway companies and power companies on Transactions based on BT, BOOT, FIDIC, and EPC Contracts and other allied contracts. Involved in drafting, negotiating and reviewing various concession agreements, power purchase agreements, EPC contracts, supply agreements, consultancy agreements, service agreements, distribution agreements, constructions contracts (build-transfer, build-operate-transfer, build-own-operate-transfer), while advising regulators, project owners and contractors/EPCs.
- Also involved in several project finance transactions representing both lenders and the concessionaires involved in executing infrastructure projects. The scope involved reviewing transaction documents such as loan agreements, security creation documents, debenture subscription agreements, trust deeds, pledge deeds, escrow agreements, deeds of indemnity.

Highlights: Infrastructure Development and Project Finance

- Involved in advising National Highways Authority of India on several highway projects (BOT Toll & BOT Annuity) While acting as NHAI's counsel in respect of designing, building, financing, operation and transfer of various highways, assisted in the evaluation of the bids at the Request for Qualification stage and Request for Proposal Stage, reviewing Concession Agreement, drafting and finalization the State Support Agreement, Reviewing Financing Agreement, advising on various legal issues raised from time to time arisen during such drafting and finalization of these documents, attending meetings with NHAI, concessionaires and the lenders. Further involved by the concessionaire in the Financing Transactions proposed to be executed between the banks and concessionaire. The scope included reviewing and negotiating loan agreements, pledge agreements, and hypothecation deeds, escrow agreements, state support agreements, Refinancing agreements, consortium agreements.

- Some of the transactions undertaken are as follows:

Sr. No.	Name of Project	Project Size in Kilometers	Project Value in USD (Millions)
1	Pune Solahpur	105.000	117.85
2	Hyderabad Yadagiri	035.400	055.42
3	Hungund Hospet	099.317	135.14
4	Bijapur Hungund	100.000	106.85
5	Godhra Gujarat MP Border	086.600	112.21
6	Ahmedabad Godhra	118.220	144.07
7	Kunnur Vengulam kuttipuram	082.000	195.14
8	Chengapalli - TamilNadu/Kerala Border (NH-47)	054.775	121.71
9	Vengalam-Kuttipuram	088.000	187.42
10	Srinagar Banihal (NH-1A)	067.760	157.28
11	Dhankuni Kharagpur (NH 6)	117.400	199.45
12	Baleshwar Kharagpur (NH 60)	119.300	066.00
13	Angul – Sambalpur (NH-42)	153.000	174.58
14	Baleshwar Baripada Jharpokhria (NH-5)	080.600	118.02
15	Cuttack – Angul (NH-42)	112.000	160.37

- Involved in advising an offshore service company to work with an EPC contractor in the KSA. The agreement includes the provision of service and the deployment of its personnel at the Site.
- Involved in advising Sterling and Wilson Group in relation to various cross border transactions, including FIDIC contracts, engineering, procurement and construction contracts, operation and maintenance contracts and distribution agreements proposed to be executed in the KSA, Oman, UK, Australia, Mali.
- Involved in advising Sterling & Wilson Private Limited in relation to an EPC Contract with First Solar Power India Private Limited for setting up 40 MW/48MW solar power project in Pungunur, Chittoor District, Andhra Pradesh.
- Involved in advising Renew Clean Energy Pvt. Ltd. (“Renew”) for setting up and execution of rooftop solar power projects and transaction structure. Drafted and reviewed contracts for Renew required for execution of projects, including Power Purchase Agreement, Rooftop Access and EPC Contracts, Operations & Maintenance Contracts for setting up and execution of the rooftop solar project. Conducted and prepared Title Search Report for 2000 acres of land situated in Madhya Pradesh for Renew.
- Involved in advising Sudhir Power on establishment convention in relation to the development, construction and operation in Chad of a group of solar power plants with a total capacity of 200 MW between the Republic of Chad and OLAM Entity. Advised Sudhir Power on the Power Purchase Agreement relating to solar power with a capacity of 50 MW in N’Djamena.
- Involved in advising Ambit Finvest Private Limited on a loan cum pledge transaction, wherein Ambit was lending to Jain Brothers Industries Private Limited against the pledge of shares. The advisory involved drafting and reviewing pledge agreement.