

**ABHILASHA MITTAL**

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**PROFESSIONAL SUMMARY**

**Corporate M&A and PE/VC associate, 4+ years' post-qualification experience (PQE), Delhi; trained at Trilegal.** Lead associate on investments, acquisitions and secondary sales: structures the deal, runs diligence, holds the pen on shareholders' agreements (SHAs), share subscription agreements (SSAs) and share purchase agreements (SPAs), and negotiates with opposing counsel through to closing. Advised founders, funds, strategic investors and corporates on **20+ transactions aggregating INR 1,300+ crore (~US\$150M)**, including **Bar & Bench-reported deals** for 91Trucks, SIDBI Ventures and MGF – Kavachh. MBA candidate at AIM (ADB full scholar; Dean's Lister) and builder of **AI-assisted document review tools**.

**PROFESSIONAL EXPERIENCE****Freelance Corporate Lawyer – with Aditya Singha (Remote)****(November 2025 – Present)**

- **Company counsel to a venture-backed startup** on a compulsorily convertible debenture (CCD) round (plus a second tranche) and a **seed round**; drafting and negotiating the debenture subscription agreement, SHA and SSA.
- **Company counsel to a venture-backed startup** on a venture fund's **investment in seed compulsorily convertible preference shares (CCPS)**, negotiating the SHA and SSA against investor counsel.

**Associate, Corporate (PE/VC) – Goyal & Goyal, New Delhi****(November 2024 – July 2025)**

- **Lead associate on venture and growth investments from term sheet to closing**, owning diligence, negotiation, conditions precedent and closing deliverables; **supervised and reviewed the work of two junior associates**.
- Represented **91Trucks** (company) in its **US\$5M Series A** led by Arkam Ventures, and investors **SIDBI Ventures** and **MGF – Kavachh** in a **US\$3M investment in VAHDAM India** and **InspeCity's US\$5.6M seed round** respectively – all reported by Bar & Bench.
- Company counsel to **House of Chikankari** on its **INR 4 crore seed round**, drafting and negotiating the CCD agreement.
- Negotiated **investor protection packages** – anti-dilution, liquidation preference, tag-along/drag-along, right of first refusal (ROFR), board and veto rights – and prepared **red-flag due diligence reports**; managed post-closing secretarial compliance.

**Associate, Corporate M&A – Amicus Services (corporate law firm), New Delhi****(October 2023 – October 2024)**

- **Primary client contact on M&A and investment mandates** for founders, funds and corporates, leading deal structuring and the negotiation of share purchase, securities purchase and shareholders' agreements, including **representations and warranties, indemnities and conditions precedent**.
- Drafted and negotiated the transaction documents for an **INR 100 crore share sale between insurers**; an **alternative investment fund's (AIF) INR 60 crore sale** of shares and debentures; a **pharmaceutical company's INR 12.25 crore cross-border acquisition**; the **100% sale of a distillery** to a non-resident buyer; and a **social media company's INR 20 crore share purchase** from its founders.
- Represented **restaurant-chain founders** on an **INR 20 crore investment** by a high-net-worth individual, negotiating the shareholders', collaboration, loan and employment agreements.
- Managed documentation and diligence on **structured credit investments**, including **Piramal Performing Credit Fund's INR 200 crore investment** in Transaction Solutions International.
- Drafted and negotiated **commercial contracts** – consultancy, collaboration and service agreements, indemnities and guarantees.

**Associate, Corporate Transactions – Trilegal, New Delhi****(May 2022 – September 2023)**

- Delivered **legal due diligence** (finance, employment, IP, licensing and real estate) on an **insurer's acquisition of a majority stake in a competitor**, a non-banking financial company's (NBFC) **INR 400 crore investment** in an auto-ancillary company and an NBFC's investment in an electric mobility company.

**Associate, Technology, Media and Telecom (TMT) – Bharucha & Partners, New Delhi****(July 2021 – May 2022)**

- Advised **Ekta Kapoor's production house** on **regulatory compliance** of the live-streamed reality show 'Lock Up' under the IT (Intermediary Guidelines and Digital Media Ethics Code) Rules, 2021, and drafted host and contestant agreements.
- Reviewed and finalised the SHA and SPA for a **software company's majority-stake acquisition** of a peer; drafted licence, master service and IP licence agreements.

**REPRESENTATIVE TRANSACTIONS (PE / VC / M&A)**

| Transaction                                                                  | Role              | Value          | Reported              |
|------------------------------------------------------------------------------|-------------------|----------------|-----------------------|
| 91Trucks – Series A led by Arkam Ventures (Goyal & Goyal)                    | Company counsel   | US\$5M         | Bar & Bench, May 2025 |
| SIDBI Ventures – strategic equity investment in VAHDAM India (Goyal & Goyal) | Investor counsel  | US\$3M         | Bar & Bench, Apr 2025 |
| MGF – Kavachh – investment in InspeCity seed round (Goyal & Goyal)           | Investor counsel  | US\$5.6M round | Bar & Bench, May 2025 |
| House of Chikankari – CCD seed round (Goyal & Goyal)                         | Company counsel   | INR 4 crore    | Entrackr, Jan 2025    |
| Insurance company – sale of shares to another insurer (Amicus)               | Seller counsel    | INR 100 crore  | –                     |
| Alternative investment fund – sale of shares and debentures (Amicus)         | Seller counsel    | INR 60 crore   | –                     |
| Social media company – purchase of shares from founders (Amicus)             | Purchaser counsel | INR 20 crore   | –                     |
| Restaurant chain – investment by a high-net-worth individual (Amicus)        | Founders' counsel | INR 20 crore   | –                     |

| Transaction                                                                  | Role              | Value           | Reported             |
|------------------------------------------------------------------------------|-------------------|-----------------|----------------------|
| Pharmaceutical company – acquisition of shares in a foreign company (Amicus) | Purchaser counsel | INR 12.25 crore | –                    |
| Distillery – 100% sale to a non-resident purchaser (Amicus)                  | Seller counsel    | Undisclosed     | –                    |
| Piramal Performing Credit Fund – investment in TSI India (Amicus)            | Investor counsel  | INR 200 crore   | Venture Intelligence |
| Venture-backed startup – CCD round and seed round (freelance)                | Company counsel   | Undisclosed     | –                    |
| Venture-backed startup – Seed CCPS investment by a venture fund (freelance)  | Company counsel   | Undisclosed     | –                    |

## EDUCATION AND QUALIFICATIONS

- **MBA – Asian Institute of Management, Manila (January 2026 – December 2026): Asian Development Bank (ADB) Scholar** on a 100% scholarship; **Dean’s Lister, Terms 1–3**; elected **External Vice President** of the MBA cohort.
- **B.A. LL.B (Honours) – Jindal Global Law School, 2021** – CGPA 7.03/8.00
- **Enrolled with the Bar Council of Punjab & Haryana**; passed the All India Bar Examination, 2021
- Standard XII (AISSCE), 2016: 94% | Standard X (SSCE), 2014: CGPA 10.00/10.00

## PUBLICATIONS

- “Anuti Jewels: Balancing Omnichannel Growth and Operational Agility”, Ivey Publishing (co-authored with an AIM professor and an Ivey professor)
- “Convergence of Media Regulations” and “Drone Regulation in India: A Mixed Bag”, Lexology, February 2022
- “Impact of Bifurcation on Goods and Services Tax in the New Union Territories Post the Jammu and Kashmir Reorganization Act, 2019”, RGNUL Financial and Mercantile Law Review, 2020

## SKILLS AND INTERESTS

- **Practice focus:** PE and VC investments (seed to Series A and growth); domestic and cross-border M&A; secondary sales; compulsorily convertible debentures and preference shares
- **Deal execution:** term sheets; deal structuring; SHAs, SSAs and SPAs; investor protection rights; conditions precedent and closing; red-flag due diligence; post-closing compliance under the Companies Act, 2013
- **Sector experience:** consumer/D2C, logistics, space-tech, software, insurance, financial services, pharmaceuticals, media and entertainment, real estate
- **Legal technology:** built an **AI-assisted contract review and verification skill on Claude** that checks SHAs, SSAs, SPAs and redlines for defined terms, cross-references, consistency, blanks and execution formalities, **cutting review time by ~5 hours per document**; built **Wealth OS**, a generative AI finance platform with guardrails against fabricated output that **saves ~15 hours a week** of manual consolidation
- **Interests:** National-level chess player; professional Bharatanatyam dancer (14 years); travelled to 11 countries