



# Ajay G Prasad

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## Practice Areas Sectors

Corporate	<b>IT / ITES</b> – Investments, M&A, and GCC establishment and scaling.
	<b>Real Assets</b> – Commercial office portfolios, yield-generating assets, hospitality assets, REIT-linked transactions.
	<b>Products</b> – Manufacturing, automotive components, medical devices, and technology-enabled products.
	<b>Life Sciences</b> – medical devices, diagnostics, and healthcare businesses.

## About

Ajay is a corporate-commercial lawyer specialising in mergers and acquisitions, private equity transactions, joint ventures, transaction structuring, and corporate advisory. He advises foreign and domestic clients on navigating India's legal and regulatory framework, with a focus on execution certainty, regulatory compliance, and commercially efficient structuring.

His practice includes inbound and outbound M&A, strategic investments, business transfers, and internal reorganisations across sectors such as IT/ITES, real assets, products, and life sciences. He regularly acts for private equity sponsors, multinational corporations, founders, and promoter groups across the full transaction lifecycle.

## Experience

- EAAA Alternatives – Rental Yield Plus (RYP) Fund: Advised on acquisition of ~376,000 sq. ft. of Grade-A commercial office space at Greenheart Tech Park, Embassy Manyata Business Park, Bengaluru, for ~₹530 crore.

- Advised the promoter of one of India's best-known 5-star hotel on the sale of a controlling stake to one of the world's largest alternative asset manager, including structuring, negotiation, and execution of transaction documentation.
- Edelweiss Alternative Asset Advisors Limited (Rental Yield Plus Fund): Advised on acquisition of MMTP Projects Private Limited, Bengaluru (deal value exceeding ₹1,500 crore).
- Prestige Estates Projects Limited: Advised on sale of minority stake in eight retail mall assets to Blackstone-sponsored Nexus Select Trust.
- Advised one of the world's largest accounting firms on the establishment of a joint venture with its Indian network firm to pursue large-scale opportunities in the Global Capability Centre (GCC) space, with an aggregate opportunity pipeline estimated at approximately USD 3 billion.
- CPP Group: Advised on sale of its Indian subsidiary to OneAssist Consumer Solutions Pvt. Ltd. ~₹200 crore.
- Intron Lifesciences: Advised the promoters of Intron Lifesciences Private Limited on providing an exit to InvAscent, a healthcare and life science focused fund to Param Capital Research Private Limited and the strategic investment from Param into Intron, for ~₹215 crore.
- Regularly advises multinational corporations on establishment and scaling of Global Capability Centres (GCCs) in India.
- Serves as a strategic board advisor to large GCCs to navigate the Indian regulatory landscape.
- Samvardhana Motherson International Limited: Advised on acquisition of 100% stake in Rollon Hydraulics Private Limited.

## **Awards & Recognitions**

Winner – BW Legal World '40 Under 40' Lawyers & Legal Influencers Award.

## **Speaking Engagements & Thought Leadership**

Regular speaker at industry and corporate forums on M&A, private equity, and Indian regulatory structuring.

Delivers guest lectures and in-house sessions for multinational companies on India entry strategies and cross-border structuring.

## **Memberships**

Karnataka State Bar Council

Institute of Company Secretaries of India