



**Gautam Ganjawala**  
*Senior Partner*

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*Gautam Ganjawala has 15 years of experience and focusses on Banking & Finance, Fintech and Corporate/M&A matters. He represents major banks, NBFCs, mutual funds, foreign portfolio investors, private credit players, family offices, special situation financiers and other lenders and borrower entities on regulatory work, as well as all types of financing transactions with a focus on structured finance and hybrid financing transactions. Gautam also advises on mergers and acquisitions and investments with a focus on the BFSI, fintech and the infrastructure sectors (roads and port). Gautam also advises clients across the digital payments and fintech ecosystem; including merchant acquiring, issuance and set-up of cards and wallets, cobranded cards arrangements, payment aggregation, embedded finance and digitising delivery of financial products and services.*

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#### Experience

- Partner, AZB & Partners (2020 – Present)

#### Key Practice Areas

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

#### Recent Work Highlights

- Citibank N.A. and Citicorp Finance (India) Limited on the sale of their consumer banking business to Axis Bank for a total consideration of INR 123.25 Billion
- Larsen & Toubro Limited on the (i) complete divestment by L&T of its project development platform, L&T Infrastructure Development Projects Limited (a joint venture with CPPIB), to Epic Concesiones Private Limited (a portfolio company of Infrastructure Yield Plus II, an infrastructure fund managed by Edelweiss Alternatives); (ii) issuance of non-convertible debentures aggregating to INR 51.5 billion; (iii) sale of Kattupali Port to the Adani Group; and (iv) issuance by L&T Metro on a debt fund raise of an aggregate of INR 131.16 Billion in the form of non-convertible debentures and commercial papers
- 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 the issuance of non-convertible debentures of an aggregate amount of INR 36.93 billion in a first of its kind qualified institutional placement by an Indian company
- Internet Fund VII Pte. Ltd (managed by Tiger Global Management) on its participation in the USD 84 Million Series C financing round of the neo-banking platform Jupiter
- 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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*Recognized as a 'Notable Practitioner' for Banking & Finance by Asialaw Profiles (2024)*

*Recognized as a 'Notable Practitioner' for Banking by IFLR1000 (2023)*

*Featured in IBLJ's 'A-List of India's Top 100 Lawyers' (2023)*

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