

## Deal Destination

August 28, 2017

### EVOLVING NEGOTIATION STRATEGIES IN LATE STAGE PE INVESTMENTS

With the private equity space gaining maturity, Indian promoters, particularly in late stage deals, now tend to demonstrate a seasoned approach to negotiations against investors. Please click here to read the article reprint for '*Evolving Negotiation Strategies in Late Stage PE Investments*' published in the *LiveMint*, August 15, 2017, wherein we analyse, from our recent deal experiences, how Indian promoters in late stage companies are increasingly leveraging sophisticated negotiation strategies in order to secure an optimum deal package to suit their funding requirements.

— Shreyas Bhushan & Ruchir Sinha

You can direct your queries or comments to the authors

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