

Deal Corner

July 17, 2018

MORGAN STANLEY INVESTS IN NSPIRA

Morgan Stanley Private Equity, a leading private equity investor, through one of its funds, has acquired minority stake for a total consideration of approximately USD 70 million, in Nspira Management Services Private Limited (Nspira), one of India's largest management services companies in the education sector.

This deal is one of the largest investment by a leading foreign private equity player in the Indian education space.

Nspira is a leading management and services Company based out of Hyderabad, servicing the education industry across India and provides an end-to-end spectrum of services to over 500 educational institutions with a student base of close to 400,000 across 13 states in India. Nspira is also making significant strides in education curriculum development with the latest pedagogy keeping up with the changing needs of children. Further, Nspira also offers coaching services in the medical and engineering competitive examinations space. Nspira, through its R&D wing, designs and curates curriculum and examination content, including digital content for schools and colleges. Its core competency is in admission services, infrastructure management, procurement, catering, transportation and hostel management services, making it a holistic service provider to India's growing education industry with the ability to scale across sectors. Nspira also provides SaaS solutions including ERPs, HR and CRM solutions to large educational groups. (For more information, please visit <http://www.nspira.in/>).

Press coverage relation to this transaction is available at VC Circle, [here](#), Livemint, [here](#) and Fortune India, [here](#).

OUR ROLE

We, at Nishith Desai Associates, acted as counsel to Morgan Stanley PE and advised on strategic, education, anti-trust and other legal and regulatory aspects of the transaction as well as on the deal documentation and negotiation.

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