



## Archana Tewary

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  Bengaluru

### Practice Areas

Corporate

Finance

### Sectors

Real Estate

Services

Hospitality, Tourism & Retail

Life Sciences, Healthcare and Pharma

Manufacturing

Transport & Logistics

Public Procurement

### About

Archana has worked in private equity, capital markets and general corporate teams and has primarily worked on investments by private equity investors in unlisted companies and offerings of equities and securities by listed and unlisted companies. Her role of transactions has typically involved, inter alia, advising on structuring of the transaction, drafting and negotiating on behalf of clients for the execution of various agreements, participating in drafting sessions, drafting and reviewing the offer documents, participating in due diligence for investments and offerings of securities, drafting and reviewing communications with the Securities and Exchange Board of India.

In addition, Archana routinely advises clients in relation to compliance with corporate laws, exchange control laws and employment laws.

Archana is part of JSA's startup practice, and routinely advises startups in relation to their operational activities as well as fundraising activities.

Archana has also been recognized as a notable practitioner by IFLR1000 since 2018, and has been recognized as a client-recommended practitioner of corporate law by RSG Consulting.

She has been practicing law since 2008. Before joining JSA, she was associated with M/s. Crawford Bayley & Co., one of India's oldest law firms.

## Experience

Archana's recent deals include:

- Advised Ola Cabs, in relation to several acquisitions and investments, including the acquisition of Birds Eye Systems Private Limited, a company which operates "Ridlr" a ticketing platform;
- Advised eBay in connection with its investment in PayTM Mall, a leading e-commerce platform in India. The engagement also included advising on the commercial deal, pertaining to the collaboration between eBay and PayTM Mall;
- Advised a startup engaged in the e-pharmacy sector and its promoters, in the sale of the startup to an acquirer in the same industry. The transaction was structured as a swap and included exits for all of the investors in the startup;
- Advised a large European venture capital fund in several of its investments in India;
- Advised a leading global marketplace model e-commerce entity in relation to its investment into India's fastest growing e-commerce website operator, as well as sale of the investor's India operations to the target. The aggregate value of the client's investment in would be approximately USD 725,000,000. Subsequently, also advised in the exit by the client from this investment;
- Advised a sovereign wealth fund in its investment in one of the largest real estate companies in India. The transaction involved investment in equity and debt securities of the target company and the scope of work encompassed structuring the investments, conducting due diligence and drafting and negotiating transaction documents. The total investment made by the sovereign wealth fund was approximately INR 12.4 billion;
- Advised and assisted Amazon in relation to its acquisition of 20% stake (through primary acquisition) in A&A Dukaan Financial Services Private Limited (which company operates the website [www.bankbazaar.com](http://www.bankbazaar.com)) for US\$ 40 million. Also advised Amazon on other general corporate matters;
- Advised a large real estate investment trust based in the USA in relation its investments and exits in India;
- Routinely advising multinational corporations in relation to general corporate and employment law compliances;
- Advised FullContact Inc in relation to the acquisition of the business of Profoundis Labs Private Limited. Profoundis is engaged in the development of software;
- Advising a large financial services entity and a large hardware manufacturing company in relation to general corporate and compliance matters;
- Advised a large, listed software development company in relation to payment gateway systems.

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## Memberships

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Bar Council of Maharashtra & Goa

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## Publications

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Co-authored the article "Re-evaluating ESOPS in the time of the COVID-19 pandemic" published in CNBC18 on May 07, 2020.

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Authored the article "Sealing the deal: six key points" published in Entrepreneur India magazine on September 13, 2019.

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Co-authored two articles on the regulatory sandbox, published in the IBLJ and another publication.

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Authored an article titled "Strategic ecommerce investments and the legal conundrum, trends to watch out for" published in Sify.com on August 01, 2019.

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Authored an article titled "Dealing with employment laws in the workplace" published in Consultancy.in in June 2019.

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Co-authored an article titled "Sub-leasing of space by companies with FDI" published in Realty Plus Magazine on May 08, 2019.

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Co-authored the article "Mandatory KYC: Will small e-wallet players survive" published in the Financial Express and other publications on February 19, 2019.

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Co-authored the article "Foreign Companies - Necessary Regulations or Regulatory Overreach" published in the Financial Express.

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Authored the article "New Disclosure Requirements Perplex Companies" published in Fortune India on August 15, 2018.

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Co-authored the article "Decoding the beneficial ownership rules" published in Fortune India on July 17, 2018.

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## Education

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B.A., LL.B., University Law College Bangalore (2008)

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## Languages Spoken

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English

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Hindi

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Kannada

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Telugu

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Tamil (rudimentary)

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French (rudimentary)

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