



Mumbai  
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### Practice Areas

- ◆ M&A Corporate

### Sectors

- ◆ Construction & Engineering
- ◆ Education & Franchising
- ◆ Manufacturing, Healthcare, Consumer Products, Industrial Products & Durables

### Education

- ◆ Masters in Rural Development University of Mumbai (2020)
- ◆ B. Com. (Honours), University of Bombay (1979)
- ◆ LL.B., University of Bombay (1982)
- ◆ Solicitor, The Bombay Incorporated Law Society (1983)

### Memberships

- ◆ Member CII Western Region Startup Committee 2020-21
- ◆ Member MSME Western Region Committee Indian Chamber of Commerce 2020-21

### Publications

- ◆ **Authored** book (2021) titled **“The GPS Paradigm” – for successful mergers, acquisitions & joint ventures** a definitive inorganic play book for business founders, CEOs & professionals.

## **Nitin Potdar**

### **Corporate Lawyer & Strategic Legal Advisor**

Nitin Potdar, formerly a Corporate Partner at J. Sagar Associates (2005 to 2024), continues to practice as a Corporate & M&A Lawyer independently with a focussed team of young lawyers. With a commitment to providing high-quality, tailored legal services across various industries, Nitin combines deep legal expertise with strategic foresight and business acumen to meet the unique needs of each client.

### **Professional Background and Expertise:**

Specializing in Mergers & Acquisitions, Corporate Restructuring, Joint Ventures, Foreign Collaborations, and Private Equity Deals, Nitin has a proven track record of successfully guiding multinational corporations into the Indian market and assisting family businesses with succession planning. His sophisticated legal counsel is designed to help clients achieve their immediate objectives and position them for long-term success in both domestic and international markets.

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.

### **Recognition and Thought Leadership:**

**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.

- ◆ India's best bet is knowledge Digitisation & Democratization – Fortune India (June 2020)
- ◆ Digital education: Creating a legally tenable ecosystem – Fortune India (July 2020)
- ◆ Portal Exclusive: Here is why entrepreneurship education must be incorporated as a five-year plan to make NEP a success – Education Times (Aug 2019).
- ◆ Trusted advisors: True custodians of corporate governance – Fortune India (Oct 2019)
- ◆ Foreign Investments in India – 2007 (Entry Options & Regulatory Regime) Trade Links Canada & 2008 (Entry Options & Regulatory Regime) Indo German Chamber Business Magazine.

### **Mentorship and Education:**

Nitin plays a pivotal role in mentoring emerging legal professionals through his initiative '**Conversations with Nitin Potdar.**' His forthcoming book, 'Companion Handbook for Law Students: What They Don't Teach at Law Schools in India,' is aimed at providing young lawyers with essential insights into the complexities of legal practice and achieving success.

He started his career with Carwford Bayley & Co (1991), became Partner Amarchand Mangaldas (1999), Joined JSA (2005 – 2024).

### **Deal Experience (Select)**

- ◆ Advised and participated with **Nissan Motor Co., Ltd., Japan** in drafting, negotiations and executing their Distribution Agreement with HAL (Indian Company) and the Dealership Agreement with multiple dealers across India.
- ◆ Advised **Lohr India Automotive Private Limited and its promoter** on internal restructuring and acquisition of majority stake in the Indian entity.
- ◆ Advised **Anchor Group (Indian super brand in Indian Electrical Accessories and Wiring Devices Business)** in part sale & 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 ***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 ***Camlin Limited***, India's leading stationery manufacturer in formation of joint venture including part sale of business with Kokuyo S&T Co, subsidiary of Kokuyo Co, Japanese leading stationery manufacturer.