In the limelight

International legal advisers take centre stage as India Business Law Journal reveals the best foreign law firms for India-related work

Vandana Chattani reports
“Policy paralysis” has been the mantra defining India’s economic and political trajectory over the past 12 months. A general climate of uncertainty compounded by frustration and disappointment over the staggering fall in India’s economic growth has tempered deal making.

Corruption, retrospective taxation, regulatory roadblocks and compliance continue to plague existing and potential foreign investors, however, many appear hopeful that India’s new government under the Bharatiya Janata Party will reinvigorate the country’s economic, commercial and legal landscape and iron out some of these issues.

Indian companies exploring growth opportunities around the world have faced similar hurdles. Many are relying on their international legal advisers for anti-corruption, compliance and liability advice in the UK, the US, the EU and beyond.

Rigorous analysis

As India’s new government sets the stage for the country’s future, *India Business Law Journal* highlights the India-related achievements and activities of law firms around the world. Our report, now in its eighth year, draws on an analysis of over 600 law firms from every continent that have recorded transactions or cases with an Indian connection over the past 12 months.

In the pursuit of objectivity, our conclusions are based on thorough research, extensive editorial experience, correspondence with corporate counsel and Indian law firms, as well as a broad network of contacts.

As in previous years, we received hundreds of submissions from law firms and carefully reviewed public and other records, along with reports in Indian and international media, to ensure the accuracy of our information.

Based on these efforts, *India Business Law Journal* is pleased to showcase its selections of the top 10 foreign law firms for India-related work (page 31). We also list 10 firms that are considered key players for India-related assignments (page 33), and an additional 18 firms that are categorized as significant players (page 38).

As in previous years, we pay close attention to regional and specialist firms in key economies such as Singapore and Canada, emerging regions such as sub-Saharan Africa, and in the telecom sector, Allen & Overy and Clifford Chance have the edge over others.

Jayan Dsouza
Vice President of M&A
Essar Services India
and offshore jurisdictions. We identify 16 firms in this category that are well positioned to take on India-related mandates (see page 42).

We further highlight 46 “firms to watch” (page 47). Some of these firms have established strong relationships with India-focused clients while others may be determined to reinvigorate the burgeoning India practices they had in the past. We believe, on the evidence available, that these firms are dedicated to India and enthusiastic about attracting India-related work.

All of the lists are in alphabetical order. Our top 10 table consists of law firms that have robust India practices and roles on headline transactions involving Indian businesses, as a result of their superior reputation in the Indian and international market, experience across practice areas, size and geographical reach. These names often remain the same, although two new entrants prove that there is always room for competition on the India stage.

The top 10 foreign firms

As a legal adviser on 11 of India Business Law Journal’s 2013 Deals of the Year, Allen & Overy proves once again that it is a heavyweight for India deals. Its achievements include acting for Baring Private Equity Asia on its acquisition of a stake in Hexaware Technologies; advising Bharti Airtel on a US$1 billion bond offering; advising on the purchase of Bush Foods Overseas by a Qatar investment vehicle; and a refinancing for Piramal Healthcare. "Allen & Overy has strong capabilities in cross-border financings involving jurisdictions throughout Asia including India," says Paul Schreckengost, executive director and senior legal counsel at Nomura in Singapore. "I have the most contact with Gautam [Narasimhan], who is qualified in India as well as England and Wales," says Schreckengost. "Gautam is capable and extremely knowledgeable about India." Allen & Overy’s client list includes Reliance Industries, the Tata Group, Vedanta, Aditya Birla, Jindal Steel, GMR and State Bank of India.

Clifford Chance advised on the transfer of Oerlikon units to Jiangsu Jinsheng Group and a murabaha financing facility for a subsidiary of Alok Industries. It also recently advised on Ramky Enviro Engineers’ acquisition of Australia’s Enviropacific Services. Jayan Dsouza, vice president of mergers and acquisitions at Essar Services India, is a happy client. "I have focused a lot on the telecom sector and in this sector, Allen & Overy and Clifford Chance have the edge over others," says Dsouza. Clients praise banking and finance partner Andrew Brereton for his work.

DLA Piper moves into the top 10 after attracting an exciting array of India-related mandates across practice areas. The firm advised the underwriters on Power Grid Corporation of India’s US$1.13 billion further offering of equity shares; Etihad in connection with its purchase of a 24% stake in Jet Airways; and Mahindra & Mahindra on its global alliance with CIE Automotive. It also assisted publishing group Gruner + Jahr on its acquisition of VideoPlay, and the Marmon Group, a Berkshire Hathaway company, on its US$1.1 billion acquisition of IMI’s beverage dispense and merchandising divisions including acquiring the India business of IMI. “DLA Piper offers pragmatic solutions to its clients and we had a professionally enriching experience interacting with them,” says Cyril Shroff, the managing partner of Amarchand Mangaldas, who worked with the firm on the Jet-Etihad deal. Another Indian lawyer says the firm “has very good local law expertise in several countries” and praises its professionals for being “knowledgeable, friendly and easily approachable”.

Freshfields Bruckhaus Deringer strengthened its India practice after poaching capital markets specialist Arun Balasubramanian from Linklaters last July. Subramanian was named co-head of the firm’s India practice and works alongside Pratap Amin, the chairman of Freshfields’ India group. The firm advised British private equity firm Triton on its sale of Rutgers, a Belgium-based coal tar pitch manufacturer, to Rain CI Carbon, a subsidiary of Hyderababased Rain Commodities. It also acted for Pearson on the purchase by Penguin Random House of Ananda Publishers’ stake in Penguin Books India. Freshfields has also seen activity on the disputes front with Hong Kong partner Lucy Reed sitting as one of the arbitrators in an LCIA India proceeding involving the Hiranandani Group in a family dispute over real estate. MP Bharucha, a senior partner at Bharucha & Partners in Mumbai, provides a glowing reference, saying that “Freshfields ranks above all others”. He appreciates the firm’s “superlative quality across offices and lawyers right down to associates”, adding: “One can never go wrong with them on your side.”

With a strong portfolio of work, Herbert Smith Freehills had no trouble holding on to its spot in the top 10. The firm counts Strides Arcolab, Godrej Consumer Products,
Interglobe Enterprises, Aurobindo Pharma, Essar Energy, United Breweries Holdings and the Indian government among its clients. Mukesh Bhavnani, group general counsel and company secretary at Bharti Enterprises, has worked with the firm for many years and notes that it “has some exceptionally brilliant and experienced lawyers, well versed with legal systems of emerging markets”. Bhavnani adds that the firm is cost-efficient, “understands business objectives”, and offers “legal solutions which are viable in commercial realities”. He recommends John Ogilvie and Alan Montgomery. Apart from making its mark on standout deals, the firm is active in collaborations with law schools and social causes in India. It conducted a one-week lecture programme with the dean of Oxford Law School at National Law University in Delhi; held a national corporate law moot court competition with National University of Juridical Sciences; and set up HSF Bridge, which aims to link law students with local charities in India.

The go-to partners for India work at Jones Day are Manoj Bhargava, Sushma Jobanputra, Sumesh Sawhney, Geoffrey Stewart and Baiju Vasani. The firm continues to be a leader on capital markets deals having advised DLF with respect to US law in its US$345 million equity share institutional placement programme, Sterling Biotech on the restructuring of US$134.5 million of its outstanding zero coupon convertible bonds due in 2012, and a syndicate of 10 banks on the US$180 million institutional private placement of equity shares of Adani Ports and Special Economic Zone. In the past 12 months, the firm has completed capital markets transactions for Oberoi Realty, Procter & Gamble India, Axis Capital, DQ Entertainment, West Pioneer Properties and more. The firm also closed deals for Tata Technologies in its leveraged acquisition through a reverse triangular merger of Cambric Holdings, and Cooper Tire & Rubber in connection with the financing aspects of its proposed merger with Apollo Tyres.

Another contender for the capital markets crown is Freshfields. MP Bharucha, Senior Partner at Bharucha & Partners, states: “Freshfields ranks above all others ... One can never go wrong with them on your side.”

MP Bharucha
Senior Partner
Bharucha & Partners

A Leading Regional Firm for India-Related Work
2011 2012 2013 2014

Shook Lin & Bok is a leading commercial law firm in Singapore with close to a century of rich legal heritage. Many of our partners are eminent lawyers in their respective areas of expertise and we pride ourselves on being able to provide customised and value-added legal services to achieve our clients’ business objectives. Over the years, we have built a strong base of clients comprising both local and international financial institutions, as well as large multi-national corporations.

Our India Practice focuses on advising clients on a broad range of India-related inbound and outbound matters across the Firm’s major practice areas of Banking & Finance, Capital Markets, Mergers & Acquisitions, Litigation & Dispute Resolution, Regulatory and Trust, Asset and Wealth Management. Our lawyers include India-qualified lawyers who have extensive knowledge of the Indian regulatory environment and legal system. Through our strong working relationships with a network of law firms in various jurisdictions, we are able to offer our clients a single integrated platform for cross-border transactions and the benefits of having specific jurisdiction expert legal advice.

We would like to thank our clients and friends for their continued support. We recognise that the trust they have placed in us is the foundation of our success.

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Asian Presence. Global Reach.
Latham & Watkins. The firm prides itself on its capabilities to do both US and UK listings and advise on high-yield and investment-grade bond deals governed by New York and English law. Latham & Watkins won accolades for its role on three of our 2013 Deals of the Year, all in the capital markets category. The firm was international legal adviser to the underwriters on Just Dial's IPO, adviser to Vedanta Resources on its US$1.7 billion high-yield bond offering, and acted for WNS Holdings on its secondary offering of American depositary shares. The firm's India group comprises more than 50 lawyers across 32 offices, a number of whom are fluent in Hindi, Gujarati, Punjabi and Tamil.

Despite losing one of its key India partners to Freshfields, Linklaters continued to play a key role on the India stage with a spate of interesting deals, eight of which were recognized in our 2013 Deals of the Year. On the infrastructure and energy front, the firm represented the lenders on a financing agreement for the Amakhala Emoyeni wind farm in South Africa, a project of Cenenergi, an Indian-South African joint venture. It also advised the Anglo-Dutch parent company of Hindustan Unilever (HUL) on its US$5.4 billion open offer to HUL's shareholders, and acted for the book running lead managers on Fortis Healthcare's combined equity fundraising. Schrecongost at Nomura Singapore highlights his positive experience with Philip Badge and Aditya Shroff, noting in particular Shroff's ability to "draw on a depth of Indian regulatory insight gained in his past role as in-house counsel with ICICI Bank".

The second new name in the top 10 is Slaughter and May. The firm won its place thanks to headline deals such as Diageo's tender offer to acquire a further 26% in United Spirits. It has also advised GlaxoSmithKline on its voluntary offer to increase its stake in its publicly listed pharmaceuticals subsidiary in India; acted for Ratnakar Bank on English law aspects of its acquisition of Royal Bank of Scotland's business banking, credit card and residential mortgage portfolio in India; and advised Malaysian Airports Holdings on its rights of first refusal related to the proposed acquisition of a 40% stake in the company managing operations at Sabiha Gokcen Airport from GMR group. Simon Hall and Nilufer von Bismarck co-head the firm's India practice from London.

A London-based general counsel has engaged Slaughter and May for a range of M&A transactions in India, including public tender offers. "The choice of Slaughters arises from their position as one of our main regular and trusted corporate advisers as well as the particular experience their team has of Indian transactions," says the client, who chose to remain anonymous. "It is very hard to beat them in M&A. Simon Nicholls [has] excellent legal skills coupled with a very commercial, creative and inquisitive approach and [is] genuinely a nice guy to work with."

Maintaining a robust portfolio of deals, Shearman & Sterling rounds off the top 10. The firm is currently advising Sun Pharmaceutical Industries on its US$4 billion acquisition of Ranbaxy Laboratories and is also representing a consortium, led by Capital Square Partners and CX Partners, on the acquisition of the global IT and business process outsourcing divisions of Aditya Birla Minacns. The firm represented IntercontinentalExchange Group in its purchase of Singapore Mercantile Exchange from Financial Technologies (India), and Tata Consultancy Services in its acquisition of Alti, a French technology services company. Apart from M&A and capital markets work, Shearman & Sterling is also handling a number of India-related arbitration matters and acting for Matrimony.com in a dispute in the US. Deep Kalra, MakeMyTrip's founder and CEO, who worked with the firm on MakeMyTrip's IPO and two follow-on public offerings, says Shearman is "very good, prompt and cost-effective", adding that Matthew Bersani, Sidharth Bhasin, Brian Burke, Alex Bevan, Daryl Chew, and Brandon Bang are all "efficient and smart".

“They are brilliant lawyers with a strong sense of commercial balance,” concurs Nandini Navale, counsel at Capital Square Partners in Singapore. “Meticulous and dedicated teams working cohesively across regions and practices make the experience very reassuring.”

Key players

Ashurst retains its momentum on India deals, working on acquisitions, infrastructure projects and energy and resource transactions. In April, the firm advised Toshiba on its investment in Delhi-based waste water treatment and clean water solutions provider UEM India. The firm continues to advise longstanding client GVK on its investment in the Alpha coal project in Queensland’s Galilee Basin. Alpha

Key players

Ashurst
Baker & McKenzie
Bird & Bird
Clyde & Co
Davis Polk & Wardwell
Gibson Dunn & Crutcher
Milbank
Norton Rose Fulbright
Reed Smith
White & Case

[Herbert Smith Freehills] has some exceptionally brilliant and experienced lawyers, well versed with legal systems of emerging markets

Mukesh Bhavnani
Group General Counsel and Company Secretary
Bharti Enterprises
is set to become the first coal mine to open in the basin and will be one of the largest coal mines in the world. GVK recently announced its proposal to sell 51% of the port and rail aspects of the project to Aurizon. In conjunction with this, Ashurst assisted the company in securing state and federal environmental approvals and reaching agreements with key landholders and with Samsung with respect to the construction of the port.

Baker & McKenzie moves up to the key players category on the back of its strong corporate law and banking and finance credentials. The firm advised Infosys on the listing of its American depository shares on NYSE Euronext’s Paris and London markets; Japan’s Oji Holdings Corporation on its joint venture in India with JK Paper; and Mahindra & Mahindra on its participation in the first Formula E racing season, 2014-15. Ashok Lalwani (global head of the India practice), Sandeep Uberoi and Kyle Pilkington acted as international transaction counsel to Religare Capital Markets, SBI Capital Markets and Yes Bank as book running lead managers in relation to a proposed ₹5 billion (US$84 million) rights offering by Kesoram Industries, an India-based conglomerate and part of the BK Birla Group. Another deal saw Boo Bee Chun and Yong Kai Chang advise Chongqing Sanfeng Environmental Industry Group on the development of its international waste management business, which involved a US$70 million regional municipal waste management project in India. NN Harharan, the senior vice president at State Bank of India in Singapore, says he prefers working with Baker & McKenzie because “they have a higher number of teams, quicker turnaround time, provide mutually acceptable solutions in times of need and take proactive steps”.

Bird & Bird has advised Hindustan Cleanenergy for almost four years in relation to the UK and European markets. Bird & Bird legal director Divya Sharma personally handles all of Hindustan Cleanenergy’s M&A transactions. “Divya ensures that we get the best of internal resources based
on the nature of the transaction,” says Narayan Kumar, head of wind and international solar at the company. “She is doing a fantastic job.” Adds Kumar: “Given that we have always shared a warm and open relationship with the firm, we have really not felt the need to engage with other law firms.” Clients also recommend Nipun Gupta and Jonathan Speed. Bird & Bird’s other India mandates include advising Butlers Chocolates in connection with its franchise agreement for the opening of cafes in India; assisting Gastech Process Engineering (India) in litigation proceedings; and working with Indian counsel in advising the International Hockey Federation in proceedings before the Competition Commission of India.

Clyde & Co now boasts arbitration specialist Prakash Pillai, formerly the head of Rajah & Tann’s India and South Asia practices. Pillai, who joined Clyde & Co Clasis in Singapore last September, brings years of experience in handling cases for Indian clients. In the past 12 months, Clyde & Co advised SpiceJet on the US$4.4 billion purchase of 42 Boeing 737 Max jets – the first purchase of these jets in India. On the disputes front, the firm is representing Amwal Al Khaleej, a private equity firm, in multiple arbitrations under Indian, English and Mauritius law; Porsche, in relation to a dispute over a distribution agreement; and a company with a case against a major Indian entity. The firm is also advising HDFC Standard Life Insurance, Reliance Life Insurance Company and other Indian insurance companies in relation to the sale and distribution of their products in the Middle East. Other clients in the Middle East include Bharti Airtel, Tata Consultancy Services, Cipla and Shapoorji Pallonji & Co.

Kirtee Kapoor, the head of Davis Polk & Wardwell’s India practice, assisted by Pavan Jawanda, was counsel to Citigroup Global Markets India as the financial adviser to Wyeth India on its merger with, and into, Pfizer India. Citigroup also relied on the firm for advice on the US$5.4 billion open offer by the Anglo-Dutch parent of Hindustan Unilever (HUL) to increase its stake in HUL from 52.48% to 75%. Reliance Industries turned to Davis Polk for advice on tax, environmental law and the US Investment Company Act in relation to its US$800 million investment-grade bond offering.

Gibson Dunn & Crutcher scores marks for its prominence on India deals, but equally for its commitment to pro bono activity in India. The firm represented Acumen in the acquisition of a minority interest in Asian Health Alliance, a company that owns and operates medical diagnostic facilities in low income semi-urban and rural areas in India. In the past 12 months, Indian film production and distribution company Eros International consulted Gibson Dunn on its IPO in the US, while Prizm Payment Services and its promoters turned to the firm for advice on the sale of the company to Hitachi and its affiliates. The firm is also representing Bharat Light & Power in relation to India Infrastructure Development Fund’s second round of investment in the company.

Milbank – one of our top 10 last year – remains a top contender for India work despite a relatively quiet 12 months, thanks to the loyalty of high-profile clients such as Reliance Industries and Bharti Infratel. Milbank is currently working on proposed IPOs on the Singapore Exchange by two business trusts with wind power assets in India. The firm has also continued to represent international lenders in a series of financings for Reliance Industries’ Jamnagar refinery, including a UK Export Finance guaranteed term loan facility, a Coface covered term loan facility, a Korea Trade Insurance Corporation (K-Sure) covered term loan facility, and a Euler Hermes covered term loan facility. Milbank is poised to attract a steady stream of capital markets mandates following the arrival of James Grandolfo from Allen & Overy in December 2013.

Norton Rose Fulbright also drops to the key players category due to a slowdown in India deals. One of its key mandates was advising Government of Singapore Investment Corporation on English law in connection with its investment in Greenco Mauritius. The firm counts Standard Chartered Bank, Elgi Equipment, ICICI Bank, Axis Bank and Bank of Nova Scotia among its clients.

Reed Smith wins praise for its robust dispute resolution
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practice. MP Bharucha at Bharucha & Partners first encountered the firm during a London Court of International Arbitration case between a large Indian conglomerate and a US transnational corporation. “Two things left a lasting impression,” says Bharucha. “[They were] incisive and civil. The latter is a rarity in dispute resolution, which is like making a hamburger, bloody; and the blood does tend to splatter all over. Through the proceedings, which extended over two years, the battle was keen and respectful.” As a result, Bharucha often recommends Reed Smith – and Gautam Bhattacharyya in particular – to clients in search of an international law firm. “Gautam is perceptive, responsive and thoughtful with dogged perseverance,” says Bharucha. “The hallmarks of an excellent litigator. Another feature is Reed Smith’s willingness to accommodate Indian clientele’s sensitivity to costs.” Debolina Partap, the associate vice president and head of legal at Wockhardt, is another happy client. “I can definitely say that [Reed Smith] stands out,” she says. “They have the amazing ability to meet timelines and work across all time zones.”

White & Case’s India group clocked up an impressive number of deals in the past 12 months. The firm is currently taking enforcement action in a number of jurisdictions on behalf of a client against members of the Unitech Group, one of India’s leading real estate investment companies, in relation to two arbitral awards which are now unchallengeable in the English courts. The firm also represented Citigroup Global Markets, as financial adviser to Sun Pharmaceutical Industries in its US$4 billion acquisition of Ranbaxy Laboratories, and advised on GMR Infrastructure’s joint venture with Megawide Construction Corporation. Other mandates include advising Samsung in connection with the supply of equipment, software and network management services to Reliance Jio Infocomm for the establishment of a 4G TD-LTE mobile broadband network in India, and representing Standard Chartered Bank, China Development Bank Corporation and Industrial and Commercial Bank of China on a US$480 million syndicated secured financing for Adani Power Maharashtra.

**Significant players**

Berwin Leighton Paisner is one of several new entrants to the significant players category. Lodha Group instructed the firm when it acquired the Canadian High Commission at One Grosvenor Square in London for £306 million (US$512 million) for residential development. Go Airlines (India) also sought the firm’s advice when leasing Airbus A320 aircraft from various lessors. One Indian client says “working with BLP is fantastic … you can rest assured that they will always have their client’s best interests in mind when negotiating”. He strongly recommends Tom Budgett and Jamie Wiseman-Clarke. “Both are extremely knowledgeable and adaptive to clients’ needs.”

Citigroup Global Markets India turned to Cleary Gottlieb Steen & Hamilton for advice on block trades by Novartis India, Styrolution ABS, 3M and others. The firm also represented Lafarge in the sale of a minority stake in Lafarge...
India to Baring Private Equity Asia; advised the brokers on NTPC’s US$2.15 offer for sale; and was counsel to the underwriters in WNS Holdings’ secondary offer of American depositary receipts. Sunil Gadhia, Shreya Lal Damodaran and Tihir Sarkar are key contacts for India matters.

Covington & Burling rises to the significant players category on account of its interesting portfolio of work over the past 12 months. The firm advised Football Sports Development on the formation of the Indian Super League; Sterlite Technologies on US customs matters; and Balkrishna Industries (BKT) in connection with a multi-year agreement with Feld Motor Sports making BKT Tires the official and exclusive tire sponsor of Monster Jam and its trucks. The firm has also advised clients on US employment law matters, international trademark matters and strategic public policy and government affairs in Africa and South America. In addition, Covington & Burling has conducted risk assessments and developed anti-bribery and anti-corruption policies and procedures for a number of India-based companies.

Another new firm in this category is Debevoise & Plimpton. The firm represented AIA Group in its exclusive partnership with Citibank to distribute its insurance products in 11 countries in the Asia-Pacific region, including India. It also represented Exal Corporation in its acquisition of a minority stake in Casablanca Industries, an Indian company that manufactures cans. Debevoise & Plimpton is respected for its private equity and fund formation expertise. “Debevoise’s India fund formation practice is differentiated by their deep expertise in efficient repatriation of capital and the use of domestic vehicles to maximize structural flexibility,” says one satisfied client. “On the transaction side, they understand onshore governance – not just on paper – but in practice. This strategic insight combined with world-class responsiveness and drafting is unparalleled in India.”

Dentons gained a place in the significant players category by winning roles on a wide range of finance and fund-related deals, corporate and commercial matters, and energy, transport and infrastructure transactions. The firm’s clients include ONGC Videsh, Oil India, Mahindra & Mahindra, Makharia Organics, Hindustan Motors, Duet India Hotels, Essar Steel India, GMR Infrastructure, State Bank of India, Kotak Mahindra Bank, Bank of Baroda and Asian Development Bank. In the past 12 months, the firm has advised on a US$800 million syndicated term loan facility granted to Lanco Resources International and Lanco Resources Australia to finance the acquisition of Griffin Coal Mining Company and Carpenter Mine Management. It also represented Duet India Hotels on its joint venture with InterContinental Hotels Group to develop new Holiday Inn Express hotels across India; Grand Prix India on the proposed construction of a Formula 1 racing circuit near Kolkata; and Oman LNG and Abu Dhabi Gas Liquefaction Company on their export of LNG for Dabhol Power Company.

Eversheds took on a steady stream of India work in the past 12 months. On the transactional side, the firm advised Sequoia Capital on its acquisition of a stake in True Software Scandinavia and closed several corporate deals for Flemingo Duty Free Shops. The firm also assisted Amira Foods, listed in Mumbai and New York, on its bid for Tilda Rice. Eversheds’ dispute resolution team in Singapore handled a number of cases with an Indian element. In one high-profile case, Eversheds was counsel to the government of India in an arbitration initiated by Pakistan in 2010 to prevent India from constructing a hydroelectric project on the Kishenganga River. A court of arbitration, constituted in line with the dispute resolution clause of the 1960 Indus Waters Treaty, upheld India’s right to construct the project, but set conditions to prevent environmental harm downstream and mitigate the effect of reduced flows on a power project Pakistan was constructing.

Fladgate has strong links with high net worth individuals of Indian origin and, in addition to advising on their investments, has worked with them on several commercial projects in the UK and the Middle East. The owners of a hotel project in Dubai’s Burj Khalifa district called on Fladgate in relation to financing of the construction by a consortium of four UAE banks and the hotel’s operation by the Taj Group of Hotels. The firm is also advising Jindal Steel & Power in an ongoing arbitration over the sale of 12 river barges and acting for one of the company’s subsidiaries in the UAE in litigation concerning an Omani gas plant.

[Simmons & Simmons’ lawyers are] efficient and smart [and act] as catalysts for positive and successful results

Priyank Srivastava
Legal Adviser
ONGC Videsh
Foley Hoag earns a spot in the significant players category for its vibrant India practice. The firm represents Lupin Atlantis, a subsidiary of Mumbai-based Lupin, in patent prosecution matters; advises iGATE Computer Systems on various corporate, employment and litigation matters; and acts as counsel to the Pragnya Group, a real estate investment firm focused on India, in connection with its investment fund. Foley Hoag also provides pro bono services to WaterWalla, a non-profit organization with operations in India that aims to improve lives through clean water technology.

Yash Rana, Brian McDaniel and Brinda Dutta focus on India-related work at Goodwin Procter. Known for its private equity experience, the firm represented TA Associates on its minority investment in BillDesk, an Indian provider of online bill payment services, and acted for Inventus in the formation of a US$110 million venture capital fund to invest in India. The firm also represented Sequoia Capital in the formation of a US$430 million venture capital and private equity fund to invest in India.

Hogan Lovells’ India team is run by partners from a range of practice groups in its Singapore, New York, Tokyo, London and Washington DC offices. The firm advised Kokuyo, Japan’s largest stationery maker, on its acquisition of Riddhi Enterprises, a Mumbai-based notebook manufacturer. A Japanese trading house consulted Hogan Lovells on London Court of International Arbitration proceedings in Singapore against an Indian information technology company in respect of outstanding debts under a contract to supply telecoms equipment from China to India. Hogan Lovells also represented various clients on the default of Indian foreign currency convertible bonds including advising

[Sarang Bhanage, Chief Corporate Counsel, Tech Mahindra]
on related restructurings and enforcement proceedings. Last May, Patrick Sherrington replaced Crispin Rapinet as Hogan Lovells’ regional managing partner for Asia and the Middle East. Sherrington is based in Hong Kong and leads the India regional practice.

**Kelley Drye & Warren** moves up a category with a healthy roster of clients with interests in India. “We have used Kelley Drye & Warren for our M&A transactions and some US tax advice,” says one client. “We chose to work with them because they are reliable, dependable and proactive and their partner Deepak Nambiar is someone who we trust.” The firm’s client list includes Tata Consultancy Services, Ranbaxy Pharmaceuticals, Wockhardt, Dr Reddy’s Laboratories, Indecomm Global, Serco Global Services, Zyus Pharmaceuticals and Cadila Healthcare. The firm has acted for Louis Berger Group, a multinational construction and consulting company, in connection with commercial contracts relating to infrastructure projects throughout India; advised an Indian joint venture defence company on US regulations; and represented an Indian-owned Nigerian company, Continental Transfert Technique, seeking to enforce an arbitration award.

**King & Spalding** enters the significant players category after handling several India-focused mandates, particularly in the energy and infrastructure fields. The firm represented Hiranandani Gas Company on various matters in connection with an onshore LNG import terminal project on India’s west coast. The firm was also international counsel to Adjaristsqali Georgia, owned by Tata Power and Norway’s Clean Energy Invest, on the development, financing and construction of hydropower facilities in Georgia and a cross-border Georgia-Turkey transmission project. In addition, the firm advised affiliates of India-based Zee Entertainment in connection with their acquisition of LifeMed Media. The firm is currently assisting on a number of high-profile arbitration matters involving Indian clients.

**O’Melveny & Myers** worked on some large M&A deals in the IT sector over the past 12 months. The firm represented the institutional investor that co-invested with Bain Capital in the purchase of an equity stake in US-listed Genpact; advised the Canada Pension Plan Investment Board on its US$270 million. Ben Harris, the managing director of Orchard Capital Partners Asia, instructed the firm on a number of complex Indian financial restructurings and commends it for being “very professional”, “knowledgeable” and “a pleasure to work with”. Harris adds that “Pooja Sinha is very knowledgeable with invaluable Indian experience” and “Damien Coles is smart and very much understands the client’s needs”. The firm is recognized for its capital markets, private equity and financing capabilities.

**Ropes & Gray** has seen an increase in India-related work as a result of anti-corruption and M&A work in connection with its clients’ investments in India. Asheesh Goel, co-head of the firm’s global anti-corruption practice, works with clients in India in relation to internal investigations, government investigations and enforcement actions. Over the past two years, the firm has represented Kohlberg Kravis Roberts & Co and Blackstone in conducting India-focused pre-investment anti-corruption due diligence for over 20 deals. The firm advised a former senior executive of a US-based global retail giant in relation to a joint venture in India which is under investigation by the US Department of Justice. Ropes & Gray has also represented an ad hoc committee of bondholders on the restructuring of foreign currency convertible bonds issued by Suzlon Energy.

Priyank Srivastava, a legal adviser at ONGC Videsh, praises **Simmons & Simmons’** lawyers for being “efficient and smart” and for acting “as catalysts for positive and successful results to encourage further development and growth in commercial transactions”. Srivastava says “support by Vivien Yang, Ian Wood and Matthew Davis was commendable” but he was happy with all the lawyers he worked with. The firm’s achievements include acting for New Delhi-based Skyways Group on the setup of its German business operations; representing Armada C7 on a US$150 million bridge financing provided by a syndicate of Indian lenders; and advising Ishaan Real Estate on the proposed sale of its property interests to Chalet Hotels and other entities connected to K Raheja Corp for approximately £70.3 million.


**TLT Solicitors** makes its first appearance in the significant firms category after a flurry of banking transactions. The firm advised on the amendment and restatement of a US$10.95 million loan facility from Allahabad Bank in Hong Kong to Kentucky Copper and also advised on a US$16.75 million club term loan facility to finance the construction by Raks Pharma of a manufacturing facility for pharmaceutical products at Dahej in Gujarat. The firm’s clients include Punjab National Bank, Syndicate Bank, Export-Import Bank of India, Axis Bank and Bank of Baroda. TLT recently recruited Shruti Agrawal, an Indian-qualified lawyer who trained at J Sagar Associates in Mumbai and Baker & McKenzie in London.

**Sonia [Xavier] was extremely knowledgeable on relevant Mauritian laws, going out of her way to accommodate both the needs of our client and also the other side**

**Matthew Davis**

Associate

**Simmons & Simmons**

“
Mark Beeley, James Loftis, Nicholas Song and Christopher Walker are key India contacts at Vinson & Elkins. The firm represents clients on projects, disputes and investments in India. The dispute resolution practice has been particularly busy with a focus on ICC arbitration, UNCITRAL arbitration and proceedings before the Permanent Court of Arbitration in the Hague.

Regional and specialist firms

Anjarwalla & Khanna has a long history of assisting Indian clients with their expansion plans in Kenya. The firm has particular experience on telecommunications transactions, infrastructure and projects, natural resources, and banking and finance. Over the past 12 months, Anjarwalla & Khanna acted for Essar Telecom Kenya on its proposed sale of a substantial part of its mobile business to Airtel and Safaricom, and represented Essar Energy Overseas on its exit from Kenya Petroleum Refineries. Dsouza at Essar Services India has worked with the firm for almost three years and is “really impressed by the quality of their work”. Dsouza adds that the firm’s “partners and associates are extremely hands-on and thorough in their approach”. The firm has advised Tech Mahindra for four years on labour law, real property law, contract law and other matters. Chief corporate counsel Sarang Bhanage says: “Ms Anne Kiunuhe, Ms Elizabeth Karanja and Mr Karim Anjarwalla … carry very good knowledge of various areas of law on which we consulted them. They are approachable, prompt, responsive and articulate.”

Appleby’s Mauritian office has seen a slowdown in India-related work as a result of the uncertainty surrounding the renegotiation of the double tax avoidance agreement between India and Mauritius, with investors adopting a wait-and-watch approach. Nevertheless, in the past 12 months the firm has advised Standard Chartered Bank as Mauritius counsel in connection with the joint acquisition by ONGC Videsh and Oil India of Videocin’s 10% stake in a giant Mozambique gas field, and represented a consortium of lenders on a US$1.2 billion loan to Vedanta Resources to refinance a loan it took in 2011 to buy Cairn India.

Hong Kong-based Arun Nigam Associates advises Indian public sector banks in Hong Kong on banking and trade financing transactions, and Indian private sector banks in Hong Kong and India on banking, trade financing and standby letter of credit transactions. The firm is also starting to assist listed Indian companies with document processing in Hong Kong for imports from China. Litigation partner Mark Pierrepont has been acting for Indian public and private sector banks in Hong Kong on defaulting loans and a variety of other disputes. He has also represented Indian listed companies and Indian-owned companies in Hong Kong on litigation matters relating to Hong Kong, China and Singapore. The firm’s clients include ICICI Bank, the Indian Chamber of Commerce in Hong Kong, Eveready Industries, Himadri Chemicals and Geodesic.

Aron Harilela, the chairman and CEO of Harilela Hotels in Hong Kong, says the firm has been “very professional and very thorough”. Harilela Hotels purchased some sizeable...
real estate and “Arun Nigam Associates helped us from conception to completion on this project”, says Harilela. “We were under a tight time frame. Arun Nigam and Rakhi Pritmani worked diligently and we were successful in our purchase.”

Bennett Jones regularly acts for Indian and India-based multinational companies in transactions involving investment in and trade with Canada. It also advises Canadian and US companies in relation to their activities in India. Notable mandates over the past 12 months have included acting for IL&FS Investment Managers on a new Canada-India investment fund; assisting a Canadian solar energy company in relation to the expansion of Indian projects; assisting an Indian pharmaceutical company with respect to its Canadian operations; and assisting Indian energy companies in their ongoing review of Canadian oil and gas investment opportunities. Sanjay Mitra, the managing partner and company secretary at IL&FS Investment Managers, worked with India business group chair Raj Sahni and Michael Barrett in connection with an India-focused fund. “The experience was very good both in terms of knowledge on the subject and also meeting timelines,” he says.

Conyers Dill & Pearman wins praise from Matthew Davis, an associate at Simmons & Simmons in Hong Kong, for being “commercially orientated, practical and responsive”. Davis holds Stephen Scali and Sonia Xavier in high regard. “Sonia was extremely knowledgeable on relevant Mauritian laws, going out of her way to accommodate both the needs of our client and also the other side,” says Davis. Divyanshu Pandey, a partner at J Sagar Associates, is equally appreciative of the firm’s capabilities and praises Scali for being “approachable, prompt and [providing] seasoned advice”. Pandey adds that Conyers was “fully conversant and appreciated the complexities of a cross-border transaction and various aspects involved in such transactions”. The firm was Mauritius counsel to Bain Capital and Golden Gate Capital in connection with debt financing provided by Credit Suisse to a private investor group for the acquisition of BMC Software for US$6.9 billion.

Corrs Chambers Westgarth has been the adviser of choice for investments in Australia by high-profile Indian companies such as Infosys, Mahindra Satyam, Gujarat NRE Coke, Aditya Birla Minerals and Adani Group. It recently advised a major corporation which has been engaged to build an infrastructure technology system for the state of Victoria, in relation to subcontracting arrangements with an Indian technology company. It also advised a major Indian food manufacturer on labelling requirements for exports to Australia. Corrs “brought very valuable industry and regional insights to our organization through their vast experience and know-how,” says Venki Prathivadi, vice president for Australia and New Zealand at Kony Solutions. “They were easy to work with in all areas and we were impressed with their ability to speak to our technical consultants and managers in an easy to understand manner that avoided heavy legal language.” Prathivadi, who worked with the firm in his previous role as senior vice president at Mahindra Satyam, says that Philip Catania and Arvind Dixit “are both exceptional gentlemen and highly professional in their interactions”.

Drew & Napier is widely lauded for its arbitration capabilities. Bomi Daruwala, a partner at Vaish Associates, who has engaged the firm on an arbitration matter in Singapore, says “they are the best in business” and “very good on strategy”. Daruwala sees Davinder Singh as “the most respected lawyer in Singapore” and calls Jaikanth Shankar “a very able deputy [who] is also impressive”. Singh is advising Singapore Technologies Kinetics (ST Kinetics) and working with an Indian senior counsel in connection with a writ petition filed in India to set aside certain orders which debar ST Kinetics from further business dealings in India for 10 years. Drew & Napier also obtained a ruling in favour of a leading pulp and paper company on a dispute arising from its supply of pulp to an Indian paper mill. Leena Pinsler, who began her career at Drew & Napier, returned to the firm last October and intends to help develop the India practice.

Fellow Singaporean firm Duane Morris & Selvam clocked up several capital market deals in the past 12 months. The firm was counsel to Alstom T&D India on its US$48 million offering of shares in an institutional placement programme to qualified institutional buyers in India and concurrent private
placements outside India and the US. The firm was also international counsel on Dhanlaxmi Bank’s US$11.3 million sale of its shares in a qualified institutional placement in India. Indian firms Khaitan & Co and Luthra & Luthra have approached Duane Morris & Selvam to pitch with them for Indian deals.

Middle East firm Galadari specializes in investment strategies in the hotel, hospital and real estate sectors. The firm also handles banking and finance transactions and contract enforcement for Indian companies. Marico India engaged the firm on the restructuring and transfer of its shares in Kaya Holding in Singapore. In a separate matter, the firm restructured 16 Kaya Middle East skin clinics and also handled renegotiations with local sponsors. Galadari also advised SDV International Logistics on a successful action in the Dubai courts for recovery of freight charges and unpaid customs duty.

Heuking Kühn Lüer Wojtek’s India practice offers advice to Indian clients entering the German market and supports German clients investing in India. The firm’s core strengths on India deals are corporate and M&A work, IP, and media and technology. Heuking has advised a German shipping company on the potential sale of its shareholding in TM International Logistics in Kolkata; acted for the German subsidiary of a London listed company in relation to a supply agreement with an Indian clothing manufacturer; and represented a German chemicals distributor on the acquisition of a stake in an Indian chemicals manufacturer and the negotiation of a joint venture agreement with its Indian partner. Stephen Mathias, a partner at Kochhar & Co in Bangalore, worked with the firm on a matter involving a claim against an Indian company. “I found them to be very responsive and commercially minded in considering the issues and willing to think through carefully the risks to the client.”

Inventus Law is known for its private equity work. The US firm works with early stage companies on their formation, capital raising and financing. Inventus also guides clients on debt financing and banking, M&A, securities laws and
I found [Heuking] to be very responsive and commercially minded

Stephen Mathias
Partner
Kochhar & Co

regulation, employment and compensation, and real estate. Sasha Mirchandani, the founder of Kae Capital, praises the firm for its “meticulous work”, “quick turnaround time”, and constant availability to talk and help. Arun Madhu, general counsel at Nexus Venture Partners, says Inventus is “professional, responsive and offers very good value for money, especially for early stage companies and early stage investments”. Madhu notes that managing partner Anil Advani “is someone whom entrepreneurs and investors seem to get comfortable with easily”.

Canadian firm McCarthy Tétrault has undertaken a number of India-focused matters in the past 12 months. The firm is acting for an India-based consortium that is developing a hydroelectric project in Georgia; speaking to several major Indian energy companies regarding potential investments in Canada’s oil and gas sector; and working with Indian and Indian diaspora broadcasters and their North American agents on Canadian market entry, including licensing, distribution and regulatory compliance. McCarthy Tétrault has also landed roles on some infrastructure deals. It continues to act as counsel to IFFCO Canada on legal and strategic matters relating to the company’s establishment of a C$1.3 billion (US$1.2 billion) plant in Bécancour, Quebec, for the production and marketing of urea fertilizer. A subsidiary of Indian Farmers Fertiliser Cooperative is an investor in IFFCO Canada.

“McCarthy Tétrault was preselected based on their reputation of excellence throughout Canada and the depth of their expertise with respect to international transactions and all fields of law,” says David Tournier, the vice president of legal and corporate affairs at IFFCO Canada. “They were preferred over competitors with similar reputation and expertise because it was important for IFFCO Canada to work with committed advisers … [they also] offered flexibility in the pricing and invoicing of their services, in particular by sharing risks with the sponsors and linking an important portion of their fees to the success of IFFCO Canada’s project.”

Banking, finance, corporate law and dispute resolution are Shook Lin & Bok’s major practice areas. Pradeep Pillai heads up the firm’s India practice, which offers assistance on cross-border banking and finance, capital markets, M&A, joint ventures, private equity, funds and regulatory issues. The firm is currently acting as lead counsel for a fund manager in an arbitration involving an Indian fund. It also advised a large private sector Indian bank in relation to a facility granted to a major Indonesian palm oil plantation company; represented the foreign branch of an Indian public sector bank on financial facilities granted to a Singaporean print and paper company; and is acting for the claimant in an international arbitration involving a claim against an Indian mining company. State Bank of India (SBI) has engaged Shook Lin & Bok “based on their impressive track record and SBI’s satisfactory dealings with them for over 15 years,” says NN Haritharan, the senior vice president of SBI, Singapore, noting that Adth Mathur is “very competent, seeks to achieve and secure the best interests for the bank”.

Stikeman Elliott’s work with Indian clients in the context of corporate transactions includes providing strategic advice, advising boards of directors, and navigating legislation, foreign investment regulations and disclosure requirements. The firm acted for Indian Oil in negotiations with Progress Energy Canada and Petronas Carigali Canada, wholly owned affiliates of Petronas Nasional Malaysia. On 7 March 2014, Indian Oil entered into transaction agreements to acquire a 10% interest in Progress Energy’s LNG-destined natural gas reserves in British Columbia and in the proposed Pacific NorthWest LNG export facility on Canada’s west coast.

Torys has attracted a range of interesting mandates in the past 12 months. The firm advised Gujarat State Fertilizers & Chemicals on its C$45 million strategic investment in Karnalyte Resources through a private placement and off-take agreement for the purchase of potash from Karnalyte’s Wynnyard Carnallite project. The Canadian Pension Plan Investment Board turned to Torys for advice on its joint venture with Piramal Enterprises to invest in residential development projects in India’s major urban centres, and on structuring its joint venture with the Shapoorji Pallonji Group to invest in office assets in India. In addition, the firm represented Novelis, a subsidiary of Hindalco, in its US$1 billion global asset-based revolving loan facility and a €30 million (US$40 million) receivables financing.

WongPartnership acted as Singapore counsel for IDFC as the sponsor and IDFC Capital (Singapore) as the fund manager of India Infrastructure Fund (Singapore), an India-focused private equity fund which raised US$644 million to invest in a diversified portfolio of infrastructure assets in India. The firm also assisted Ascendas in relation to the setup of the Ascendas India Growth Programme; Cordlife Group in the
acquisition of the cord blood and cord tissue banking businesses of Australian-listed Cordlife in India, the Philippines and Hong Kong; and an Indian national pursuing one of Asia’s largest trust and wealth management companies for breaches of duty of care arising from the setup and management of an offshore structure in Labuan, Malaysia.

**Firms to watch**

**Anderson Mori & Tomotsune** looks after Japanese companies keen on M&A and joint ventures in India. Several of the firm’s Japanese lawyers have been seconded to Indian law firms such as Amarchand Mangaldas, Khaitan & Co and J Sagar Associates, and Anderson Mori has hired a few Indian-qualified lawyers in response to an increase in India-related matters directed its way. The firm’s India team has doubled in number since 2011. Ryo Kotoura and Ryo Okochi are key India contacts.

**Bryan Cave** assists US companies on cross-border M&A deals and investments into India. Recently, the firm’s London, Singapore and New York offices worked with Peak Venture Partners in connection with the US$340 million acquisition of Silverlink Resorts (BVI) from Indian real estate developer DLF. In addition, the firm represented Emerson Electric on its acquisition of Virgo Valves and Controls, a manufacturer of ball valves and automation systems based in Pune.

**Carey Olsen** offers Indian companies advice on the establishment of BVI, Cayman, Guernsey and Jersey companies. The firm is providing ongoing Jersey legal advice to Vedanta in connection with a Jersey subsidiary issuer, having previously advised on the issue of convertible bonds by Jersey companies.

**Chadbourne & Parke** has a long history of involvement on India deals, marked by peaks and troughs in its activity in this market. At present, it is representing a syndicate of Indian banks led by the State Bank of India and a syndicate of commercial banks led by BNP Paribas in connection with the US$4 billion project financing of the 4,000-MW Mundra coal-fired ultra-mega power project in Gujarat, sponsored by Tata Power. Chadbourne & Parke is also representing the developer in a series of seven waste-to-energy projects in India.

**Collins Newman & Co** offers the full spectrum of legal advice to Indian companies investing in Botswana. Its expertise in dealing with regulatory bodies in the country has attracted work from the likes of JSW, Shrenuj and Jindal Steel.

“We use Shook Lin & Bok because of [their] impressive track record and ... satisfactory dealings with them for over 15 years.”

NN Hariharan
Senior Vice President
State Bank of India, Singapore

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Firm Profile
Founded in 1991, Pham & Associates is the oldest and one of the most prominent IP Law firms in Vietnam. The firm’s practice is comprehensive, encompassing all aspects of IP prosecution, enforcement and litigation in Vietnam and in all jurisdictions worldwide. Since 2001, in addition to IP practice, the firm has provided legal services regarding business laws in Vietnam.

The firm’s current staff is 120 people, including 14 attorneys-at-law, 48 IP attorneys, 40 engineers and experts, and almost of them graduated from prestigious Vietnamese or foreign universities. They work in various technical areas, including chemistry, electronics, pharmaceuticals, bio-technology, energy, material science, mechanics and IT and are fluent in English.

The firm working languages are Vietnamese, English, German, Chinese, French and Russian.

Areas of Practice

**Intellectual Property**
- Patents
- Industrial Designs
- Trademarks, Trade Names, Trade Secrets, Geographical Indications
- Copyright, Domain Names
- Plant Variety Protection
- IP Litigation & Licensing
- IP Assets Management & Evaluation

**Business Laws**
- Corporate
- Investment
- Commerce
- Real Estate & Construction
- Tax, Finance & Banking
- Shipping
- Insurance
- Employment & Dispute Resolution

Recent Recognition & Awards

- **Ranked Tier 1 in Vietnam** for Patent Prosecution and Contentious, Trademark Prosecution and Trademark/copyright Contentious, consecutively from 2006-13 (Managing IP);

- **Winner of the Vietnam Patent Firm of the Year Award** and short-listed as one of 5 firms for the Vietnam Trademark Firm of the Year Award, consecutively from 2009-2013 (Asia IP);

- Selected as **one of 100 Leading Brand Firms in Vietnam** in years from 2010-2012 (Viet Trademark Journal)

- Selected as **one of Top 100 Gold Trust Supplier of Legal Services in Vietnam** in years from 2010-2012 (Vietnam Enterprises);
Collins Newman recently acted for Jindal Steel in its acquisition of CIC Energy's Mmamabula energy project.

Canadian firm **Davies Ward Phillips & Vineberg** acted as counsel to Tata Chemicals in its acquisition of US-based General Chemical Industrial Products for over US$1 billion. It also acted for a Canadian pension fund on its formation of a joint venture with an Indian partner and an initial acquisition by the joint venture of six major real estate development projects in India. Davies Ward’s professionals guide clients on M&A, international tax matters, mining and resource law, bank and capital market financing, and litigation.

Non-resident Indians and their companies often turn to **Forbes Hare** for advice on BVI or Cayman Islands law. Bhavesh Patel from Herbert Smith Freehills recently joined the firm's London office.

Gibraltar's largest law firm, **Hassans**, has assisted Indian businesses and high net worth individuals with their offshore structures and non-India investments. Hassans offers advice on corporate and commercial matters, property-related matters, funds, insurance, financial services, banking, intellectual property and litigation.

**Hengeler Mueller** is building its presence in India through clients with interests in the country. The firm acted for BorgWarner on its acquisition of Gustav Wahler, which has a subsidiary in India, and represented a US-based company on its acquisition of a German group which operates a production site in India. Hengeler Mueller has profited from the addition of Abhijit Narayan, an Indian-qualified lawyer who practised with J Sagar Associates for about four years before joining the firm.

**Homburger**'s achievements include advising on the merger of Holcim India and Ambuja Cements, and the takeover of Lafarge’s worldwide cement operations by Holcim. The Swiss firm specializes in corporate law, international arbitration, foreign investment into India and the establishment of European headquarters by Indian companies.

**Mehmet Gun & Partners** and its Havells India subsidiary called on Turkish law firm **Mehmet Gun & Partners** to assist with IP matters and an ongoing court action. The firm prides itself on its know-how in relation to dealing with unauthorized IP registrations in view of recent precedents set by the Turkish Court of Appeals. Mehmet Gun has an IP anti-counterfeiting practice as well as an in-house investigations department.

**Mori Hamada & Matsumoto** has advised Japanese companies on their acquisitions, joint ventures and investments in India. Indian entities also seek Mori Hamada’s advice on entering Japan. Two Indian-qualified lawyers work with the firm – one in Tokyo and one in Singapore. Mori Hamada frequently accepts secondees from Indian law firms such as AZB & Partners, J Sagar Associates, Trilegal and Khaitan & Co and has also sent its lawyers to India for training.

Cyprus firm **Neocleous** offers corporate, tax, banking and...
The merger of Wragge & Co and Lawrence Graham became official on 1 May. Wragge Lawrence Graham & Co has a total of 1,300 lawyers spread across 10 offices in London, Birmingham, Paris, Monaco, Dubai, Guangzhou, Moscow, Singapore, Brussels and Munich. Sunil Kakkad – head of the firm’s India group – and Baljit Chohan have excellent track records in dealing with India-focused clients and are well positioned to help the firm secure interesting mandates from these clients in the future. The full-service firm offers expertise in sectors including construction and engineering, education, energy, environment, natural resources, food and drink, healthcare and life sciences, manufacturing, private capital, real estate, technology, communications and media.

Wedlake Bell have been extremely prompt ... They were proactive and generally very helpful.

Smita Bajoria
Managing Director
Heritage Insurance Brokers