



Saurabh Sharma

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Practice Areas

Corporate

M&A

Sectors

Manufacturing

Investment Funds and Asset Management

Financial Services

Defence and Internal Security

Construction and Engineering

Transportation and Logistics

Urban Infrastructure, Smart Cities and Public Procurement

Energy: Power and Hydrocarbons

Hospitality, Tourism and Retail

Real Estate

Technology, Media and Sports

Life Sciences, Healthcare and Pharma

About

Saurabh Sharma specializes in General Corporate, Mergers and Acquisitions, Joint Ventures, Commercial Contracts, and GIFT City practice. His career spans a broad spectrum of transactional and advisory work, with a strong focus on high-value, complex mandates across both domestic and cross-border contexts.

He has advised a diverse clientele — including large Indian conglomerates, multinational corporations, financial institutions, private equity investors, and high-growth companies — on strategic investments, business transfers, private placements, and corporate reorganizations. From sectoral perspective, he has advised on infrastructure projects, logistics, manufacturing, agritech, healthcare, technology and defence, as well as advising on the India leg of global M&A deals involving listed entities and international buyers.

His work also extended to advising NYSE-listed and US-headquartered companies on their India operations, including employment, governance, and commercial structuring.

As part of GIFT-IFSC practice, Saurabh has supported foreign and domestic institutions in establishing banking units, fund structures, and tokenization platforms in IFSC. His regulatory work includes advising on digital lending models, payment aggregation frameworks, blockchain-based products, and sandbox initiatives under the IFSCA FinTech Scheme. He has also assisted leading banks and financial platforms in navigating RBI and IFSCA approvals for establishing operations in India.

He is also a firm believer in contributing back to the community and actively mentors law students and young graduates, and serves as a visiting faculty at Gujarat National Law University and Institute of Law, Nirma University.

Before joining JSA, Saurabh was a Partner at Cyril Amarchand Mangaldas in Corporate M&A practice.

Experience

Some of the key assignments in these areas handled and being handled by Saurabh Sharma amongst others, cover the following: -

- Lead the team that advised Adani Power Limited in Joint Venture with Druk Green Power Company, Bhutan for setting up 570MW hydro power project in Bhutan.
- Advised Adani Data Networks on spectrum transfer to Bharti Airtel and Bharti Hexacomm.
- Advised Accutron Inc. on sale of its India operations to Foxhole Group.
- Advised LegalZoom.com Inc. on India-leg of its acquisition of Revvsales, including due diligence, and advisory on employment and contractual aspects.
- Lead the team that advised Adani Ports on acquisition of 80% stake in Astro Shipping (Dubai).
- Advising a NYSE-listed cosmetics company on their India operations on a retainer basis; including end-to-end support on contracts, business operations, employment and governance.
- Advised Adani Group in its acquisition of 75% stake in Krishnapatanam Port, the secondlargest private sector port in India, for an enterprise value of USD 1.89 Billion.
- Lead the team that advised Freshtrop Fruits Limited (listed) on sale of its fresh fruits business to DeHaat, an agritech platform.
- Advised Ambuja Cements Limited on its acquisition of Sanghi Cements Limited.
- Advised Zydus Cadila on sale of its animal healthcare business to an SPV set up by a consortium led by Multiples PE fund.

- Lead the team that advised ACC Cements on its acquisition of Asian Concretes and Cements.
- Lead the team that advised Adani Ports on its acquisition of minority shareholding in Indian Oiltanking Limited and IOT Utkal Energy Services Limited from Oiltanking GmbH Group.
- Lead the team that advised Adani Digital Labs on its acquisition of 'Trainman'.
- Advised on setting up the Unity SFB - the first banking license issued by the RBI to any entity in six years. A joint venture of BharatPe and Centrum Finance.
- Advising a leading bank's IBU on launch of unsponsored depository receipts in IFSC, GIFT City in partnership with a stock exchange in IFSC, GIFT City.
- Regularly engaged with many tech/ fintech players, such as large digital assets exchange, tokenization products, ETF products, bullion products including in the sandbox regime under the IFSCA Fintech Scheme.
- Advising a large domestic institution with respect to their investment in a private equity fund in India which plans to introduce a parallel fund in IFSC, GIFT City to make investments alongside the Indian fund.
- Advising a leading foreign bank in setting up its IBU in IFSC, GIFT City including providing advice on structuring and providing assistance in obtaining the applicable regulatory approvals.
- Advisory to India's first full-stack blockchain-based tokenization platform on the regulatory concerns around setting up tokenization business in India.
- Advisory to a US headquartered payment processing platform on its India operations.
- Assistance to one of the largest banks of Canada on its application to RBI for setting up a branch/ liaison office in India.

Memberships

Bar Council of Gujarat

Education

B.A. LLB (Hons), Gujarat National Law University, 2011

Completed professional course in Company Secretary designed by the Institute of Company Secretaries of India, 2011

Languages Spoken

English

Hindi

Gujarati