

Gopala Goyal

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Gopala Goyal is a Senior Consultant at Osborne Partners, A Delta Consulting Group Company. He specialises in public policy and regulatory risk assessment, integrity and senior management due diligence, market entry studies and asset tracing. His clients include private equity and venture capital funds, financial institutions, law firms and multinational corporations, including Fortune 500 companies. He supports their investment, partnership and business decisions in India and the wider region.

Gopala brings over 10 years of experience in legal and public policy matters. This includes advising senior government leadership in India. That background gives him close insight into the legislative, political, and regulatory environment facing investors and businesses. His work spans digital infrastructure, technology, artificial intelligence, industrial manufacturing, transportation infrastructure, energy, renewables, and financial services.

Selected Project Experience

- ▶ Conducted due diligence for an Indian alternative asset manager evaluating an investment in a digital infrastructure platform providing dark fibre, private line and spectrum services across India. Assessed the promoters' backgrounds and track records, licensing and authorisation, regulatory treatment of dark and lit fibre, customer concentration and allegations involving right-of-way approvals.
- ▶ Conducted pre-investment and senior management due diligence for a Singapore-headquartered investor evaluating an artificial intelligence-enabled e-commerce technology group operating across Southeast Asia and India. Assessed the substance and delivery capability of its proprietary technology, intercompany billing arrangements following two acquisitions and the reputation and conduct of its co-founders.
- ▶ Conducted acquisition due diligence for an Indian infrastructure investment trust evaluating a roads and highways company. Assessed tendering irregularities, bribery and corruption risk and political exposure and extended the review to connected group entities and their insolvency history.
- ▶ Assessed the prospects for renewal of a Fortune 500 company's long-term operational rights over a critical infrastructure asset in India, with multibillion-dollar implications for continued operations. Mapped key stakeholders, conducted discreet interviews with senior government officials, regulators, competitors and political influencers and assessed competitor positioning, regulatory timelines and engagement priorities.
- ▶ Prepared a public policy and legal risk assessment for a venture capital fund considering the appointment of a politically exposed person to a senior leadership position. Assessed the regulatory and reputational implications of the appointment and potential risk mitigation measures.
- ▶ Conducted an asset tracing investigation for counsel to an engineering company seeking to enforce an arbitral award against an Indian manufacturing group. Traced movable and immovable assets through public records, financial statements and discreet source enquiries, identifying unencumbered land parcels and other attachable assets worth several times the value of the award. Counsel relied on the findings in its execution petition.



EDUCATION

- **Indian School of Business, India**
MBA, Marketing and Strategy
- **Symbiosis Law School, India**
BBA LL.B.