



Nitin Potdar

 Partner |
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  Mumbai

Practice Areas

Corporate

Sectors

Manufacturing

Construction and Engineering

Education

Hospitality, Tourism & Retail

About

Nitin specializes in Public and Private, Mergers & Acquisitions, Business Restructuring, Asset & Share Purchase, Transborder Alliances & Joint Ventures, Private Equity and general Corporate advisory.

Nitin has a vast experience with transactions related to Foreign Direct Investments & Exchange Controls Regulations. He has advised several multinational companies on financial & technical collaborations in India, Strategies / options for commencing operations or consolidations in India, in a cross section of industries. His focus has been on foreign investments from US, UK, Germany and Japan.

He also has extensive experience in Private Equity & Strategic Investment transactions including leveraged buyout transactions & exits. He has provided solution oriented business advice to a variety of companies receiving PE investments.

Nitin is a keen observer of the evolution of the law regulating Takeovers, the Insolvency and Bankruptcy Code 2016 and Corporate Governance. He has been part of several high-profile corporate takeover battles including, defending hostile bids and family succession in businesses.

The Asia Pacific Legal 500 has recognised Nitin Potdar for being ‘most influential & significant lawyer in 2019’. Chambers & Partners observed that, ‘Nitin Potdar maintains a busy M&A and foreign direct investment practice, as well as handling a steady stream of joint venture and private equity matters. He is also highlighted for his considerable expertise advising inbound foreign clients.’

He is a frequent speaker at several conferences and seminars organized by leading industry, institutions, and chambers on subjects like, Takeover Code, M&A, and structuring of Joint Ventures.

Prior to joining JSA, Nitin was a Partner with Amarchand & Mangaldas & Suresh A. Shroff & Co., and prior thereto at Crawford Bayley & Co.

Experience

Some of the clients whom he has represented

- Advised Anchor Group (Indian super brand in Indian Electrical Accessories and Wiring Devices Business) in the formation of the Joint Venture with Japan based electrical giants Matsushita Electric Works, Japan (MEW) well known across the world for their bestselling National and Panasonic brands. Transaction valued at US\$ 500 million (JPY 50 billion or ` 2000 crores) in one of the largest M&A by a Japanese company in India.
- Advised Proctor & Gamble Company, U.S. and Gillete, U.S. (through their Indian Subsidiaries) in connection with the Re-alignment of their shareholding in India post Global Merger of Gillete, U.S. into Proctor & Gamble U.S.
- Advised Nissan Motor Co., Ltd., Japan in its restructuring arrangement with Ashok Leyland Ltd which also involved sale to Ashok Leyland all of Nissan's shares in three Indian joint venture companies in technology development, and manufacturing of powertrains and vehicles.
- Advised TOTAL S.A, one of the largest Oil & Gas Company, on amalgamation of its Indian Group entities - Total Lubricants India Limited and Total Petroleum India Private Limited with Total LPG India Limited.
- Advised CFA Institute, a US based world largest non-profit organization of investment professionals, on setting up and strengthening its operations and activities in India.
- Advised Petronas Lubricants International Sdn Bhd and its Indian subsidiary to set up its first oil blending manufacturing facility in India and further strengthening its operations and activities in India.
- Advised Lohr India Automotive Private Limited and its promoter on internal restructuring and acquisition of majority stake in the Indian entity.
- Advised Camlin Limited, India's leading stationery manufacturer in formation of joint venture with Kokuyo S&T Co, subsidiary of Kokuyo Co, Japanese leading stationery manufacturer.
- Advised Cravatex Limited and its founders on transfer of its business undertaking relating to retail and distribution of lifestyle, sports and wellness products to its wholly owned subsidiary Cravatex Brands Limited and the investment by Paragon Partners Growth Fund-I of approx. US\$ 11 million.

Memberships

Member of the Bar Council of Maharashtra and Goa as an Advocate in July 2000

Member of the Bombay Incorporated Law Society as a Solicitor in January 2002

Advocate on Record of the Supreme Court of India in February

Publications

Nitin has written and published various articles related to legal, regulatory and contractual issues including the following:-

Joint Ventures & Foreign Direct Investment – 1999 (Western India Regional Council of the ICSI).

Promoters & Hostile Takeover Bids – Economic Times

Foreign Investments in India – 2007 (Entry Options & Regulatory Regime) Trade Links Canada

Foreign Investments in India – 2008 (Entry Options & Regulatory Regime) Indo German Chamber Business Magazine

Education

B. Com. (Honours), University of Bombay (1979)

LL.B., University of Bombay (1982)

Solicitor, The Bombay Incorporated Law Society (1983)

Languages Spoken

English

Hindi

Marathi and

Gujarati
