



India Business Law Directory

- 2014 -

India Business Law Journal presents its annual report on the state of play in India's legal market, accompanied by an essential directory of more than 50 of the country's leading commercial law firms

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Legal market report
by Vandana Chatlani

India appears to be emerging slowly from the dark shadows that have eclipsed it over the past few years. Indeed, with the Bharatiya Janata Party in power, chants of “India shining” are reverberating through the country’s corporate corridors, replacing the grey language of doom, gloom and uncertainty with glowing words of hope for growth, change, investment and reinvigoration.

The new government, projecting itself as business-friendly, has begun addressing legal and regulatory roadblocks to restore investor confidence chipped away by ambiguous rules, sluggish reforms, retrospective legislation and indecisive enforcement.

“Project-related work came to a standstill,” says Mukesh Butani at BMR Legal, a 40-lawyer firm that recently acquired Acuity Law. “Now there is hope and expectation the thrust on infrastructure will help project work pick up. If India can head to 6-6.5% growth, it would have done very well.”

“There are clear indications that project bottlenecks will be dealt with swiftly and appropriate policies for land acquisition will be formulated to hasten the now lethargic momentum in this sector,” says Rabindra Jhunjhunwala, a partner at Khaitan & Co. “A lot of project financing and infrastructure development work is expected to come through in the next couple of years based on such decisions.”

Bomi Daruwala, a partner at Vaish Associates, is confident that several archaic pieces of legislation will be “repealed, modified, or even completely replaced with more business-friendly legislation”. While some may question such brazen optimism, many have faith that the government will stick to its promise of delivering stability, tackling corruption and prioritizing good governance and development.

Another concern is fractures in the financial system. “The government seems to be setting a roadmap for the implementation of proposals by the Financial Sector Legislative Reforms Commission, which will unify the regulatory framework presently overseeing the financial services sector in India,” says Vineetha MG, a partner at Samvad Partners. “Assuming that the solo financial regulator becomes a reality ... [it] will have far reaching implications on the financial system.”

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Vineetha MG
Partner
Samvad Partners



We see demand for law firms in tier two cities like Pune, Ahmedabad and Hyderabad

Vivek Sadhale
Co-Founder
Legalogic Consulting



Under the leadership of Raghuram Rajan, the Reserve Bank of India has made it easier to get money in and out of India. The RBI has agreed to drop its regulation of pricing norms provided that companies follow internationally accepted pricing norms. “This is really the mother of all changes,” says Mohit Saraf, a partner at Luthra & Luthra.

But more is needed. “Indian banks require hundreds of billions of dollars for capitalization,” adds Saraf. “Most Indian companies are stressed – domestic companies don’t have capital or loans, so how do you grow? If we want to grow by 7-8%, we really need to import capital, both debt and equity. This is an economic and political compulsion.”

One way India hopes to attract capital is through foreign investment in previously guarded sectors. The government has announced plans to increase foreign participation in the insurance and defence sectors from 26% to 49% (see story on page 15).

Although any change to the cap on investment in insurance requires parliamentary approval, Celia Jenkins, a partner at Tuli & Co, is certain there will be “renewed interest in insurance investments in India both in insurance companies and in the intermediary space”. She adds that the market is likely to see the first merger of life insurance companies as well as other M&A movements among life and general insurers.

“With the new government in power, a lot of excitement, positivity and expectation is in the air,” says Aparajit Bhattacharya, a partner at HSA Advocates.

Vishal Gandhi, the managing partner at Gandhi & Associates, is among the optimists: “If the right steps are taken by the government, I have no doubt in my mind that India will become one of the best performing markets in the world.”

Out of the doldrums?

If the government is committed to kick-starting the economy, one of its tasks must be to breathe new life into the capital markets. “Offloading of stakes in public sector companies will provide a fillip to the capital markets and based on the buoyant sentiment, many companies – especially in the IT, ITES and e-retail sectors – are believed to

be considering public listings in the next year or two,” says Jhunjhunwala.

A change in policy that allows direct listings abroad without prior listing in India has provided an additional boost, according to Pankaj Singla, a senior associate at Corporate Professionals.

“Concrete steps to revive the economy are underway,” says Preeti Mehta, a partner at Kanga & Co in Mumbai.

“In the next 12 months, we expect to see increased activity in the IPO market,” says Sandeep Parekh, the managing partner of Finsec Law Advisors. He predicts that many entities will attempt to raise funds through other means as well. In addition, he says, matters where the Securities and Exchange Board of India (SEBI) has exercised its new enforcement powers may come up and result in proceedings before SEBI adjudicating officers and the Securities Appellate Tribunal.

Law firms will welcome renewed activity in the capital markets, particularly given the markets’ lacklustre performance for over two years. However, during this time the Companies Act, 2013, has helped to keep firms busy. Both clients and their advisers have carefully studied provisions that codify the duties and responsibilities of directors for the first time; extend the liabilities of independent directors; prescribe better corporate governance; introduce the concepts of a one-person company and class action suits; create new authorities such as the Serious Fraud Investigation Office and the National Financial Regulatory Authority; and set up new special courts.

“The notification of the new Companies Act, 2013, will certainly be a game changer for corporate India,” says Manoj Singh, the managing partner of Singh & Associates.

“With risk and compliance policies placed on priority, many clients are taking steps to make sure they comply with the new act and rules,” says Amar Keralikar, a senior associate at MD&T Partners.

Suhas Tuljapurkar, the managing partner at Legasis

New businesses are looking for smaller, nimble teams to assist them with a wide range of legal issues at reasonable costs

Shantanu Sood
Managing Partner
Quest IP



Partners in Mumbai, which devised and installed an all-inclusive compliance management system for the Procter & Gamble group in India, says that his clients are also paying

close attention to the provisions of the Sexual Harassment at Workplace (Prevention, Prohibition and Redressal) Act, 2013, and seeking advice on this legislation.

Bigger, better, faster, stronger

Prior to the drama and associated promise generated by the general election, some law firms had fallen into a state of stagnation that prompted reflection, internal reshuffles, training and the streamlining of processes.

The firms that have larger resources and teams will be more in demand as companies will seek more direct secondments

Rohan Shah
Managing Partner
Economic Laws Practice



Some made concessions which seem to have paid off. “We reduced our partners billing rates from US\$236 per hour to US\$126 per hour plus disbursements,” says Shrikant Hathi, a partner at shipping specialist Brus Chambers. “Our volume of work has increased ... in fact our law firm filed the maximum admiralty suits for ship arrest during the last 12 months.”

In contrast, Legacy Law Offices witnessed a 10-20% increase in fee rates, says managing partner Gagan Anand. “We have observed a similar trend in the legal market in north India.”

While Gagrats sailed comfortably through a patchy year of transactions – with roles on the Jet-Airways and Etihad deal, Thomas Cook India’s investment in Sterling Holidays and Elder Pharmaceuticals’ transfer of businesses to the Torrent Group – other firms chose to pursue ambitious plans for development.

“The overall theme has been growth and expansion,” says Ashish Porwal, the founder of six-month-old Hreem Legal. “Some of the bigger law firms have attempted to grow inorganically by acquiring small offices, essentially to establish presence in new territories, [while] several new independent law firms ... are trying to make their mark.”

One of the more prominent recent mergers is that of two mid-sized law firms: Rajani & Associates and Singhania & Partners. On 1 November 2013, they joined to become Rajani Singhania & Partners, a full-service firm with over 100 lawyers in New Delhi, Mumbai, Bangalore and Hyderabad. The merger was borne out of the “good chemistry” that

managing partners Prem Rajani and Ravi Singhanian shared while working on opposite sides of a transaction four years ago. Rajani says their primary objective is not to join the rat race and become a top tier law firm, but simply to serve clients well and reap any benefits as a result.

Rupin Pahwa, the managing partner of Juris Legal in New Delhi, has shied away from such tie-ups. “We have frequently received overtures from other firms to form collaborations,” he says, but “in our view, this development misleads clients. [Although] law firms appear larger ... the quality of legal advice across different offices is inconsistent since formal training, formulation of legal databases across offices and similar practices are not always applied.”

Akshat Pande at Alpha Partners suggests that collaboration may be the only way to stem fee pressures and remain competitive. “The need of the hour is consolidation of small law firms,” says Pande. “This will stabilize both talent distribution as well as fee structures ... and enable competition at all levels.”

To increase their competitiveness, some firms have widened their geographical footprint. Altacit Global opened

There is a discernible trend towards more independent functioning of local Indian in-house teams in subsidiaries of multinational giants

Bisman Kaur
Attorney
Remfry & Sagar



a Hyderabad office in February 2014; Economic Laws Practice opened an office in Bangalore and one in Chennai, where J Sagar Associates also launched operations; and DSK Legal set up shop in Pune.

“We see demand for law firms in tier two cities like Pune, Ahmedabad and Hyderabad,” says Vivek Sadhale at LegaLogic Consulting in Pune, noting an entrepreneurial drive to capitalize on growth opportunities outside the major metropolitan cities.

Small wonders

Law firms both young and established are increasingly jostling for space in untapped markets. Several are heading to the southern and coastal regions of India, where development has yet to reach its peak. “We see a lot of fragmentation of law firms, especially in the Bangalore market – and to a small extent, in Mumbai,” says Talha

General counsel ... often wearing a management hat in addition to their legal hats ... increasingly require more nuanced advice

Sawant Singh
Partner
Phoenix Legal



Salaria, the founder of two-year-old law firm Lawyers at Work. The increasing competition in Bangalore, she adds, has put pressure on fee structures. “We see most clients move away from the hourly to fixed fee model, which has become almost non-negotiable.”

For clients, this means greater choice at lower prices. “Large corporates, banks and financial institutions are no longer looking at the big law firms to attend to their needs,” says Jay Parikh, a partner at VERUS in Mumbai. “With domain expertise, personalized client handling and innovative fee structures, smaller law firms seem to be winning prized mandates.”

Sumeet Kachwaha, the managing partner at Kachwaha & Partners, echoes these sentiments. “I can say that at least the best dispute resolution work is with the mid- or small-sized firms.”

“There are more opportunities for smaller firms because of the manner in which domestic start-ups have taken off,” says Shantanu Sood, the managing partner of Quest IP. “New businesses are looking for smaller, nimble teams to assist them with a wide range of legal issues at reasonable costs.”

Indeed, this is why Desai Desai Carrimjee & Mulla was founded in 2008, “to create a viable alternative to large law firms,” says partner Naheed Carrimjee. She says the firm’s ethos is based on ensuring that “clients always have a direct interface with at least one partner having specialized knowledge and practical experience in the branch of law under consideration”.

Priti Suri, the managing partner of PSA, has a similar philosophy, focusing on “high quality, personalized counseling”, anticipating clients’ needs and “adopting a proactive versus a reactive approach”.

Even firms as big as Majmudar & Partners, with about 100 professionals, suggest their practices differ from those of the “larger Indian firms [which] have tried to adopt the Magic Circle firms’ practices, mainly, pushing down work to younger lawyers”. Neerav Merchant, a partner at Majmudar & Partners, says the big firms’ approach seems to be backfiring in some cases “due to the lack of depth and lack of quality on the bench” and observes that foreign

law firms and Indian general counsel “seem to prefer good quality individual lawyers in medium-sized and boutique firms”.

Rohan Shah, the managing partner at Economic Laws Practice, disagrees, pointing out that bigger firms offer their own advantages. “The firms that have larger resources and teams will be more in demand as companies will seek more direct secondments,” he says. “Smaller firms are unlikely to be able to meet such secondment-related demands.”

Independence in-house

Regardless of size, most firms agree that corporate counsel are increasingly keeping matters in-house. “There is a discernible trend towards more independent functioning of local Indian in-house teams in subsidiaries of multinational giants,” says Bisman Kaur, an attorney at Remfry & Sagar.

In-house teams are keen to handle run-of-the-mill issues themselves, consulting external counsel only on the most sensitive issues, such as foreign direct investment in retail,

While the Indian client is cost-conscious, they seem to have significantly matured in terms of buying legal services

Vineet Aneja
Partner
Clasis Law



or on deals that traditionally require the involvement of external counsel such as M&A, financing, etc., explains Sawant Singh, a partner at Phoenix Legal. “General counsel also tend to be more empowered, often wearing a management hat in addition to their legal hats, and therefore increasingly require more nuanced advice.”

Cost isn’t always a major concern. “While the Indian client is cost-conscious, they seem to have significantly matured in terms of buying legal services,” says Vineet Aneja, a partner at Clasis Law in Delhi. “They are prepared to pay for quality legal services and will desist paying for sub-standard services.”

“It is now not uncommon for the law firm to act more as an aide to the legal counsel rather than to be the ‘decision maker’,” adds Probal Bhaduri, a partner at MNK Law Offices.

Insurance may be one sector which goes against this pattern. “Several Indian insurers have started, or are looking to start, operations in the UAE and/or Africa,” observes

Jenkins at Tuli & Co. She has seen an increase in the number of directors and officers liability insurance and employment practices liability insurance claims, with several of the underlying claims being made in either the US or Europe. “Following regulatory action, several Indian life insurers and intermediaries are now looking to obtain more external legal advice compared to previous years where there was a strong reliance on in-house counsel.”

Shaping the specialists

Some legal providers see specialization as one way to gain favour with corporate counsel. Small firms have focused their practice offerings on a few key areas, while larger firms are developing sector specialists in a bid to enhance profitability.

Anticipating a barrage of mandates relating to new tax provisions that are in the pipeline, firms are quickly drawing in talented experts. Trilegal bolstered its tax practice in April with the hire of Himanshu Sinha from Deloitte Touche Tohmatsu. “We now have full-service capability on direct and indirect tax advice and litigation support,” says partner Karan Singh.

Fox Mandal has beefed up its tax team in a bid to cater to manufacturing companies, which managing partner Shuva Mandal says will encounter challenges in complying with the new regime. Mandal lists transfer pricing, real estate, company law, labour and employment law, governance, risk management and compliance as other potential pockets of work. “As a firm, we are investing in enhancing our capacity in these areas,” he says. “Clients will look for one-stop capabilities and roadmap-based, implementation-oriented solutions rather than just a bouquet of services.”

Specialists have emerged in many areas. “We now see a growing number of firms focusing only on contract law, cyber law, immigration law, etc.,” says Abhishek Pandurangi, the founder and CEO of Closer2Patents.

There is a conscious effort for the creation of independent regulators ... over and above the current regulators in insurance, stock market, oil and gas, power, civil aviation, telecom, etc.

Ranji Dua
Managing Partner
Dua Associates



“This is a welcome change in the legal ecosystem of the country.”

“Many firms are realizing the need to add synergies and are focusing on niche areas of practice,” says

Many stakeholders [are] repelled by the high costs and long timelines that have come to be associated with arbitration

Sunil Seth

Senior Partner

Seth Dua & Associates



Aseem Chawla, a partner at MPC Legal.

LexCounsel, which celebrates a decade this year, is one example. The firm has built expertise in clinical trials and research, education, satellite communications, food, drugs and telemedicine and is keen to continue strengthening its clout in these fields.

Another example is APJ-SLG Law Offices, which counts trade law and World Trade Organization (WTO) matters among its specialties. The government has called on the firm for assistance in reacting to notifications on technical barriers to trade issued by WTO member countries, while the Confederation of Indian Industry engaged it to prepare studies on building value chains across India and Pakistan in sectors such as automobiles, textiles and clothing, agriculture, energy and pharmaceuticals.

IP firm Anand and Anand has identified a number of areas in which it is boosting its credentials. These include regulation, competition law, IT and social media law, licensing, franchising and sports law.

The honing of new skill sets is occurring in parallel with the rise of specialized courts and additional sector-specific regulatory apparatus. “As the Indian economy grows there is a conscious effort for the creation of independent regulators in various additional sectors over and above the current regulators in insurance, stock market, oil and gas, power, civil aviation, telecom, etc.,” notes Ranji Dua, the managing partner at Dua Associates. “While this reduces the burden of cases in Indian courts it also has greatly increased the opportunity for specialization among law firms and younger lawyers.”

Firms that have spent years focusing on niche areas are rethinking their spectrum of services. For example, Altacit Global, known for many years as an IP boutique, has set up a real estate practice to complement its corporate service offerings, while Selvam & Selvam hived off its patent practice to GoPatent Consulting in order to focus on

trademarks, copyrights and domain name disputes. “We are looking to expand our services to corporate commercial work as well,” says Navarre Roy, a senior associate at the firm.

In search of quick resolution

The emergence of an environment regulator and the coming establishment of the National Company Law Tribunal signal the “changing face of litigation in India”, according to Srinivas Kotni, the managing partner of LEXport. Lawyers hope that these developments will alleviate pressure on the courts and make for a speedier delivery of justice.

Kaur at Remfry & Sagar believes efficient dispute resolution hinges on resolving the issue of vacant judicial posts. “Filling these vacancies is of vital importance for reducing pendency and quick disposal of matters,” she says.

Hopes that arbitration could avoid the problems associated with litigation have not been fulfilled. “The corporate sector has realized that like litigation, even arbitration has failed to take off,” says Lalit Bhasin, the managing partner of Bhasin & Co. “Therefore the emphasis is shifting towards mediation and settlement.”

Sunil Seth, a senior partner at Seth Dua & Associates, says he has noticed a slight increase in mediation clauses being inserted in contracts “with many stakeholders being repelled by the high costs and long timelines that have come to be associated with arbitration”.

Standing out from the crowd

With stiff competition for a finite number of mandates, some law firms are employing novel strategies to gain an edge on the competition.

Khaitan & Co has acquired new talent as a result of what it calls “innovative hiring” from “unconventional locations”. The firm has attracted Sudhir Bassi and Gautam Chemburkar as executive directors and Ashutosh Gupta

Recent judgments from the US Supreme Court ... have led to some sort of convergence of patent laws and their interpretation in countries like the US, Europe and India

Ravi Bhola

Partner

K&S Partners



as a director to “drive the firm’s thought leadership, build client relationships and deliver well-coordinated teams”. Bassi joins from JM Morgan Stanley, where he was a managing director, while Chemburkar and Gupta have moved from KPMG.

“Unlike a conventional law firm partner [Bassi] comes from the other side of the table, where he has been very closely associated with the entire evolution of the capital market regulatory framework,” says Jhunjunwala.

Similarly, he says, Chemburkar’s hire was based on his ability to manage sectors, accounts and “international corridors” at KPMG, rather than his technical knowledge or familiarity with a law firm setup. Gupta too, was selected for his management consulting and legal advisory experience.

Also taking management seriously is DSK Legal, which appointed a new CEO to identify, plan and implement the strategic and operational priorities of the firm, according

IP coming of age

A move towards global standards is lending credibility to India’s protection regime for intellectual property

The past 12 months have been quiet for many law firms, but some IP practitioners have been kept busy by complex deal making and litigious activity. “Senior counsel are playing a vital role in litigation matters in spite of their significant fee,” says Vikram Grover, the founder of GroverLaw.

Ravi Bhola, a partner at K&S Partners, which provided IP support to Facebook for its first Indian acquisition, has noticed a rise in IP deals in comparison with the previous two or three years. “Some of these deals are fairly sophisticated patent deals where IP assets are transferred along with key team members,” he says. “Exposure to such matters lends itself to a new maturity and streamlining of legal provisions.”

India’s accession to the Madrid Protocol, its recent emergence as an international searching authority and international preliminary examining authority under the Patent Cooperation Treaty, and efforts towards digitization and e-filing procedures are signs of this maturity. These developments are aligning India’s IP enforcement and machinery with those of developed jurisdictions.

“The Indian patent and trademark office is making critical changes to become a part of the international IP ecosystem,” says Abhishek Pandurangi, the founder and CEO of Closer2Patents.

“Recent judgments from the US Supreme Court – be it *Bilski v Kappos* [on tests to determine patent eligibility]; *Association for Molecular Pathology v Myriad Genetics* [on the validity of gene patents]; or *Alice Corp v CLS Bank International* [on patentable subject matter] – have led to some sort of convergence of patent laws and their interpretation in countries like the US, Europe and India,” says Bhola. “This convergence is expected to lead to a more uniform patent strategy for our clients in key jurisdictions and thereby, greater predictability in the outcome.”

Patent work in India is expected to rise following the introduction of a new category of applications for small and medium entities. “Earlier the patent office only recognized individual and corporate entities,” notes Gopal Trivedi, an attorney at IP boutique Chadha & Chadha. “This will encourage some small-sized organizations to nurture their patenting practice.”

The push towards manufacturing could create further

avenues of work on the patent front through “indigenous innovation ... resulting in more focus on intellectual property, assets and wealth,” says Vaibhav Vutts, the managing partner of Vutts & Associates.

A greater understanding regarding the need for IP protection overseas has also translated into new assignments. “There seems to be an increased awareness among Indian IP owners to seek IP registration abroad,” says Ashok Ram Kumar, an attorney at IP Markets in Hyderabad.

Tarun Khurana, a partner at Khurana & Khurana, believes IP owners will be reassured by the changes and flexibility that the IP offices and the Intellectual Property Appellate Board introduce to make systems more convenient for applicants, while Vikrant Rana, a partner at SS Rana & Co, points to the advantages of e-filing options “to facilitate error-free and speedier oppositions”.

The Competition Commission of India’s enforcement of abuse of dominance provisions has opened new areas of work for IP practitioners. “SiebenIP is continuously working with its clients so that their IP portfolio is intact while taking all measures to prevent abuse of monopoly rights,” says Jaya Bhatnagar, the firm’s founder.

Parties challenging monopoly provisions, filing cases for trademark infringement or defending their patents in court will need to loosen their purse strings. “The most important development is that the court fee is likely to be enhanced in the coming days,” says Sadaf Chowdhury, an associate at ZeusIP. At present, Delhi High Court (respected for its decisions on IP matters) will only entertain suits where the claim amounts to at least ₹2 million (US\$33,000) and where the associated court fee works out to at least ₹200,000. Plans to increase the threshold from ₹2 million to ₹20 million would mean a steep hike in court fees.

Changes to copyright enforcement are also afoot. Monica Datta, a partner at Saikrishna & Associates, says the firm expects the new Copyright Board to be “as important as the Telecom Regulatory Authority of India is to the telecom sector”. She says that once the board is constituted by the government under the Indian Copyright Act, 1957, it is expected to play a determinative role as an industry regulator where content evaluations are concerned.

We've noticed law firms pushing the envelope on the prohibitions against advertising

Ramanand Mundkur
Managing Partner
Mundkur Law Partners



to managing partner Anand Desai.

Many firms are promoting their strengths through speaking engagements, sponsorships, webinars and articles. "We've noticed law firms pushing the envelope on the prohibitions against advertising," says Ramanand Mundkur at Mundkur Law Partners, which specializes in life sciences law, international M&A, education and real estate. "We are unsure how the Bar Council will react to this as we see a slightly schizophrenic response – with them saying that the rules need changing on the one hand, while threatening to come down with a heavy hand on violators, on the other."

Indian law firms are also fighting off a new kind of competition from rivals in the field of legal process outsourcing, comments Manisha Singh Nair, a partner at LexOrbis.

Some firms hope to secure work through affiliations with global networks. India Law Offices, for example, recently became the first non-European law firm to join the Warwick Legal Network, which has 50 member firms spread across 29 countries. "Being a part of this network will help our firm win quality clients interested in the Indian market and give

It is increasingly unlikely that the Indian legal market will open to foreign law firms in the next five years

Berjis Desai
Senior Partner
J Sagar Associates



our existing clients access to legal assistance in Europe," says managing partner Gautam Khurana.

DH Law Associates is one of a handful of firms with a focus on nurturing relationships with Chinese companies. Partner Santosh Pai, a Mandarin speaker who heads the firm's China practice, has been based in Beijing for four years, building ties between Indian and Chinese companies and educating both sides on the legal landscape in the two countries.

Dhir & Dhir is heading in a similar direction with the opening of a representative office in Japan earlier this year. "According to estimates from the Federation of Indian Chambers of Commerce and Industry, 1,000 Japanese companies have already invested US\$14.75 billion in India," says CEO Manju Mohotra.

Rajat Sethi, a partner at S&R Associates, feels that overall, Indian firms have improved the quality of their service offerings. "In part, this has occurred due to increased exposure to international clients and international firms in cross-border deals," he says. "Over the last five years, Indian firms have also had the benefit of a richer pool of lawyers trained at international firms." The economic slowdown has also given Indian firms time for introspection and improvement. Adds Sethi: "Firms generally seem better equipped to deal with a busy phase over the next two to three years."

International best friends?

Foreign lawyers will be watching the Indian legal market intently over the coming months with the hope of advising on both inbound and outbound matters. Their desire for the chance to set up shop locally, however, remains a distant dream for now. "It is increasingly unlikely that the Indian legal market will open to foreign law firms in the next five years," says Berjis Desai, a senior partner at J Sagar Associates.

As a result, many will have to negotiate their way through best friend relationships or loose affiliations. Foreign firms "should have associations with multiple law firms and use them based on their capabilities," rather than tying up with one entity, suggests Poonam Sharma, the founder of Juris Metrics, an all-women firm.

Shardul Shroff, the managing partner at Amarchand Mangaldas, believes that before opening the legal market, India would need to rethink the policies regulating its legal industry, to allow limited liability partnerships for law firms, permit various forms of marketing, address the need for professional negligence insurance, and permit banking facilities at low interest rates. Shroff also sees a need for stricter regulation of the legal market, the legal process outsourcing industry and senior counsel. "Each of these legal structures has unique problems requiring unique solutions taking into consideration cost factors, fee structures, limited liability, etc., as in several of these categories there are disproportionate rewards without any risk carried."

For now, lawyers in India and those elsewhere with interests in its markets share a common hope for a stronger and more energized economy and a government that will live up to great expectations. Much work is needed and patience is necessary as palatable changes will not occur overnight. "I am willing to wait; not be impatient and not expect a magic wand," says Zia Mody, the managing partner of AZB & Partners. "And I am willing to encourage those around me to do so as well." ■

Aditya & Associates

Established in 2001

- **Number of partners:** 3
- **Number of associates:** 9
- **Principal office:** Mumbai
- **Other offices:** Chennai, Pune and Bangalore
- **Associate offices:** New Delhi and Kolkata

Key practice areas

Intellectual property practice: Trademarks, copyrights, patents, industrial designs, media & entertainment, domain name, GI, licensing and franchising.

Corporate practice: Corporate and commercial laws, company law and compliances, FEMA, FDI, information technology, sports law, media and entertainment, wills and testamentary, trusts & charities, commercial contracts, advisory and consultancy for other commercial laws.

Our services

Aditya & Associates is a forward-looking and progressive law firm specialising in intellectual property and commercial laws. In our established practice of over 12 years, we have consciously tailored, customised and provided only the best legal services to suit our clients' varied business requirements.

Aditya & Associates
Advocates, Patent & Trademark Attorneys



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Formerly known as PDS & Associates

- **Principal office:** Mumbai
- **Other office:** New Delhi

Key practice areas

Corporate M&A and private equity, general corporate advisory, corporate and commercial, litigation & arbitration, corporate documentation, anti-trust/competition, regulatory risk management and compliance.

Key industrial sectors

Banking & finance, biotech, healthcare, infrastructure, intellectual property rights, real estate and technology.

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Amarchand & Mangaldas & Suresh A Shroff & Co

Established in 1917

- **Number of partners:** 86
- **Number of associates:** 600+
- **Languages spoken:** English, German, Japanese, Chinese, Hindi, Gujarati, Marathi, Bengali, Kannada and other Indian languages

Key practice areas

General corporate, mergers & acquisitions, private equity, dispute resolution & arbitration, projects & project finance, banking & corporate finance, competition law, capital markets, policy & regulatory, real estate, intellectual property rights, insurance, employment & labour law, technology, media & telecom and taxation.

Our services

Founded in 1917, Amarchand Mangaldas is an award-winning full-service law firm to a wide range of premier clients, including domestic and multinational corporations and financial institutions. Often viewed as “the firm of preference” in India, the firm helps its clients achieve their goals by combining global standards with local expertise. Having worked on many of the biggest and most high profile cases in the region, the firm continues to remain at the cutting edge of Indian law and has developed a near-instinctive understanding of the issues, opportunities and challenges posed by the ever evolving and complex Indian business and legal environment. Quite often, Amarchand Mangaldas has been in the unique position of being an adviser on public policy formation in India. Distinguished partners of the firm have been members of many legislative panels to assist the Government of India with a legal perspective on policy related matters. Amarchand Mangaldas’ wide geographical reach and the resources it brings to bear bolster its capabilities to deliver excellent service to clients all over the region; and as the exclusive India member firm of the Lex Mundi Network, the firm is able to offer access to excellent legal expertise in more than 100 countries. The approach of the firm has been and remains, solution-oriented. Its practice is built by adopting a cross-functional and multi-disciplinary approach and by striving to maintain a judicious balance between expertise and efficiency.

Awards and recognition

Law Firm of the Year, 2013 by *India Business Law Journal*.

National Firm of the Year 2014 for the 3rd consecutive year by *International Financial Law Review* (IFLR).

Indian Law Firm of the Year for 9 years consistently by *Who’s Who Legal*.

Indian Deal Firm of the Year 2014, 2013 and 2012 consecutively by *Asian Legal Business* (ALB).

Employer of Choice, 2014 by *Asian Legal Business* (ALB).

Ranked 1 by deal count and deal volume by Bloomberg 2014 H1 Asia Pacific M&A Legal League Tables.

Chambers & Partners 2014 ranks Amarchand Mangaldas in Band 1 for: Corporate/M&A; Banking & Finance: Capital Markets; Competition/Antitrust; Dispute Resolution; PE; Projects, Infrastructure & Energy; and Real Estate.

Legal 500 2014 ranks Amarchand Mangaldas in Tier 1 for: Banking, Finance and Capital Markets; Corporate/M&A; Dispute Resolution; Projects and Energy; Real Estate; and TMT.

IFLR 1000 ranks Amarchand Mangaldas in Tier 1 for Banking; M&A; Capital Markets; Energy & Infrastructure; Private Equity; and Project Finance.



amarchand mangaldas

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ANA Law Group

Established in 2011

- **Number of partners and associates:** 12
- **Principal office:** Mumbai

Key practice areas

Corporate & commercial, banking & restructuring, intellectual property, employment & HR, telecommunications, information technology, data protection & privacy, media, gaming, licensing, outsourcing, antitrust & competition, real property, dispute resolution, clinical trials, retail & distribution, food, beverages, packaging and labelling.

Our services

ANA Law Group is a full-service law firm based in Mumbai, with a team of internationally qualified, experienced, talented and committed professionals with broad industry knowledge and specialization across a wide spectrum of laws. Founded on traditional values, coupled with prominent cross-border exposure, a solution-oriented approach and international quality services, the firm provides significant value to clients' businesses. We combine personal attention with commercial expertise in providing speedy, clear, practical and straightforward advice. The firm has a multi-city presence through associates which makes the functioning seamless on national projects.



ANA LAW GROUP
ANOOP NARAYANAN & ASSOCIATES

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Anand and Anand

Established in 1979, but with a lineage of practice dating back to 1923

- **Number of partners:** 19
- **Number of associates:** 94
- **Principal offices:** New Delhi and Noida
- **Other offices:** Chennai and Mumbai

Key practice areas

Patents, designs, litigation & dispute resolution, trademarks, copyright, antitrust & competition, compliance & regulatory, agreements, commercial exploitation of IP licensing and franchising law, tax law on IP matters, packaging law, advertising law, custom recordal & enforcement, domain name disputes, investigations, sports law, and media & entertainment law.

Our services

Anand and Anand is at the forefront of contentious IP litigation and trademark and patent prosecution. It advises on all aspects of IP law, as well as geographical indications; contractual and commercial IP; brand acquisitions; advertising law; competition and consumer law; border control measures; domain names; internet law; technology transfers; IP audits and valuation; IP leveraging; IP mortgage/pledging; pre-IPO IP audits; government approvals, and more. The firm traces its lineage of legal practice back to 1923 and is now celebrating 90 years of being at the forefront of IP in India.



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ARA LAW

Established in 1996

- **Number of partners:** 2
- **Number of associates:** 18
- **Principal office:** Mumbai
- **Other office:** Bengaluru (Bangalore)

Key practice areas

Private equity, mergers & acquisition, alternate investment funds, capital markets, banking & finance, infrastructure, real estate and TMT.

Our services

ARA LAW is a dynamic and leading first generation law firm, established in February 1996. Our firm philosophy embodies our primary objectives of commitment to quality legal services, prompt and effective responsiveness to clients' needs, focus on business concerns, quick turnaround time, advanced technical proficiency and a creative approach to issues, in tune with the changing legal and business environments.

The firm's sharp growth and excellent reputation has been achieved in a short span of time and bears testimony to the firm's high standards of legal work and client service. The firm has created a culture where every member feels valued and respected. We customize teams from various practice areas to address specific needs of our clients.



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AZB & Partners

Established in 2004

- **Number of partners:** 26
- **Number of associates:** 275
- **Principal office:** Mumbai
- **Other offices:** Delhi, Gurgaon, Bangalore and Pune

Key practice areas

M&A, joint ventures and general corporate, regulatory practice and securities laws, private equity, capital markets, funds practice, banking and finance, microfinance, derivatives, infrastructure and project finance, intellectual property, real estate, media and entertainment, information technology and business process outsourcing, employment insurance, pharmaceuticals and biotechnology, taxation, aviation, competition law, litigation and arbitration.

Our services

AZB & Partners is one of India's prominent law firms. Its practice is structured to offer an appropriate combination of legal and transactional expertise in a timely and effective manner. The firm aims to provide clear, concise and practical advice based on an in-depth knowledge of the legal, regulatory and commercial environment within which our clients operate, and a full understanding of their business objectives.



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ADVOCATES & SOLICITORS

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Bharucha & Partners

Established in 2008



- **Number of partners:** 7
- **Number of associates:** 40
- **Principal office:** Mumbai
- **Other office:** New Delhi

Key practice areas

Mergers & acquisitions, corporate restructuring, joint ventures, private equity, banking, structured finance, projects and project finance, capital markets, litigation, international and domestic arbitration, intellectual property, telecoms, information technology, real estate, employment laws and financial regulation.

Our services

Bharucha & Partners was founded in March 2008 on immutable principles of professional ethics and excellence. MP Bharucha, Alka Bharucha, Justin Bharucha and Vivek A Vashi are the founding partners of the firm.

Within a span of 6 years the firm has grown to three offices in two cities with 40 lawyers. Our expertise in corporate and commercial practice with mergers and acquisitions, banking and finance, litigation, arbitration, capital markets and financial regulation is well recognized and we count leading international and Indian corporate houses, banks, financial institutions and funds amongst our clients.

We advise clients on domestic as well as cross-border mergers and acquisitions, having advised both buy and sell sides on transactions structured as private arrangements or bidding processes involving listed and unlisted corporates in diverse industries.

Bharucha & Partners offer a blend of rich experience, creativity and the energy of youth. Each partner has a proven track record of handling complex commercial transactions or disputes. Each associate has been individually groomed or selected as sharing the qualities and vision of the partners.

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Bhasin & Co

Established in 1970

- **Number of partners:** 6
- **Number of associates:** 30
- **Principal office:** New Delhi
- **Other office:** Mumbai

Key practice areas

Dispute resolution (including arbitration and litigation), aviation, labour & employment, banking & finance, capital markets, consumer protection, competition law, corporate, commercial & conveyancing, energy & power, entertainment & hospitality, intellectual property laws, M&A, technology, media & telecommunications, transport laws and real estate laws.

Our services

The firm is a full-service law firm that focuses on niche areas of practice and provides strategic legal advice and disputes resolution services, primarily in the field of corporate and commercial laws.

The firm has been ranked among the top-tier Indian law firms by reputed guides such as *Chambers & Partners* and *Legal 500*. The managing partner of the firm is consistently listed in the elite "Leading Lawyers" list as "Leading Individual" by the *Asia Pacific Legal 500*. The firm is a winner of *India Business Law Journal's* prestigious Indian Law Firm Awards.

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BMR Legal

Established in 2010

- **Number of partners:** 6
- **Number of associates:** 47
- **Principal office:** New Delhi
- **Other offices:** Mumbai, Bangalore and Chennai

Key practice areas

Tax disputes & advisory; private equity & venture capital (fund formation); M&A, private equity & venture capital (transaction advisory); and general corporate law advisory.

Our services

BMR Legal is an Indian law firm offering a range of legal and tax advisory services, including M&A, private equity, venture capital, and other transaction advisory services, as well as tax policy and dispute resolution services, for domestic and global businesses of all sizes. The firm enhances value for clients by focusing on solutions that are innovative, yet practical, and that can be implemented. This is achieved by blending domain expertise with analytical rigour, while maintaining an uncompromising focus on quality by hiring and nurturing high quality professionals with a passion for excellence. BMR Legal is committed to making a difference to clients and to its people, and delivers this through the integrity of its effort and by living its core values.



BMR Legal

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Chadha & Co

Established in 2002

- **Number of partners:** 6
- **Number of associates:** 25
- **Principal office:** New Delhi

Key practice areas

Inbound investments, M&As, joint ventures, technology transfer, private equity, corporate restructuring, corporate & project finance, corporate governance, regulatory compliances, commercial litigation, labour, employment & industrial relations, real estate and antitrust.

Our services

Chadha & Co is India's leading boutique law firm with a specialized practice in advising foreign companies doing business in India. We advise international corporations on their India entry strategy, structuring their entry, establishing Indian operations, and on post-entry legal and regulatory issues. Our clients, from over 31 countries include leading *Fortune* 500 corporations as well as SMEs. Our partners are involved in a hands-on manner on every assignment. This ensures that our quality of work does not have peaks and troughs – the know-how, experience and commercial understanding of our partners is crucial to our ability to provide consistent, world-class service.



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Chandrakant M Joshi

Established in 1968

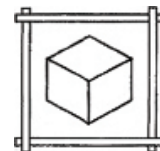
- **Number of associates:** 15
- **Principal office:** Mumbai
- **Other offices:** New Delhi, Kolkata, Chennai, Hyderabad, Ahmedabad

Key practice areas

IP prosecution for patents, trademarks, copyrights and designs; IP licensing, domain names, IP consulting; patent and trademark search; IP litigation and enforcement; patent and trademark opposition and investigations; anti-counterfeit action and brand valuations; infringement suits; technology transfer and joint venture agreements.

Our services

Our law firm has been exclusively practicing IPR matters since 1968. Hiral Chandrakant Joshi heads the firm, which comprises a team of highly experienced technical and legal professionals in the fields of chemical, pharmaceutical, biotechnology, electronic and mechanical patent law. In addition, lawyers at the firm specialize in various facets of trademarks, designs and copyright law and practice in India. The firm represents reputed privately owned companies, research institutes and universities, both Indian and multinational, around the world. It is an active member of several leading IPR associations in the US, the UK, Germany, Japan, France, Switzerland and other countries.



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Chhanda Legal Associates

Established in 2012

- **Number of partners:** 5
- **Number of associates:** 45
- **Principal office:** Mumbai
- **Other offices:** Gurgaon, Kolkata, New Delhi, Ranchi and Goa

Key practice areas

Corporate advisory, drafting and regulatory compliance: We advise on corporate structuring, mergers & acquisitions, joint ventures & setting up of wholly-owned subsidiaries, corporate governance & regulatory compliance, general corporate & commercial law, exchange control regulations, international trade & customs law, competition & antitrust laws, employment & labour laws, environment protection laws, immigration laws, insurance, taxation, winding up services, aviation, media, entertainment & telecommunication, shipping and real estate.

Litigation management and alternative dispute resolution (ADR): We represent clients in constitutional matters, appeals & special leave petition, civil disputes, criminal matters, recovery of debt and enforcement of securities by banks and financial institutions, corporate law, service law, consumer law and competition law. We also advise and represent in all arbitration proceedings, including international commercial arbitration & domestic institutional arbitration, in addition to assisting in appeal against arbitral award and execution of such awards.

We also advise on intellectual property rights.

Our services

Chhanda Legal Associates was founded by Partha Banerjee, an advocate with over 19 years' experience in active practice. Our principal focus is on attaining quality that meets global standards and expectations.

Chhanda Legal Associates is a strong and dynamic institution. The firm has a network of lawyers covering 480 districts in India as well as strategic associations with law firms in North America, Europe, Asia, Australia and South Africa. This enables us to meet the needs of our clients while maintaining a strong focus on quality control.

Our team of 45 lawyers are highly motivated and client centric. Our motto is to act as a moral keeper of the client and to provide out-of-the-box solutions that comply with all legal requirements and meet the business objectives of our clients. We recognize that our success depends on close coordination with our clients. Therefore, our lawyers work collaboratively to set objectives and conduct periodic review sessions to measure our progress against those objectives.

Our Clients: Chhanda Legal Associates are currently serving a diverse spectrum of clients including: Carrefour India Limited, ICICI Bank, ICICI Prudential Life Insurance Company Limited, RPG Enterprises, Religare Enterprises Limited, Aegon Religare Life Insurance Company Limited, Marico Limited, AXIS Bank, Canara Bank, Indiabulls Financial Services Limited, H&R Johnson (India), Bharati Airtel Limited, NIIT Limited and its group of companies, Reliance MediaWorks Limited, Essar Shipping Limited, PNB MetLife Life Insurance Company India, Kaya Skin Clinic Umak Resources Communications Pvt. Ltd, Titan Industries Limited, Luxor, G.V. Films Limited and Sidesh Films, Development Credit Bank, Central Bank of India, Union Bank of India, Max Life Insurance, Kotak Mahindra Bank, Nestle India Limited, Mahindra & Mahindra Financial Services Limited, Raheja Group, Ratnakar Bank Limited, and ING Vysya Bank.



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Crawford Bayley & Co

Established in 1830

- **Number of partners:** 20
- **Number of associates:** 125+
- **Principal office:** Mumbai
- **Other offices:** New Delhi, Pune and Bangalore

Key practice areas

Corporate and commercial practice, mergers and acquisitions, capital markets, joint ventures and foreign collaboration, privatisation and disinvestment, banking and corporate finance, intellectual property law, litigation and dispute resolution, real estate and property law, indirect taxation, labour and employment, admiralty and shipping law, information technology, e-banking and e-commerce.

Our services

Crawford Bayley & Co, established in 1830, currently has a team of 150 members, 20 partners, more than 125 associates and 15 paralegal personnel. It also has a supporting staff of more than 75 individuals. It has served its Indian clients with complete dedication and adherence. It has reached to the top of the peak, where its strength is matched with the top 10 law firms of India.

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Desai Desai Carrimjee & Mulla

Established in 2007



Desai Desai Carrimjee & Mulla

- **Number of partners:** 4
- **Number of associates:** 15+
- **Principal office:** Mumbai

Key practice areas

Real estate, corporate law, mergers and acquisitions, joint ventures and foreign collaborations, private equity investments, aviation law, offshore funds and venture capital funds, banking and finance, litigation, arbitration and dispute resolution, intellectual property law, hospitality and retail, trusts & personal law, capital markets, admiralty & shipping, media & entertainment, foreign direct investment, petroleum laws, infrastructure/EPC contracts.

Our services

The firm services a healthy client base & continues to be the sole India jurisdiction adviser for a *Fortune* 500 global steel manufacturer. We also continue to be the sole legal adviser to AirAsia India. Last year the firm represented the Royal Family of Baroda towards settlement of family disputes which spanned more than two decades and entailed in excess of 150 legal proceedings. The firm has a niche practice in the F&B, hospitality & also the real-estate sectors. All partners have been speakers at various legal and paralegal symposiums.

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Dhir & Dhir

Established in 1993

- **Number of partners:** 13
- **Number of associates:** 75
- **Principal office:** New Delhi
- **Other offices:** Mumbai and Japan

Key practice areas

Corporate & commercial, corporate restructuring & insolvency, mergers & acquisitions, joint ventures, private equity, FDI, regulatory, capital markets & securities law, dispute resolution & arbitration, bid-process & project management, antitrust & competition, anti-dumping, international trade & WTO, employment, environment, and intellectual property. The firm has been ranked continuously as a tier-1 law firm for corporate restructuring & insolvency by leading law journals.

Our services

Dhir & Dhir is a full-service law firm and brings to the table expertise and experience of more than two decades across various sectors and practice areas. Our team is over 100 strong, including lawyers, some with dual qualification of chartered accountants, company secretaries, cost accountants, MBAs and engineers with experience in a wide range of legal and financial issues. The firm is professionally managed by a full-time CEO and COO.



Dhir & Dhir

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DSK Legal

Established in 2001

- **Number of partners:** 12
- **Number of associates:** 100+
- **Principal office:** Mumbai
- **Other offices:** New Delhi and Pune

Key practice areas

Arbitration; aviation; banking & finance; capital markets; competition/antitrust; corporate M&A; litigation; private equity; projects & infrastructure; real estate; shipping; tax; and digital forensics & fraud.

Our services

Agile law firms adapt their services and focus areas based on market requirements. DSK Legal's core focus areas at this point in time are as follows:

Service lines/practice areas: Corporate compliance & governance, dispute resolution, commercial litigation, international arbitration, real estate construction contracts, private & public M&A, BFSI – private equity & venture capital, real estate – financing, development planning, land use, infrastructure finance, antitrust, FDI, IP, direct & indirect tax, technology investments, etc.

Industry groups: Real estate, consumer services, media & entertainment, BFSI – private equity & funds, IT & ITES, manufacturing, food processing & pharmaceuticals, infrastructure (power, roads, ports), etc.

DSK Legal

True Value, True Values

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Dua Associates

Established in 1986

- **Number of partners:** 52
- **Number of associates:** 200+
- **Principal office:** New Delhi
- **Other offices:** Bangalore, Chennai, Chandigarh, Gurgaon, Hyderabad, Mumbai, Pune and Singapore

Key practice areas

Mergers & acquisitions, infrastructure, project & energy, project finance, private equity & venture capital, banking & insurance, corporate & commercial, securitization & structured finance, corporate restructuring, capital markets, defence, nuclear, aviation & aerospace, dispute resolution, privatization & disinvestment, international trade & anti-dumping, anti-trust & competition law, intellectual property, taxation, labour & employment, public & regulatory affairs, governance & compliance and real estate.

Our services

Dua Associates, a prominent Indian law firm, is recognized for its extensive experience in, and knowledge of, all aspects of law, ranging from general corporate and commercial to dispute resolution/litigation. For more than a quarter century the firm has provided a broad range of legal services to diverse Indian and international clients, including Fortune 500 companies, listed companies, PSUs, privately owned businesses, financial institutions, banks, PE and venture capital funds, multi-lateral organizations and eminent corporations from around the world. India is one of the world's most dynamic economies, but presents operational challenges to both domestic and international businesses. In an increasingly specialized commercial environment with an over-regulated economy and a complex legal environment, Dua Associates recognizes that clients often require multiple specialties. The firm has therefore created teams that meet the novel matrix of demands that the Indian legal market requires. In addition to conventional practice areas, Dua Associates has invested in the creation of the following specialized practice groups focusing on emerging fields of law. Each group includes senior partners and domain experts:

Defence: Advising leading defence companies from Europe, the UK and the US on FDI, JVs, defence procurement guidelines and offset policies. Key people include: CR Dua, Shashivansh Bahadur, Neeraj Kumar, Amit Cowshish, Sanjeev Kaul and Abhinav Rastogi.

Nuclear: Assisting OEM's and technology providers/suppliers on all aspects, including liability issues and technology. Key people include: CR Dua, Shashivansh Bahadur and Akash Nath

Telecom/Technology/Media: Advising on entry strategy, laws/policies, security and India's licensing regime. Key people include: BK Syngal, Neeraj Kumar, Sanjeev Kaul and Gunjan Malviya.

Aviation: Advising on legal, regulatory and procedural issues relating to aviation, including aircraft leasing and financing issues. Key people include: Ranjana Kaul, Munish Sharma, Sita Khosla, Neeraj Sharma and Alok Tiwari.

Mining: Assisting mining majors in establishing JVs and advising them on mining law, state & central regulatory and licensing regimes, contractual mining and financing/collaboration arrangements, obtaining concessions and dispute resolution. Key people include CR Dua, Rahul P Dave, Neeraj Kumar, Robin David, Pawan Chopra, Ravi Oberoi and Abhinav Rastogi.

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Economic Laws Practice

Established in 2001

- **Number of partners and associate partners:** 27
- **Number of associates:** 102
- **Principal office:** Mumbai
- **Other offices:** New Delhi, Pune, Ahmedabad, Bengaluru and Chennai

Key practice areas

Banking & finance; competition law & policy; corporate & commercial; hospitality; infrastructure (including real estate & construction); international trade & customs; litigation & dispute resolution; policy and regulation; private equity & venture capital; securities laws & capital markets; tax (including direct tax, indirect tax and transfer pricing); technology, media and telecommunications (TMT).

Our services

Economic Laws Practice (ELP) is a leading full-service Indian law firm established in the year 2001 by eminent lawyers from diverse fields. ELP brings to the table a unique combination of professionals, which consists of lawyers, chartered accountants, cost accountants, economists and company secretaries; enabling us to offer services with a seamless cross-practice experience and top-of-the-line expertise to our clients.

ELP has a unique positioning amongst law firms in India from the perspective of offering comprehensive services across the entire spectrum of transactional, advisory, litigation, regulatory, and tax matters. With offices in Mumbai, New Delhi, Pune, Ahmedabad, Bengaluru and Chennai, we have a team of over 130 qualified professionals having professional acumen in diverse practice areas. We work closely with leading global law firms in the UK, USA, Middle East and Asia Pacific region. This gives us the ability to provide a pan India and global service offering to our clients.

Our commitment is to develop and nurture long-term relationships with our clients by providing the most optimal solutions in a practical, qualitative and cost efficient manner. Our in-depth expertise, immediate availability, geographic reach, transparent approach and the involvement of our partners in all assignments has made us the firm of choice for our clients.

Awards and recognition

Winner of **Taxation Firm of the Year** award in *India Business Law Journal's* Indian Law Firm Awards 2009, 2010, 2011, 2012 & 2013

Winner of **Policy & Regulation Firm of the Year** award in *India Business Law Journal's* Indian Law Firm Awards 2009, 2010, 2011 & 2012

Winner of **Competition & Antitrust Law Firm of the Year** award in *India Business Law Journal's* Indian Law Firm Awards 2009, 2010, 2011 & 2013

Winner of **Deal of the Year, India** award in Inhouse Community's *ASIAN-MENA COUNSEL* Deals of the Year 2013 Awards

Winner of **International Arbitration Firm of the Year, India** award in Inhouse Community's *ASIAN-MENA COUNSEL* Firms of the Year 2012 Awards

Winner of **M&A Deal of the Year** award in *IFLR/Asialaw* India Awards 2012

Winner of **Best Tax Firm of the Year** award in *LegalEra* Awards 2014

Recognised as **one of the top 100 specialist arbitration firms** in the world by *GAR100* 2013 & 2014

Also highly recommended by several international guides, including *Chambers and Partners*, *IFLR1000*, *Asialaw Profiles*, and *Legal 500 Asia-Pacific*.



ECONOMIC
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Gagrats

Established in 2005

- **Number of partners and associates:** 60+
- **Principal office:** Mumbai
- **Other offices:** New Delhi and Dubai

Key practice areas

Arbitration, asset-based finance, aviation, banking & finance, capital markets, competition law, corporate, dispute resolution, infrastructure, projects & energy, insurance, IP, investment funds, M&A, oil & gas, private equity, project finance, real estate, securities law, shipping, TMT and tax.

Our services

Gagrats has a broad-based practice covering a wide range of legal disciplines. Most of the firm's members have attended prestigious universities in England, the US and India and some have qualified as solicitors in England. The firm has received many awards, including the 2013 Deal Maker Award, the 2014 M&A Law Firm Award, the 2014 Banking & Finance Award, the 2014 Dispute Stars Award, the 2014 Anti-trust & Competition Law Firm Award, the 2013 Capital Markets Law Firm Award, the 2014 Aviation Law Firm Award and the 2014 Global Award for Taxation. Gagrats has also been ranked as a leading law firm by *Who's Who Legal*, *Chambers & Partners*, *Chambers Asia Pacific*, *Asia Pacific Legal 500*, *Asialaw Profiles*, *IFLR 1000* and *Which Lawyer PLC*.



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Hammurabi & Solomon

Established in 2001

- **Number of partners:** 10
- **Number of associates:** 100+
- **Principal office:** New Delhi
- **Other offices:** Mumbai and Ranchi
- **Associate offices:** Russia, UAE, Georgia and UK

Key practice areas

Corporate & commercial, dispute resolution/arbitration, M&A, intellectual property rights, strategy, policy & regulation, environmental law.

Our services

As a full service law firm we provide quality legal representation and are dedicated to maintaining and expanding our capabilities and expertise across a wide range of practice areas in order to address the diverse needs of our clients, pan-India and overseas.

Our partners drive a number of specialty areas that are incorporated into core practice groups. We have a long-standing relationship with some of the leading *Fortune* 500 MNCs, leading Indian corporations, banks, financial institutions, as well as significant PSUs in India.



HAMMURABI & SOLOMON

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India Law Offices

Established in 2003

- **Number of partners:** 7
- **Number of associates:** 48
- **Principal office:** New Delhi
- **Other offices:** Mumbai, Bangalore, Chennai, Hyderabad and Pune
- **Associate offices:** Ahmedabad, Kolkata, Goa, Jammu, Jalandhar, Chandigarh, Lucknow, Jaipur, Agra, Indore, Cochin, Patna and 15 other cities

Key practice areas

Corporate (foreign direct investment into India, outbound acquisitions and joint ventures, project finance, private equity & venture capital investments, corporate advisory and compliances).

Litigation (commercial litigation, litigation including divorce, family, labour & employment, etc. at trial courts, appellate courts, high courts and the Supreme Court).

Direct and indirect taxation (income tax, transfer pricing & international taxation, customs, central excise, service tax, central sales tax and value added tax).

Intellectual property (trademarks, patent, copyrights & design – filing & infringement).

Our services

India Law Offices is a law firm with a vision. With a deep presence all over India, including Tier II and Tier III cities, the firm is set up to service its clients wherever their businesses take them.

We are a full service firm with taxation and accounting capabilities too. We have partners & associates in 78 countries.

Our law firm has a unique distinction of being able to support businesses from inception to the point of successful commercial operation. With lawyers, chartered accountants, company secretaries and sector experts, India Law Offices has all it takes to help clients realize their national & global ambitions.



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IPR International Services

Established in 2003

- **Number of partners:** 1
- **Number of associates:** 14
- **Principal office:** New Delhi

Key practice areas

Patents, trademarks, designs, copyright, domain names, plant varieties, geographical indications.

Our services

IPR International Services is a specialist intellectual property-focused law firm which works to safeguard the IP rights of its clients. The firm has acquired broad professional expertise in all aspects of IP and has a team of well-qualified experts in the fields of science, engineering and law. The firm has manpower qualified in the legal and technical fields of science and technology.

Our prime concern is to provide a service of quality and professionalism. We aim to work closely with clients to gain a genuine insight into their commercial situation. This helps us find the most cost-effective way to provide the required level of protection to meet the specific needs of individual clients. We understand the varied needs of IP owners and recognize that, to be successful, IP lawyers we must be actively involved in a client's business development.

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Contact

Neha Chugh

J Sagar Associates

Established in 1991

- **Number of partners:** 80
- **Number of associates:** 230+
- **Principal offices:** Gurgaon and Mumbai
- **Other offices:** New Delhi, Bengaluru, Chennai and Hyderabad

Key practice areas

Banking & finance; capital markets & securities; dispute resolution; general corporate commercial; mergers & acquisitions and private equity; projects; tax, customs & trade; regulatory & policy; and corporate compliance, anti-corruption & investigation.

Our services

J Sagar Associates is a leading national law firm in India comprising over 300 lawyers and consultants, including 80 partners with offices in Bengaluru, Chennai, Gurgaon, Hyderabad, Mumbai and New Delhi. For over two decades they have provided legal advice and services to international and domestic clients.

The mission of the firm is to provide outstanding legal solutions in the chosen practice areas with a strong emphasis on ethics. Clients benefit from the expertise and experience as a large firm while still enjoying the privilege of personal attention and responsiveness of a small firm.



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Kanga & Co

Established in 1890

- **Number of partners:** 14
- **Number of associates:** 25
- **Principal office:** Mumbai

Key practice areas

Banking & finance, capital markets, corporate law, foreign collaborations & joint ventures, private equity, M&A, real estate, litigation/dispute resolution, franchising, IP, project finance, shipping, direct and indirect taxes.

Our services

Kanga & Co is one of India's oldest law firms. Its expert teams are known for their sound advice and swift turnaround time, which is highly appreciated by clients worldwide. Kanga & Co has expertise in all matters relating to banking, securitization and shipping loans. It also has a strong reputation for handling capital markets transactions, including IPOs, GDR, QIPs, private placements and public offers. Kanga & Co has an outstanding track record in foreign investment, joint ventures, private equity and M&A deals. It is also ranked as one of the country's top firms for real estate work. Kanga & Co has vast experience in advising Indian and international clients on franchising and IP matters. It also boasts a large and active litigation and arbitration department.



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Karanjawala & Company

Established in 1983

- **Number of partners:** 7
- **Number of associates:** 60
- **Principal office:** New Delhi

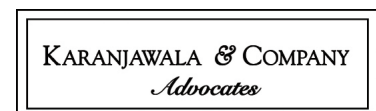
Key practice areas

Litigation, arbitration and dispute resolution.

Our services

Over the years Karanjawala & Company has come to dominate the litigation landscape. It has serviced a wide variety of diverse clients from prime ministers to captains of industry to the biggest corporate houses and the largest media companies.

It is equally at ease handling the day-to-day cases of ordinary litigants as it is handling the legal disputes of royal families.



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Khaitan & Co

Established in 1911



- **Number of partners:** 78
- **Number of associates:** 272
- **Principal office:** Mumbai
- **Other offices:** Bangalore, Kolkata and New Delhi

Key practice areas

Banking & finance; capital markets; competition/antitrust; corporate/commercial and M&A; cross-border investments (inbound & outbound); dispute resolution; energy, infrastructure and resources; environment laws; estate planning; trusts & private clients; funds; intellectual property; labour and employment laws; private equity; real estate; taxation (direct and indirect) and technology, media and telecom.

Our services

Founded in 1911, Khaitan & Co is one of the oldest full-service Indian law firms. It combines a rich heritage of over a hundred years with modern, cutting-edge and solution-oriented legal practice and offers full-service legal solutions to its domestic and international clients.

The firm is adequately equipped to respond with the speed and creative solutions that are demanded in today's highly competitive and rapidly changing environment. The firm advises a wide array of clients on complex domestic and cross-border transactions and issues requiring an understanding of corporate finance and strategy, sectoral expertise, international and domestic taxation, employment, regulatory and other relevant practices.

Awards and recognition

The firm has received several awards in recent times in recognition of its exceptional services, some of which include:

- **Silver Award 2014 – Best Indian Law Firm**, International Legal Alliance Summit Awards 2014;
- **Law Firm of the Year – Private Equity**, VCCIRCLE Awards 2014
- **Capital Markets Law Firm of the Year – India**, Corporate INTL Global Awards 2014
- **Best Indian Law Firm of the Year / Best Private Equity Law Firm of the Year**, Legal Era Awards 2013-14
- **Best Overall Law Firms/Capital Markets/Competition & Antitrust**, *India Business Law Journal* Indian Law Firm Awards 2013
- **Best Capital Market Law Firm of the Year**, Legal Era Awards 2013;
- **Law Firm of the Year in India**, Corporate International Legal Awards 2013.

Khaitan & Co is an exclusive member of Meritas in India. Meritas is a worldwide alliance of more than 170 independent commercial law firms located in over 60 countries, membership to which is purely by invitation.

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Khaitan Sud & Partners

Established in 1997

- **Number of partners:** 13
- **Number of associates:** 40
- **Principal office:** New Delhi
- **Other office:** Mumbai

Key practice areas

Corporate & commercial, dispute resolution, project finance & infrastructure, banking and finance, insurance, legal compliance & litigation management, real estate and labour & employment.

Our services

Khaitan Sud & Partners, Solicitors & Advocates is a fast-growing focused law firm providing specialist legal services to both domestic and international clients. At KSP, we seek excellence, integrity and ethics in our services. Our vision is to excel as a dynamic practice and to continue to provide quality legal assistance across various industry sectors. We strongly believe in building trusted relationships by developing a deep understanding of our clients' commercial and legal needs. We have an international reach to over 60 jurisdictions as a member of LNI Oasis, a network of independent law firms worldwide. We have been recognized as a leading Indian law firm across various practices and have been ranked by global and domestic rating agencies.



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Krishna & Saurastri Associates

Established in 1992

- **Number of partners:** 8
- **Number of associates:** 42
- **Principal office:** Mumbai
- **Other offices:** Ahmedabad, Bangalore, Pune and New Delhi

Key practice areas

Trademarks, patents, designs, copyrights, technology law, entertainment & media law, licensing & franchising, company law & commercial law.

Our services

Krishna & Saurastri Associates is a well-established patent and trademark law firm with a practice that offers a complete range of intellectual property services, entertainment and media law. The firm is also well-entrenched and equipped to render an extensive array of legal services.

In a short span of time, the firm has built a solid reputation based on its legal finesse and cost efficient solutions. Today, numerous multinationals, Indian corporate giants, entrepreneurs and individuals have made Krishna & Saurastri Associates their preferred choice.



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LexOrbis

Established in 1997

- **Number of partners:** 8
- **Number of associates:** 31
- **Principal office:** New Delhi

Key practice areas

IP identification and protection, transactional & commercial issues, IP enforcement and assertion, litigation and general advisory services.

Our services

LexOrbis is a comprehensive intellectual property law firm extending IP and legal services to global corporations, research institutions, technology-driven industries and government entities in India, as well as assisting Indian businesses to procure and protect IP rights across the globe. We boast of a team of professionals with unmatched industry experience and a powerhouse of domain knowledge, legal acumen and technical expertise. A pioneer in our industry, we offer personalized solutions and a responsive service.

Invention identification: To maximize benefits through intellectual property and obtain the broadest protection for inventions, immediate identification of assets that require protection is crucial. We assist clients in developing internal invention identification and documentation systems to protect ideas from future claims of misappropriation. We also help in transactional and commercial matters related to IP, including assignments, licensing/franchising, technology transfers, collaborative research and contract manufacturing.

Branding strategies: Trademarks serve as easily identifiable marketplace differentiators and are perfect for developing a brand image and strategy. We help our clients identify exclusive names and monikers to create a unique identity for every product or service. While doing this, we employ a meticulous search and clearing process to avoid overlaps and prevent any future problems. We also help assist our clients in the early stages of developing their online presence and signature to ensure the most comprehensive protection available. This includes registering domain names, as well as addressing infringers cyber-squatting on the brand.

Protecting your work: Through our network of associate law firms, LexOrbis has assisted clients in several countries with procurement needs. Our end-to-end intellectual property services include patents, trademarks, copyrights, design portfolios, domain names and geographical indications. We also work on maintenance and renewal of IP assets.

Enforcement & assertion: When competitors and others infringe on your rights, you need an experienced adviser to guide you. Our professionals have years of experience navigating the complex issues of patent, trademark and copyright enforcement. We provide you with legal counsel to determine how best to respond, including negotiating with infringing parties, filing suits in district court or seeking injunctive relief.

Offering the advice you need: Our expertise in various allied areas, such as branding, advertising, border enforcement and regulatory issues, enables us to flawlessly cater to our clients' every need. We holistically examine client portfolios and industry space before making our recommendations and personally handhold each client, to help them effortlessly navigate every obstacle in the IP space. Our real-world solutions are custom designed to seamlessly fit each client's individual requirement and deliver lasting value.



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Luthra & Luthra Law Offices

Established in 1990



- **Number of partners:** 44
- **Number of associates:** 270
- **Principal offices:** New Delhi and Mumbai
- **Other offices:** Bangalore and Hyderabad

Key practice areas

Corporate/M&A

US\$ 4 billion, Sun Pharma Ranbaxy Merger
 US\$ 1.6 billion, Mylan Inc Acquisition of Stride Arcolabs
Key clients: Mylan Laboratories, Arcelor Mitttal
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Private equity & venture capital

Carlyle Group Acquisition of Medanta Hospital
 US\$ 260 million, Aditya Birla Minacs Acquisition
Key clients: Carlyle Group, Blackstone, Temasek
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Banking & finance

Key clients: Axis Bank, Yes Bank, State Bank of India, ICICI Bank
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Capital markets

Key clients: DLF, Fortis, Jaypee, IL & FS Transportation, Essel Group
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Dispute resolution

Key clients: Etisalat India, Philips India, Multi Screen Media, Samsung
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Projects, infrastructure and energy

Key clients: Khazanah Nasional Berhad, ONGC Petro-additions, HPCL-Mittal Energy, Bangalore International Airport, State Bank of India
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Our services

Luthra & Luthra Law Offices is one of India's leading full service law firms. It was established in the year 1990 and is consistently rated as a tier one law firm in India.

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 (Mumbai)

www.luthra.com

Maheshwari & Co

Established in 2004

- **Number of partners:** 4
- **Number of associates:** 16
- **Principal office:** New Delhi
- **Other offices:** Mumbai and Lucknow
- **Associate offices:** Chennai, Hyderabad, Kolkata and Banagalore

Key practice areas

Corporate law, mergers and acquisitions, private equity, corporate restructuring, project finance, intellectual property matters, litigation, criminal matters and arbitration, immigration, real estate, pharmaceutical & healthcare telecommunication, information technology, infrastructure projects, employment matters and research.

Our services

Maheshwari & Co is a full-service law firm providing innovative legal solutions to domestic and international clients. Under the able guidance of our partners, who are leading experts in various areas of law, the highest standards of service are maintained and seamlessly delivered. Maheshwari & Co has assisted companies in various industrial sectors by conducting industry research and establishing their businesses in India, either as joint ventures or wholly owned subsidiaries, and handling the legal, secretarial, tax and compliance issues.



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MPC Legal

Established in 2012

- **Number of partners:** 3
- **Number of associates:** 12
- **Principal office:** New Delhi

Key practice areas

Corporate, taxation, litigation and business advisory.

Our services

MPC Legal is a specialised law firm with expertise in advising on strategic investments, both inbound and outbound; corporate; domestic and international tax, including litigation; mergers & acquisitions; securities and capital markets; real estate; information technology; anti-trust and dispute resolution.

MPC Legal has a diverse pool of professionals with multi-disciplinary qualifications having a global orientation, enabling it to provide a true 360-degree perspective. The firm's extensive network and unique ability to render niche services make it possible to deliver timely, efficient and practical legal solutions. The firm understands the value of relationships and its mainstay has been its ability to work closely with clients on a "hands on" basis.

The firm's in-depth and specialist experience lends it a functional advantage.



— We understand —

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Mulla & Mulla & Craigie Blunt & Caroe

Established in 1895

- **Number of partners:** 14
- **Number of associates:** 100+
- **Principal office:** Mumbai
- **Other offices:** Bangalore and New Delhi

Key practice areas

Admiralty; arbitration (domestic & international); aviation law; banking & securities; capital markets; competition/anti-trust; construction; company/commercial law; customs and tariff; employment & industrial relations; energy law (oil & gas); entertainment law; environmental law; finance law (aircraft, ship & project); foreign investment; IT; infrastructure projects (power & ports); intellectual property; insurance law; litigation; logistics; M&A; media & entertainment; offshore investment & securities; pharmaceuticals; privatization; real estate & property law; tax laws; telecoms; trade & transport.

Our services

A world class firm with a broad-based practice and a diversified client base. Founded by Sir Dinshaw Mulla in 1895, the firm has emerged as a top tier leading law firm known for its unparalleled legacy in litigation, arbitration and trend-setting solution-providing capabilities.

As one of India's leading law firms, Mulla & Mulla & Craigie Blunt & Caroe proudly acts as legal counsel to numerous multi-national companies and large Indian corporates. Individual partners concentrate on different practice areas providing specialist legal, commercial & technical services to clients.

- With one of India's strongest litigation and dispute resolution practices, the firm advises on managing litigation risk and facilitates negotiations to resolve disputes.
- The firm also advises on day-to-day legal issues concerning commercial and business affairs, including the formation of legal entities, mergers & acquisitions, transactional matters, commercial contracts and documentation, including supply chain contracts and take or pay contracts.
- The firm has a strong admiralty and aviation law practice with a worldwide reputation, as well as an extensive ship and aircraft finance practice, which acts for international lenders.
- The firm has the expertise in relation to project, infrastructure and construction contracts, including the expansion of ports and investments in Indian private ports. It has a vast experience in drafting EPC contracts compliant with FIDIC templates.
- The firm is traditionally known for its pan-India real estate practice.
- It also has a well-recognised insurance and reinsurance practice group, which developed over 40 years.
- The firm represents Indian and foreign clients in the oil & gas industry and regularly advises on contracts and sub-contracts in relation to legal and regulatory permissions required for onshore, offshore, intertidal area drilling & oil exploration.
- The firm acts on both contentious and non-contentious IP matters and advises in relation to licensing, franchising, and the protection and registration of IPRs, particularly with regard to brands and copyright.

While the firm exclusively practices Indian law, several of our lawyers are admitted as attorneys at the New York Bar and as solicitors on the rolls of both the Supreme Court of England & Wales and Hong Kong.

Mulla & Mulla & Craigie Blunt & Caroe

Advocates, Solicitors and Notaries

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Shardul Thacker
Partner

Phoenix Legal

Established in 2008

- **Number of partners:** 6
- **Number of associates:** 35
- **Principal offices:** Mumbai and New Delhi

Key practice areas

Antitrust & competition, banking & finance, CMT, commercial contracts, corporate & securities laws, dispute resolution – arbitration & litigation, energy, oil & gas, environment, employment & industrial relations, foreign investment & exchange control, infrastructure & project finance, insurance, intellectual property, international trade, information technology & outsourcing, joint ventures, foreign & technical collaborations, mergers & acquisitions, mining & resources, private equity & funds, real estate, regulatory affairs, taxation.

Our services

Phoenix Legal is a full-service law firm offering an extensive range of transactional, regulatory, advisory and dispute resolution services. The firm advises a diverse clientele, including domestic and international companies, banks and financial institutions, funds, promoter groups and public sector undertakings.



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RNClegal Rajinder Narain & Co

Established in 1950

- **Number of partners:** 5
- **Number of associates:** 22
- **Principal office:** New Delhi

Key practice areas

Aircraft leasing and financing, regulatory, repossessions and enforcement; mergers & acquisitions; corporate/commercial advisory, arbitration & litigation; industrial relations & employment; exchange control laws; company law & regulatory compliance; competition laws, and technology transfer.

Our services

RNClegal/Rajinder Narain & Co was one of the first legal firms to be established in New Delhi soon after the independence of India in 1947 and the promulgation of the Constitution in India.

The firm's partners have been judges and chief justices of the high court, and have held offices as presidents and secretaries of various Indian and overseas bar associations.



RAJINDER NARAIN & Co.
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Est. 1950

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Saikrishna & Associates

Established in 2001

- **Number of partners:** 9
- **Number of associates:** 50
- **Principal office:** Noida, National Capital Region (NCR)

Key practice areas

IP litigation & enforcement; IP prosecution (trademarks, copyrights, designs & patents); IP & related advisory and transactional services; TMT, film, music, TV, cyber laws, software, publishing; policy development; competition law; non-IP litigation; ADR (arbitration & mediation).

Our services

Saikrishna & Associates is a leading intellectual property law firm specializing in prosecution, litigation, transactions and policy development, including in related areas, such as trade secrets, confidential information and defamation. The firm also has extensive expertise in the media, broadcasting, publishing and software sectors. Ranked among the top IP litigation practices in India, with individual members representing several *Fortune* 500 companies, the firm also engages in IP enforcement and has a strong investigation and enforcement unit. The firm's focused transactions practice assists clients with issues including licensing, merchandising, content/script clearance, libel read memos, aggregation, as well as the auditing of large content libraries.



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Samvad Partners

Established in 2013

- **Number of partners:** 7
- **Number of associates:** 30
- **Principal offices:** Bangalore, Mumbai and New Delhi
- **Other office:** Chennai

Key practice areas

Anti-corruption & corporate governance; banking & finance; commercial real estate; dispute resolution (arbitration & litigation); general corporate advisory; human resources & employment; infrastructure; intellectual property; mergers & acquisitions and joint ventures; private equity & venture capital funds and investments; technology, media & telecommunications.

Our services

Samvad Partners is a partner-led, solution-oriented law firm formed by the merger of Narasappa Doraswamy & Raja (NDR) and V Chambers of Law. The firm is committed to providing smart and quality legal advice to our clients; maintaining the highest levels of professional integrity; and nurturing our lawyers in a work environment that motivates them to achieve and maintain the highest standards. The firm's partners and the legacy firm NDR have regularly received the highest accolades and ranking from our peers, including recognition in *Chambers & Partners* and *Legal500* over the past few years.

SAMVĀD: PARTNERS

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Seth Dua & Associates

Established in 1998

- **Number of partners:** 10
- **Number of associates:** 32
- **Principal office:** New Delhi

Key practice areas

Aviation; aerospace & defence; automotive; banking & finance; capital markets; corporate & commercial (M&A); cross-border investments & transactions; competition law; dispute resolution & litigation; hospitality & leisure; infrastructure; energy & natural resources; intellectual property; PPP; procurement; private equity & venture capital; real estate & construction; direct/indirect taxes; international trade & WTO; telecom, media & technology (TMT).

Our services

Seth Dua & Associates (SDA) is a leading full-service Indian law firm. SDA has been highly recommended and rated consistently by all renowned legal directories for word class quality legal services. SDA has a dedicated team of professionals specializing in various disciplines of law. The team's professional strength is derived from a combination of expertise in the relevant practice areas and in-depth industry focus. SDA advises leading multinational and domestic clients. The professional strength of the firm is derived from a unique combination of legal, tax and dispute resolution services.



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Singh & Associates

Established in 2002

- **Number of partners:** 6
- **Number of associates:** 100+
- **Principal office:** New Delhi
- **Other offices:** Mumbai and Bangalore
- **Associate offices:** Ranchi and Patna

Key practice areas

Corporate & commercial laws, foreign investments, contractual obligations, intellectual property rights, real estate & infrastructure, pharmaceutical compliances, taxation laws, dispute resolution, labour, employment and service laws.

Our services

Singh & Associates is an ISO 9001 certified full service international law firm headquartered in New Delhi with a pan-India presence. We have a strong presence in China (in Beijing and Guangzhou) through our professional relationship with one of the most renowned local law firms.

Singh & Associates provides a wide array of services to domestic and multi-jurisdictional clients. Besides having lawyers, it employs chartered accountants, company secretaries, patent agents, taxation experts, engineers, and drugs consultants.



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Singhania & Co

Established in 1969

- **Number of partners:** 12
- **Number of associates:** 51
- **Principal office:** New Delhi
- **Other offices:** Mumbai, Bangalore, Kolkata, Chennai, Hyderabad, Jaipur and London

Key practice areas

Antitrust & competition, admiralty, anti-dumping, aviation, corporate & commercial, company registration, dispute resolution, international trade, venture capital & private equity.

Our services

Singhania & Co comprises of a large team of law practitioners conversant and specialized in various faculties of international business law to ensure the delivery of customized practicable and affordable solutions to the clients. In the process of providing the solutions to our clients we provide various inputs and valuable insights regarding the development in the field of the economic and commercial climate of India.

Antitrust & competition: Our antitrust and trade regulation team advises on a whole range of competition and antitrust issues, cartels and antitrust investigations, abuse of dominant position, merger control regulations, bidding and public procurement, and commercial agreements.

Admiralty: Singhania & Co has extensive experience and a global reputation of handling ship arrest and release and all other aspects of maritime matters. The firm advises on all types of disputes, representing owners, charterers, suppliers, repairers, cargo owners and their insurers, including P&I clubs.

Anti-dumping: The team has expertise in legal analysis, preparation of complaints, consultations, settlement, negotiations, preparation of legal and factual submissions, making oral submissions, adjudication and implementation of dispute settlement reports.

Aviation: We provide litigation support to aviation companies before high courts, the Supreme Court, various forums, commissions and authorities.

Corporate and commercial: Corporate and commercial law is a major part of our practice. The team offers legal documentation, contracts and agreements (including setting up business in India and abroad), foreign direct investment regulation obtaining approval from statutory bodies, collaborations, joint ventures, M&A, due diligence, restructuring, statutory compliance audits, government approvals and clearances.

Company registration: We provide company registration services at affordable price to our global clients in India and across the globe, which meet the client's requirements and expectations completely.

Dispute resolution: The firm has a formidable dispute resolution and arbitration practice which includes competition law, corporate and commercial law, IP, labour, securities and taxation matters before a wide range of courts and tribunals.

International trade: Singhania & Co has one of the oldest international trade practices in India and has been advising clients on a wide range of areas such as anti-dumping, subsidy and safeguard investigations, bilateral agreements, free trade agreements (FTAs), market access initiatives, foreign trade policy, export incentives and customs.

Venture capital and private equity: We have earned a reputation for representing companies which are seeking financing, as well as financing sources such as venture capital firms, private equity firms, institutional investors, and angel investors.



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SS Rana & Co

Established in 1989

- **Number of partners:** 3
- **Number of associates:** 26
- **Principal office:** New Delhi

Key practice areas

Trademarks, patents, copyrights, designs, domain names, IP licensing, IP audit, searches, annuities, customs, geographical indications, enforcement, litigation.

Our services

SS Rana & Co is a premier intellectual property law firm of India that provides impeccable services in respect of contentious and non-contentious IP-related matters, business and commercial laws.

Since its inception in 1989, the firm has represented multinational clients in all phases of contentious litigation primarily before the Supreme Court of India, the Indian Patent Office, Trademark Registry, Copyright Board, Intellectual Property Appellate Board and National Internet Exchange Board of India (NIXI). It is one of the very few IP firms registered as “advocate-on-record” with the honourable Supreme Court of India and thus is able to represent its clients in litigation matters right from district courts to the Supreme Court of India.

The proactive team comprises professionally qualified IP attorneys, advocates, patent agents, engineers, software professionals and experts from disparate fields like IT, biotechnology, chemistry, pharmaceuticals, applied science and business management. Under the aegis of their managing partner, the talented and exuberant team makes constant endeavors for maximum utilization of time and resources and ensures that every client receives undivided attention and benefits from the firm’s broad range of expertise.

Having more than four decades of experience, senior litigators of the firm are committed to providing counsel of the highest quality and helping clients to achieve strategic business objectives. The firm’s long-standing relationship with many *Fortune* 500 companies and several esteemed international and national corporations speaks laurels of its diligent and strategic legal services. The accretion in number of clients bears testimony to the world class proactive legal services provided by the firm. It has also been recognized by several reputed journals and publications for its immaculate services.

Corporate social responsibility

The firm understands its corporate social responsibility and makes every effort to comply with the spirit of the law and ethical standards. The firm actively participates in IP sensitization programs organized by government and non-government bodies such as ISRO, TIFAC, PFC, FICCI, CII, ASSOCHAM, WIPO, MSSSI and NIESBUD, with the sole intention of raising IP awareness in India.

The firm offers pro-bono services to support the cause of grassroots innovators to enable them to monetize their innovations and inventions and benefit from the burgeoning rural industries in India.



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Swarup & Company

Established in 1980

- **Number of partners:** 2
- **Number of associates:** 12
- **Principal office:** New Delhi

Key practice areas

Acquisitions, joint ventures, reconstruction of companies, mergers & liquidations, conveyancing, investments, foreign investments & public offers, corporate & commercial law, banking, insurance, construction, entertainment & media, aviation & airports, power generation & distribution, oil, gas & petrochemical, telecom, chemicals & fertilizers, infrastructure & highways, finance & banking, mining, information technology, automobiles, FMCG, health & allied services, multi-domain mega corporations.

Our services

Swarup & Company has carved a niche for itself as a versatile law firm with an ability to meet the exacting and changing demands of its clients. The firm has been representing and advising national and multi-national majors, public sector companies, institutional lenders, investment bankers, financial institutions and a host of other corporations. Its associated firm, Swarup & Associates, is a leading litigation firm involved with many high profile corporate litigations and commercial disputes.

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TDT Legal

Established in 1979

- **Number of partners:** 4
- **Number of associates:** 15
- **Principal office:** Mumbai

Key practice areas

Mergers & acquisitions; joint ventures; private equity; foreign investment; corporate restructuring; corporate & securities law; investment funds; competition law; real estate; aviation; litigation, arbitration & dispute resolution; private client practice (trusts, wills, estate & succession planning); commercial law; franchising; retail & e-commerce; and media & entertainment.

Our services

TDT Legal is a full service law firm. With a wide range of specializations and industry expertise, the firm provides high quality comprehensive legal services to reputed national and international clients. The firm benefits from the notable legal experience of its partners, who are internationally qualified solicitors, and have contributed to major transactions in their respective practice areas. TDT Legal provides partner led personalized legal services in a prompt and cost efficient manner, with utmost attention to the concerns and requirements of each client. The firm's objective is to provide outstanding modern client-attuned services with the highest standards of professional integrity.

TDT LEGAL

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Titus & Co

Established in 1996

- **Number of partners:** 7
- **Number of associates:** 38
- **Principal office:** New Delhi
- **Other offices:** Milan (Italy), Bangalore, Chennai, Chandigarh, Jabalpur, Jalandhar, Hyderabad, Kolkata and Mumbai

Key practice areas

Admiralty, maritime and shipping; arbitration, dispute avoidance and resolution; aviation; banking and finance; biotechnology and life sciences; capital markets and securities; commercial litigation; corporate governance, compliance and legal audits; criminal litigation; data protection; infrastructure projects; insurance; intellectual property and anti-counterfeiting; IT, outsourcing and licensing; labour; media and entertainment; mergers, acquisitions, takeovers, corporate restructuring, project finance; real estate and construction; regulatory and government affairs; tax (direct and indirect); telecommunications and IT; trade law and anti-dumping; venture capital and private equity.

Our services

Titus & Co is one of India's leading full-service independent law firms, with substantial representations in transactional, tax, intellectual property, civil and criminal litigation and arbitration matters. Titus & Co represents a wide range of clients from the US, Europe, Australia and Asia, including 59 *Fortune* 500 Global corporations.

In July 2010, the firm established an office in Milan, Italy, in association with Mr Jacopo Gasperi, a prominent Italian lawyer with an India-focused practice.

International groupings

International Bar Association, Inter-Pacific Bar Association, ICC India (International Chambers of Commerce), Licensing Executives Society, Association of Trial Lawyers of America, The Association of European Lawyers (AEA International), US-India Business Council and Swiss Business Forum.

Memberships

India Legal Group (founding member), Delhi High Court Bar Association, Company Law Board Bar Association, Supreme Court Bar Association, Indian Council of Arbitration, Society of Indian Law Firms, Federation of Indian Chambers of Commerce and Industry, Confederation of Indian Industry, Indo-Italian Chamber of Commerce, PHD Chamber of Commerce, Joint Business Councils, Indo American Chamber of Commerce, The Council of EU Chambers of Commerce in India, Indo Israel Business Alliance, ASSOCHAM, INSOL India, ITPO, Federation of Indian Export Organisations, Indo-German Chamber of Commerce, TiE, NCTI, Canada-India Business Council.



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Trilegal

Established in 2000

- **Number of partners:** 23
- **Number of associates:** 150 (approx)
- **Principal offices:** New Delhi, Mumbai, Bangalore and Hyderabad

Key practice areas

Corporate, mergers and acquisitions, strategic alliances and joint ventures, private equity and venture capital, projects, energy and infrastructure, banking and finance, restructuring, capital markets, telecoms, media and technology, dispute resolution, regulatory, competition law, labour and employment, real estate, intellectual property and taxation.

Our services

Trilegal is one of India's leading law firms with offices in four of India's major cities – Mumbai, New Delhi, Bangalore and Hyderabad. We represent clients on complex, high value transactions across a variety of industry verticals. Most of our key practices have won top industry awards and accolades. We believe that the combination of our firm's culture, depth of transactional experience, wide range of expertise and the quality and energy of our lawyers, allows us to offer a level of client service that is unique in the Indian legal market. Our lawyers are trained to take a commercial approach to the issues our clients face and provide solution-oriented advice. Our client roster comprises of many of the world's leading corporations, funds, banks and financial institutions. We provide our clients seamless, efficient and integrated service across a broad spectrum of practices areas.

Awards and recognition

Best Law Firm of the Year (Domestic) – Ideas Exchange Awards, 2014

Silver Award for Best Indian Law Firms – International Legal Alliance Summit & Awards (ILASA), 2014

Employer of Choice, India – Asian Legal Business, South East (ALB SE) Employer of Choice Survey, 2012, 2013 & 2014

Band 1 – Banking & Finance; TMT and Employment – Chambers & Partners Asia Pacific, 2014

Band 2 – Corporate / M&A; Private Equity and Projects, Infrastructure & Energy – Chambers & Partners Asia Pacific, 2014

India Business Law Journal's Indian Law Firm Awards, 2013 – Best Overall Law Firms; Banking & Finance; Employment & Industrial Relations; Energy, Projects & Infrastructure; PE & VC; Restructuring, Refinancing & Insolvency

India Business Law Journal's Deals of the Year, 2013 – Qatar investment vehicle's purchase of Bush Foods Overseas, Farallon pulls out of companies promoted by Indiabulls, Murabaha financing facility to Alok Industries unit

“Among the top six firms, Trilegal was the only one with a client satisfaction score above the market average of 8.2.” – The Times of India 12th April 2013 in reference to the RSG Indian Law Firm Rankings, 2013

LegalEra Awards, 2013 – Best IT & TMT Law Firm of the Year; Best Law firm of the Year (Hyderabad)



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Tuli & Co

Established in 2000

- **Number of partners:** 3
- **Number of associates:** 25
- **Principal office:** New Delhi
- **Other office:** Mumbai

Key practice areas

Insurance & reinsurance, dispute resolution, corporate & commercial.

Our services

Tuli & Co was established in 2000 to service the Indian and international insurance and reinsurance industry. We are an insurance-driven commercial litigation and regulatory practice and have working associations with firms in other Indian cities as well as globally via our association with Kennedys. For the last several years now, Tuli & Co has been by far, the largest law firm in India dealing with insurance matters.

Apart from being the largest insurance specialist law firm, the firm is usually the first port of call to most Indian insurers and insurance intermediaries on complex and large value insurance claims as well as on important distribution structure, group restructuring and other third party arrangements.



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Tyabji Dayabhai

Established in 1872

- **Number of partners:** 4
- **Principal office:** Mumbai

Key practice areas

- Aviation
- Arbitration
- Banking & finance
- Company & corporate
- Litigation
- Property



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VERUS

Established in 2011

- **Number of partners:** 4
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- **Principal offices:** Mumbai, New Delhi, Kolkata and Hyderabad

Key practice areas

Corporate advisory/transactions: Mergers & acquisitions; joint ventures; banking & finance; private equity; infrastructure & projects; capital markets; and, corporate restructuring.

Dispute resolution: commercial litigation & arbitration; debt recovery & enforcement of security interest; securities litigation; white collar offences; mining & energy disputes; and, consumer disputes.

Our services

VERUS is a young pan-Indian law firm focusing on corporate advisory and transactions as well as dispute resolution. VERUS is led by four partners and has offices in Mumbai, New Delhi, Kolkata and Hyderabad.

Recognized as the Best New Law Firm at *India Business Law Journal's* 2012 Indian Law Firm Awards, VERUS has already become clients' choice for superior counsel and service through partner-level advice that is mature, timely and cost-effective.



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Vutts & Associates

Established in 2008

- **Number of partners:** 2
- **Number of associates:** 4
- **Principal office:** New Delhi

Key practice areas

Patents, designs, trademarks, copyright, IP litigation, conflict resolutions, enforcements, geographical indications, competition laws, agreements, domain name disputes, investigations, IP licensing and franchising, negotiations for sale of IP, due diligence and IP audit.

Our services

"Keep it Simple" is the philosophy at Vutts & Associates. The firm takes pride in serving clients through its enthusiastic professionals, who are willing to roll up their sleeves to provide the best possible services. Moving away from the traditional setup of Indian law firms, Vutts & Associates provides simple and practical solutions to diverse issues related to intellectual property laws. The firm's practice includes all aspects of intellectual property and allied commercial laws, including portfolio management, cyber laws, licensing, litigation, character merchandising, brand acquisitions, competition and consumer laws, the recordal of IP rights with customs, domain names, internet laws, technology transfers and certain types of non-IP litigation.



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WS Kane & Co

Established in 1942

- **Number of partners:** 4
- **Number of associates:** 9
- **Principal office:** Mumbai

Key practice areas

Intellectual property; arbitration and commercial dispute resolution.

Our services

WS Kane & Co is a firm of advocates and solicitors specialized in the field of intellectual property laws and dispute resolution. It has been internationally acknowledged as one of India's leading intellectual property rights firms. It provides a wide range of intellectual property services in trademarks, copyright, patent, design and geographical indications, both contentious and non-contentious. Along with a thriving intellectual property law practice, the firm has a well-established dispute resolution practice having expertise in handling disputes in multiple forums including the Supreme Court of India, various high courts and regulatory tribunals. The firm also specializes in handling both ad-hoc and institutional arbitrations from the inception of dispute till the enforcement or challenge of the arbitral award. The firm has successfully represented its clients in complex litigations and arbitrations involving disputes pertaining to a wide range of matters.



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YJ Trivedi & Co

Established in 1970

- **Number of associates:** 22
- **Principal office:** Ahmedabad (Gujarat)
- **Other offices:** Surat (Gujarat), Rajasthan, Mumbai, Bangalore, Pune and Canada (liaison office)

Key practice areas

Patent drafting, filing & prosecution; patent litigation; trademark practice; copyright; IP management & strategic counselling; IP licensing, due diligence, audit & valuation.

Our services

Since 1970, YJ Trivedi & Co has been at the forefront of IP arena, assisting companies, institutions and individuals by providing them with the full range of IP services from prosecution to litigation. We are backed by an experienced and efficient in-house team of strategically selected legal and paralegal associates and counsels. We have also put in place a wide network of associates across India and abroad, thus providing exemplary, cost effective and efficient legal services to our clients around the world. We pride ourselves on a culture of commitment to one another and to our clients.



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