



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.

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)

Recognized as a 'Notable Practitioner' for M&A and Private Equity by IFLR1000 (2018 – 2023)

Recognized as a 'Distinguished Practitioner' for Private Equity by Asialaw Profiles (2020 – 2024)

Named in 'India Top Female Lawyers 2023' by Asian Legal Business (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)
