



**Vinati Kastia**  
*Senior Partner*

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*With over 25 years of experience, Vinati Kastia advises on a wide range of corporate and commercial transactions with a deep knowledge of public and private M&A and private equity transactions. She has worked on several cross-border M&A transactions, both inbound and outbound and has extensive experience in corporate restructurings, including court/tribunal approved mergers, de-mergers and capital restructurings. Vinati's industry experience is diverse and includes manufacturing, retail, telecom, infrastructure, solar energy, media, broadcasting, alcoholic and non-alcoholic beverages, hospitality, healthcare, pharmaceuticals, e-commerce, insurance and financial services, direct selling, and real estate. She also engages on corporate, regulatory and compliance advisory for various domestic and international clients.*

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#### Experience

- Senior Partner, AZB & Partners (2004 – Present)

#### Key Practice Areas

- Corporate / Mergers & Acquisitions
- Compliance & Investigation / White-Collar Crime
- Private Equity & Venture Capital
- Regulated Services
- Pharmaceuticals, Healthcare & Life Sciences
- Technology, Media & Telecommunications

#### Recent Work Highlights

- GSK on the (i) divestment of 'Horlicks' and other consumer healthcare nutrition brands to Unilever and merger of GlaxoSmithKline Consumer Healthcare with Hindustan Unilever; and (ii) disposal of its entire shareholding in HUL, for an aggregate consideration of INR 254.8 billion, the largest ever block deal in India
- Jubilant Group Companies on (i) a group restructuring through a composite scheme of arrangement involving the amalgamation and demerger of the life science business into a separate entity; and (ii) the cross-border arrangement to acquire exclusive rights from PLK Pte Ltd to develop and operate Popeyes restaurants in India, Bangladesh, Nepal and Bhutan
- KPMG International & KPMG India on forensic investigations, compliance, general advisory and regulatory matters
- Cipla Limited on various corporate advisory, compliance and regulatory matters
- Genpact with respect to investigations, corporate advisory, compliance and M&A transactions
- Softbank on its investments in Delhivery, Brainbees, PayTM E-commerce and Flipkart

#### Directorships, Memberships and Affiliations

- Bar Council of Delhi (1998)
- Delhi High Court Bar Association (2019)

## Professional Qualifications

- BA, LL.B. (Hons), National Law School of India University, Bangalore, India (1996)

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*Recognized as a 'Notable Practitioner' for M&A and Private Equity by IFLR1000 (2018 – 2022)*

*Recognized as a 'Distinguished Practitioner' for Private Equity by Asialaw Profiles (2020 – 2023)*

*Named as a 'Recommended Lawyer' for Corporate/M&A (2022) and Private Equity & Investment Funds (2022 – 2023) and TMT (2021) by Legal 500 Asia Pacific*

*Recommended by Clients in the RSG India Report (2019)*

*Part of Top 30 in the 'Top 100 Corporate Dealmakers' List published by Legally India (2018 – 2019)*

*Recognized as 'India Incs Rising Women Leaders,' Spencer Stuart (2015)*

*Recommended by Clients in the RSG India Report (2015)*

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