



## Abhijeet Arvind Sonawane

 Partner |  +91 22 4341 8585 |  [abhijeet.sonawane@jsalaw.com](mailto:abhijeet.sonawane@jsalaw.com) |  Mumbai

### Practice Areas

Corporate

Finance

### Sectors

Banking and Financial Services

Construction and Engineering

Education

Hospitality, Tourism and Retail

Insurance and Pension

Investment Funds and Asset Management

Life Sciences, Healthcare and Pharma

Manufacturing

Real Estate

Services

### About

India-qualified transaction lawyer with 14+ years of experience in private equity and M&A. Managed and supervised teams throughout the life-cycle of transactions, from advisories on entry strategy, structuring and regulatory aspects, leading due diligences, drafting and negotiating transaction documentation to closing the deals. 2006 Law graduate from Mumbai University. Worked on transactions across various sectors, representing investors, entrepreneurs, family offices, acquirers and sellers. Advised companies on operational matters in areas of regulatory complexity and on a number of strategy-oriented matters, including confidential board and shareholder level disputes, pre-litigation strategy and other matters.

Before joining JSA, Abhijeet was working as Partner with Hariani & Co., Advocates & Solicitors.

## Experience

### Private Equity & Venture Capital Transactions

Relevant experience includes advising and assisting in various transactions. Some of the recent ones include advising to:

- An Indian company in its investment (multiple rounds) in a Health Insurance Company in India;
- An Indian pharma distribution company in relation to an equity investment by a Japanese Group;
- A family office in its investment (multiple rounds) in a Biotech company in India;
- An Indian company in its investment into a new age wellness and lifestyle company, Wellness Forever;
- Celebrity investors in relation to their investment in a Beverage company, BIRA 91;
- An Indian high street fashion brand in an investment by an international clothing company;
- An Indian company engaged in a real estate data, analytics and workflow solutions company in receiving investment (multiple rounds) from a group company of a British media conglomerate;
- An Indian company engaged in jewelry business and having a jewelry brand in Mumbai in receiving investment from an affiliate entity of a media group company;

### Mergers and Acquisitions Transactions

Relevant experience includes advising and assisting in various transactions. Some of the recent ones include:

- Acquisition of a kiosk manufacturing company and its promoters in its acquisition by Big Basket;
- Advised a joint venture of a Tata Group company and an international private equity fund house in its acquisition of a real estate company;
- Advised a listed entity in its acquisition of a branded jewelry company;
- Voluntary liquidations;
- Advised the promoters of a Third Party Administrator (TPA) business in sale of their business to another TPA operating in India, Medi Assist; and
- Business Transfer arrangements.

### Debt Transactions

Advising and assisting in various transactions involving:

- Term Loan arrangements for housing finance companies;
- Investment in debenture issuance for various funds houses;

- Assignment of loan transaction between NBFCs; and
- Drafting, negotiating and finalizing lending and security documents in relation to financing from banks, financial institutions and private lenders.

### **Real Estate Transactions**

Relevant experience includes advising and assisting in various transactions involving:

- High Value Lease and Leave & License Arrangements;
- High Value Flat transactions;
- Sale of properties by Public Trusts through tender processes; and
- Acquisition of land through bidding process.

### **Project Finance and Infrastructure Transactions**

- Assisted companies in reviewing bid documents for BOT model; and
- Drafting, negotiating and finalizing various documents in infrastructure projects including Power Purchaser, Power Transmission, Water Supply, Utilities Supply, EPC Agreements etc.

### **Commercial Transactions and Advisory Work**

- Advising corporates on Foreign Exchange Management Act in relation Foreign Investment in India, Outbound Investments, External Commercial Borrowings, Liberalised Remittance Scheme, and Foreign Contribution Regulations;
- Advised on Company Law related issues, including various shareholders' dispute;
- Advised on Setting up companies in India, Acquisition of properties outside India;
- Advised on various operational matters, including contract manufacturing, distributorship across various Indian states and sponsorship arrangements globally for companies across sectors;
- Opinions on various subjects of law;
- Drafting and appearing before RBI in compounding application in relation to various violations made by the Company; and
- Drafting of various Sector Specific agreements and other arrangements.

### **Memberships**

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Member of Bar Council of Maharashtra and Goa

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## **Publications**

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REIT - Able Space In India ~ A CLOSER REALTY - a paper jointly published with Knight Frank, KPMG;  
Leveraged Buy – Outs in India – The Road Ahead – India Law News – Special Focus on Venture Capital;  
Asia Pacific Real Estate Association (APREA) comments to the Ministry of Housing and Urban Poverty Alleviation on its affordable housing PPP discussion paper;

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## **Education**

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LL.B

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B.Com

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## **Languages Spoken**

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English

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Hindi

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Marathi

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