



Shreya Gupta, CFA

Partner

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Language skills: English and Hindi

Profile

Shreya is a leading expert in financial valuation, with a particular focus on matters involving intellectual property (IP). She jointly leads Oxera's IP and Life Sciences practices.

Shreya frequently serves as an expert witness before courts and arbitral tribunals, and has advised on more than fifty disputes across a range of sectors including telecoms, hi-tech, life sciences and financial services. In IP disputes, Shreya's experience spans assessing reasonable royalties, impact of preliminary injunctions, hypothetical licence fees, accounts of profits, lost profits, and valuation of copyrights, brands and trademarks. Beyond IP, Shreya brings wide-ranging expertise in counterfactual analysis and the quantification of damages in contract disputes, as well as in financial matters arising in post-M&A disputes.

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Shreya was named **Arbitration Expert of the Year** at Lexology's European Awards in 2025 and is consistently recognised in leading legal directories. Client feedback highlights her as follows:

- 'Shreya is a thorough and deeply knowledgeable expert who remains independent'
- 'She is rigorous as an expert witness who considers different angles alongside the clients' interests'
- 'Shreya is an extremely able young expert' and 'incredibly clever!'

Selected expert experience in IP-related matters

- Advised ZTE in its licensing dispute with Samsung before the UK High Court, concerning fair, reasonable and non-discriminatory (FRAND) royalties (2025–26)
- Advised an implementer of a content provenance standard in patent infringement proceedings before the Unified Patent Court (2025–26)
- Advised a TV platform in its negotiations with a collecting society regarding fair royalties based on economic value to viewers (2025–26)
- Advised a biopharmaceutical company in a licensing dispute concerning the valuation of complementary IP rights (2026)
- Advised an airline in a trademark licensing dispute (2025)
- Advised a consumer goods retailer in a trademark infringement dispute (2024–26)
- Advised a generic pharmaceutical company in its settlement discussions arising from an unjust injunction in the UK market (2024)
- Advised a leading cancer research institute in its UK High Court litigation involving breach of a research programme (2023)
- Advised a global sports data provider in a dispute involving licensing and exclusive distribution of live data (2019–22)
- Testified on behalf of a major patent owner of 4G technologies in dispute with multiple implementers regarding FRAND royalties before the Court of The Hague (2020)
- Advised a company in a data breach claim against former employees (2020)
- Advised a pharmaceutical company in its dispute with a patent owner regarding the terms of a collaboration agreement (2018–20)
- Advised a leading drug manufacturer in its dispute with a pharmaceutical company due to breach of confidentiality of a licensing agreement in an LCIA-administered arbitration (2018)
- Advised a company in the semiconductors industry in relation to its dispute with an IP owner over reasonable royalty rates for a portfolio of patents (2017–18)
- Advised a company in the financial services sector in relation to FRAND pricing of financial benchmarks (2015–17)

Selected expert experience in commercial litigation and international arbitration

- Testified on behalf of a private equity firm in a DIS-administered arbitration arising from an aborted sale of a hi-tech company (2024–26)
- Testified on behalf of a global manufacturer of active pharmaceutical ingredients in an ICC-administered arbitration against a global pharmaceutical company claiming over \$500m in lost profits due to supply disruption (2023–25)
- Advised a payment processing company in a post M&A dispute with a global financial services company (2023–24)
- Advised a telecoms company in a post M&A dispute in Central Asia in an LCIA-administered arbitration (2019–21)
- Advised a global financial services company in a billion-dollar dispute concerning the sale of a private wealth management firm in an SCAI-administered arbitration (2018–20)
- Advised a Chinese electronics manufacturer in a contractual dispute with its distributor in the MENA region in an ICC-administered arbitration (2018–20)
- Advised a large petrochemicals producer based in the Middle East in a contractual dispute with its logistics provider in a GCCAC-administered arbitration (2017–18)
- Advised a sovereign state in a billion-dollar investment treaty arbitration before the Permanent Court of Arbitration (2016–18)
- Advised a company on the financial performance and solvency status of its debtor in the context of a debt recovery dispute in an ICC-administered arbitration (2016–17)
- Advised the founder of a financial services company on valuation issues arising in a shareholder dispute (2015–17)

Selected publications

- Oxera (2026), 'From uncertainty to causation: a valuation perspective on life sciences disputes', Agenda, August.
- Oxera (2025), 'Reasserting the UK's FRAND framework: implications of the Court of Appeal's decision in Optis v Apple', Agenda, September.
- Shi, M., Khalil, M. and Gupta, S. (2021), 'How to Quantify Damages in Covid-19 Related Disputes', Global Arbitration Review – The Guide to Damages in International Arbitration, Fourth edition.
- Chowdhury, A. and Gupta, S. (2019), 'Valuation of FRAND: recent developments and looking forward', ICLG Patents 2020.
- Oxera (2018), 'Negotiating damages: no walk in the (Wrotham) park?', Agenda, November.

Selected teaching engagements

- Guest lecturer, University of Oxford's Programme on Valuation of Private Assets, October 2025.
- Guest lecturer, Durham Law School Summer Course on International Arbitration, July 2025 and 2026.
- Faculty member, GAR Academy on Damages in International Arbitration, 2023–25.
- Faculty member, Delos Dispute Resolution on Damages MOOC (IP disputes), 2022–25.

Selected speaking engagements

- Panel discussion on 'Litigating in Life Sciences: causation, counterfactuals and damages', London International Disputes Week, June 2026.
- Panel discussion on 'Expert Evidence: Strategy and Practice', 6th Global Co-Chairs Circle Conference hosted by the Swiss Arbitration Association (ASA), May 2026.
- Panel discussion on 'Platforms and Pools: Where Next?', UCL Patents & Standards Conference, May 2026.
- Roundtable discussion on 'From Innovation to Impact: Aligning Intellectual Property and Competition Policy for Economic Growth, LESI Annual Conference, April 2026.
- Panel discussion on 'IP in arbitration', Paris Arbitration Week, March 2026.
- Panel discussion on 'Hot Topics in Life Sciences Arbitration', London Arbitration Week, December 2025.
- Co-chair, GAR Live: Damages (London), February 2024 and January 2025.
- Keynote speaker on IP valuation, Shenzhen Court of International Arbitration, June 2024.

Qualifications

- MSc Economics, University College London, UK
- BA (Hons) Economics, Shri Ram College of Commerce, University of Delhi, India
- Shreya Gupta is a CFA® charterholder.