



Gautam Ganjawala

Partner

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Gautam Ganjawala has 13 years of experience and focusses on Banking & Finance, Financial Services, Fintech and Corporate/M&A matters. He represents major banks, NBFCs, mutual funds, foreign portfolio investors, family offices, special situation financiers and other lenders and borrower entities on regulatory work, as well as all types of financing transactions, including structured finance and hybrid financing transactions. Gautam also advises various clients, including banks, in the digital payments and fintech space; including merchant acquiring across payment from factors, issuance and set-up of cards and wallets, cobranded cards arrangements, embedded finance and digitising delivery of financial products and services. In addition, Gautam also advises on mergers and acquisitions and investments with a focus on the BFSI, the digital payments and the infrastructure sectors (roads and port).

Experience

Partner, AZB & Partners (2020 – Present)

Key Practice Areas

- Banking & Finance
- Corporate / Mergers & Acquisitions
- Financial Services
- FinTech & Digital

Recent Work Highlights

- Larsen & Toubro Limited on its (i) issuance of non-convertible debentures (“NCDs”) aggregating to INR 51.5 billion; (ii) sale of Kattupali Port to the Adani Group; and (iii) transfer of 5 road project SPVs into the Invit and on all aspects of the *inter se* shareholders understanding at the L&T IDPL level
- Bahadur Chand Investments Private Limited on its issuance of NCDs of an aggregate amount of up to INR 5 billion to HSBC through the FPI VRR route
- Tata Motors on its (i) internal reorganisation involving the acquisition of two NBFCs, intra-group business transfers through a slump sale and a scheme of arrangement and conversion of the original NBFC into a Core Investment Company; and (ii) issuance of perpetual debt instruments of an aggregate amount of up to INR 13.5 billion
- HDFC Limited on its issuance of NCDs of an aggregate amount of INR 36.93 billion in a first of its kind qualified institutional placement by an Indian company
- HDFC Bank on a range of matters in the cards and payments space, both on the issuance and acquiring side, including advise on various cobranded cards launched by it, setting up its proprietary digital wallet and tie-ups with various payment and Fintech companies

Directorships, Memberships & Affiliations

- Bombay Incorporated Law Society (2011)
- Bar Council of Maharashtra & Goa (2008)

Professional Qualifications

- Solicitor, India (2011)
 - BLS LLB, Government Law College (2008)
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