



VAIBHAV KAKKAR

Designation: Senior Partner

Vaibhav.Kakkar@sarafpartners.com

Expertise: Corporate & Commercial, Private Equity & Venture Capital, Mergers & Acquisitions, and Regulatory

Education: B.B.A., LLB (Hons.); National Law University, Jodhpur, 2006

Bar Admission: Bar Council of Delhi

Awards and Recognitions:

- Consistently Ranked lawyer by **Chambers & Partners Asia-Pacific Guide** (2022 – 2026) for Corporate-M&A and Private Equity practice.
- Consistently ranked by **Chambers & Partners Global Guide** (2023 – 2026) for Corporate and M&A practice.
- Recognized amongst **India's Top Lawyers and members of the prestigious A-List** (2023-2026) by India Business Law Journal.
- Consistently recognised as a '**Leading Partner**' for Corporate and M&A practice and a '**Recommended Lawyer**' for Life Sciences & Healthcare, Fintech and TMT in the Legal 500 Asia-Pacific rankings, 2021 – 2026.
- Ranked as a '**Leading Lawyer**' for Corporate-M&A in the Legal Era Leading Lawyers Rankings, 2024-26.
- Recognised as a '**Litigation Star**' for Dispute Resolution - Commercial and Transactions by Benchmark Litigation in its Asia Pacific rankings, 2025 & 2026.
- Recognized amongst **India's Top Lawyers and members of the prestigious A-List**, 2024-2026 by India Business Law Journal.
- Ranked as '**Highly Regarded**' in M&A by IFLR 1000 Asia-Pacific Rankings, 2023-2025.
- Consistently been recognised as '**Distinguished Practitioner**' for Corporate and M&A practice in Asialaw Rankings, 2022-25.
- Recognised as '**Leading Law Firm Professional**' in Lawyer Power League 2023 by LawWiser.

- Awarded '**Asialaw's Lawyer of the month**' award, July 2022.
- Recognised '**Rising Star**' by Asian Legal Business 2022.
- Ranked as a '**Leading Lawyer**' in M&A by Legal Era Rankings in 2022.
- Awarded BW Legal World **40 under 40 Elite Club of Lawyers and Legal Influencers of 2021**.
- Recognised amongst **India's 50 Future Legal Leaders** by India Business Law Journal.
- Earlier, Vaibhav has also been recognized amongst '**40 under 40 outstanding legal professionals**' by Asian Legal Business in 2019 and ranked as '**Recommended Lawyer**' by 2019 RSG Report in the area of corporate and commercial laws and awarded '**Rising Star**' by Legal Era.

Overview:

Vaibhav Kakkar is a Senior Partner and member of the Firm's Management Committee, with two decades of expertise in steering high-stakes cross-border transactions and advising on a broad spectrum of regulatory and corporate laws, including securities, foreign exchange, fintech, TMT, and gaming laws. Vaibhav leads the Firm's Regulatory practice apart from being a seasoned General Corporate and M&A lawyer.

Vaibhav counsels global corporations on their India investment strategies and is the trusted adviser for several marquee domestic and multinational clients on complex corporate matters, including cross-border M&As, joint ventures, and private equity transactions. He also works closely with government stakeholders on policy matters and spearheads the Firm's advocacy and policy development team.

Vaibhav is a highly regarded thought-leader and leading commentator on emerging legal issues, with a particular focus on FDI and exchange control laws. His insights are frequently featured across leading media platforms and national news outlets. He also serves as a Visiting Senior Fellow at Artha Global, a leading policy research and advisory organization. He is also a member of the CII National Committee on E-commerce.

Vaibhav's extensive experience as set out above demonstrates his expertise in steering complex, cutting-edge transactions, especially in highly regulated areas such as **gaming, defence, retail and pharma**. Over the years, he has become a trusted advisor to his clients in situations entailing complex M&A and other commercial arrangements. Clients have been consistently impressed with Vaibhav's deep knowledge of issues, and his ability to adopt a solution-centric approach that prioritizes the commercial requirements of his clients.

In addition to work in the M&A space, Vaibhav advises leading market players on highly-complex and nuanced legal issues, especially on matters pertaining to securities laws, foreign exchange laws, fintech laws, telecom laws and gaming laws. Notably, Vaibhav extensively advised and hand-held Google in the setting up of **Google Pay** (India's largest UPI payment network and now being replicated across the world) at a point in time when fintech laws in India had just started to evolve. Similarly, Vaibhav advised on the structuring of Apple's entry into India, in the backdrop of numerous complexities surrounding FDI in the retail sector. Vaibhav is also one of India's leading authorities on Indian foreign contribution laws and advises the world's largest non-profit donors in their India-facing activities, including **Ford Foundation, Bill and Melinda Gates Foundation, Rockefeller Foundation, Packard Foundation, Hewlett Foundation** etc.