OUR CORPORATE PRACTICE
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Best Overall Law Firms in India.

Ranked as one of the top 5 law firms in India.
RSG India Report

Best Overall Law Firms in India.

Ranked as one of the top 10 most innovative firms in APAC.
FT - Asia-Pacific Innovative Lawyers

National Law Firm of the Year and India Client Service Law Firm of the Year.
Chambers Asia-Pacific Awards
ABOUT TRILEGAL

Trilegal is one of India’s leading law firms with offices in four of India’s major cities - Mumbai, New Delhi, Bangalore and Gurgaon. We represent clients on a large number of the most complex and high value transactions in India.

We believe that the combination of our firm’s culture, the depth of our transactional experience, the wide range of our 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. We take a commercial perspective of the issues our clients face with the aim of developing a solution-oriented approach.

Our areas of expertise include mergers and acquisitions; strategic alliances and joint ventures; private equity and venture capital; energy and infrastructure; banking and finance; restructuring; capital markets; telecoms, media and technology; dispute resolution; regulatory; competition law; labour and employment; real estate; and taxation.

Our client roster includes many of the world’s leading corporations. We provide our clients seamless, efficient and integrated service across a broad spectrum of practice areas.
OUR CORPORATE PRACTICE

Trilegal is recognised as having a market-leading corporate practice. Our corporate practice brings together more than 100 lawyers across our offices with a client base that includes leading international and Indian companies as well as smaller growing businesses. We have a reputation of getting to the heart of complex issues, focusing on strategy, structuring transactions innovatively and minimising execution risk.

We are a top-tier firm for Mergers and Acquisitions (M&A) and Private Equity in India. Our M&A team has experience and expertise in acting on complex, high value, cross-border as well as domestic transactions.

Our track record, expertise and local knowledge in the M&A market ensure that we deliver cost-effective, deal oriented and high quality legal advice. We regularly act for large Indian corporate groups on outbound acquisition transactions in multiple jurisdictions. In addition, our experience of advising clients on complex, multi-jurisdictional transactions enables us to anticipate issues and risks that will arise, ensuring we provide clients with insightful and tailored solutions.

We frequently advise our corporate clients on elements of Indian corporate laws and the legal and regulatory issues that impact their day to day business. Our lawyers build strong relationships with in-house legal teams, working alongside them to provide reliable expert advice.

We regularly provide secondees to many of our clients’ legal teams, ensuring that our lawyers have the practical experience of working in a corporate environment and a strong understanding of our clients’ business.

We have extensive experience of advising on joint ventures and strategic alliances. We have also represented various private equity funds in establishing their presence in India and on their downstream investments across diverse sectors.
Band 1 Firm in India for M&A and PE.

Chambers and Partners
SOLUTION ORIENTED APPROACH
We strongly believe that our role as transaction advisers is not only to identify potential areas of risk, but to find practical and efficient solutions with a view to eliminating or mitigating such risks and getting the deal done. We use our understanding of India’s complex regulatory environment and equally importantly, our familiarity with the manner in which these regulations are interpreted and enforced by regulators, to provide deal oriented advice that is accurate and practical. Clients have appreciated our ability to respond promptly to their needs and to work within challenging transaction deadlines.

COMPREHENSIVE AND SPECIALISED ADVICE
Our corporate group consists of over 100 lawyers across our four offices ideally placed in India’s most favoured investment destinations. Our corporate practice group is supported by experienced lawyers specialising in capital markets, employment, dispute resolution, banking and finance and competition law. This enables us to cut across disciplines and provide a one-stop solution for all aspects of legal advice needed in connection with any investment or M&A transaction.

DIVERSE SECTOR EXPERIENCE
The focus of our corporate and M&A practice has always been to provide customised advice with specific reference to the sector of business in which our clients are engaged. We understand the intricacies and complexities of the regulatory environment in India surrounding various sectors and are able to provide bespoke solutions that cater to the specific regulations that govern such sectors. We often interact with government authorities and sector specific regulators and contribute to the development of new policies and regulations.

Some of the key sectors in which we have advised clients include:

- Telecom, Media and Technology
- Financial Services
- Manufacturing and Distribution
- Energy and Infrastructure
- Pharmaceuticals and Life Sciences
- Real Estate
- Defence
- Retail
- Education
- Hospitality

TRUSTED ADVISERS
Our aim has always been to establish long-term, trusted adviser relationships with our clients. To this end, apart from an active secondment programme, we also organise discussion forums for in-house counsel at client organisations, conduct seminars/webinars and send out regular updates to clients on the latest regulatory developments in India.
Tier Ranked Firm in India for M&A and PE.

The Legal 500
CORPORATE WORK HIGHLIGHTS

M&A / JV WORK HIGHLIGHTS

**Agusta Westland** on a joint venture with Tata Group for assembling and servicing helicopters in India.

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**Alibaba group and Ant Financial (Alipay)** in connection with their multi-tranche investment in One97 Communications (Paytm).

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**Engie** on the sale of its stake in Meenakshi Energy to Kolkata based India Power Corporation.

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**Flipkart** on its major acquisitions including Jeeves Consumer Services and WeHive Technologies.

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**Godrej Agrovet** on the acquisition of a significant stake in agrochemicals maker Astec Lifesciences.

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**Hassad Food Company**, a wholly owned subsidiary of Qatar Investment Authority, in relation to its acquisition of a majority equity stake in Bush Foods, a privately-owned branded and ready to eat processed foods company in India.

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**Huhtamaki Oyj** on its global acquisition of Positive Packaging.

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**Shriram Capital** in relation to the sale of an equity stake to Piramal Enterprises.

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**Telenor Group** on its joint venture with Unitech Group for mobile telecom services in India, and subsequently on its buyout of Unitech’s stake.

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**Tesco** on its 50:50 joint venture with the Tata group (Trent Hypermarkets) to operate Star Bazaar, which is the only multi-brand retail business with a license to operate in India.

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**Thomson Reuters** on its acquisitions in India including Pangea3; and FXALL International (Mumbai), related to Thomson Reuters Corporation’s global acquisition of FX Alliance Inc.

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**Wipro** in relation to the acquisition of Viteos Group, a leading business process services provider to the financial services industry.
Private Equity Law Firm of the Year.

India Business Law Journal
PE/VC WORK HIGHLIGHTS

Actis on its investment in Ostro Energy, a renewable energy generation business.

Alibaba Group on its investment in Jasper Infotech, which operates e-commerce platform Snapdeal.

Baillie Gifford & Co. on their investment in ANI Technologies (Ola Cabs).

Barings Private Equity Partners India on their investment in RMZ Corporation, a leading Indian real estate company.

BlackRock on its investment in Jasper Infotech, which operates e-commerce platform Snapdeal.

Blackstone Capital Partners on its investments and exits in India including Visa Power; and Hindustan Powerprojects Private Limited (formerly Moser Baer).

CDC Group on its investments in India, including Janalakshmi Financial Services; and Equitas Microfinance.

CLSA Capital Partners on its investments in India including Holisol Logistics; and Equitas Microfinance.

D.E. Shaw Group on regulatory issues relating to its investments in India as well as its exits from various investments including DLF;

Amar Ujala Publications; and Ratnakar Bank.

DSG Consumer Partners in connection with its investment in OYO Rooms, an online aggregator for hotels and other investments in India.

Goldman Sachs in relation to its investments and exits in India including Bharti Infratel; SpiceJet; and Coffee Day Global Limited.

IFC on its investments and exits in India including Azure Global; Samhi hotels; and Coffee Day Global Limited.

Khazanah Nasional on its investments in India including VAS Data Services, owner of online apparel and footwear platform Yepme.com; and Actoserbsa Active Wholesale, owner of online lingerie platform Zivame.com.

Morgan Stanley in relation to its investments and exits in India including Continuum Wind Energy Pte. Ltd.; and Janalakshmi Financial Services.

3i Group in relation to the enforcement of its rights against Krishnapatnam Ports; and Navayuga Engineering.
CORPORATE ADVISORY WORK HIGHLIGHTS

**Boots**, the UK pharma, beauty and health care group, on its entry into India and structuring options available in light of the FDI restrictions on multi-brand retail trading.

**Cisco** in relation to its Indian operations and a variety of local regulatory and corporate compliance issues.

**Danske Bank** on incorporating its Indian subsidiary in Bangalore and other post-incorporation assistance.

**Delsey** in relation to restructuring their existing wholesale and retail franchise business in India.

**Heineken International B.V.** on an ongoing basis in relation to its joint venture with Vijaya Mallya in United Breweries.

**Indian School of Business, Hyderabad** in relation to various issues, including structuring its endowment chairs, research initiatives and collaborations with international entities; and setting up their new campus in Mohali, Punjab.

**Jasper Infotech (Snapdeal)** on corporate matters, including a number of acquisitions.

**Levi Strauss** on marketing, distribution and competition law issues, including the global standardisation of all their commercial contracts with franchisees, retailers, exporters and advertising agencies.

**Oriflame** on the compliance of their business model under the FDI Policy including analyzing legal issues under the wholesale trading sector and providing various options on structuring their business model.

**Public Sector Pension Investment Board (PSP)**, a Canadian Crown Corporation, on entry routes for investments in India and setting up its investment structures.

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**Agusta Westland** on their supply contracts with the Ministry of Defence for the procurement of helicopters.

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**Alibaba group and Ant Financial (Alipay)** in evaluating the regulatory framework for payment banks in India, and advising on Indian regulations in the context of potential new products and lines of business.

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**Alstom** on an ongoing basis including in the first of its kind contract awarded by the Ministry of Railways, under the ‘Make in India’ initiative for setting up a factory at Madhepura, Bihar.

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**Amazon** on the legal and regulatory issues in relation to the launch of the Kindle e-book reader in India.

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**Associated British Foods group** regarding yeast production and import related norms under custom and food safety laws.

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**Blackstone** on the regulatory aspects of its fund structures in India, including liaising with regulators; and internal restructuring of all its portfolio investments in India.
They're very thoughtful in their advice, they're commercially savvy and they understand numbers well, which is a prerequisite when advising on PE transactions. They're very responsive and their drafts are pretty crisp.

Chambers and Partners
**GENERAL CORPORATE ADVICE**

**Telenor** in the identification and finalization of Lakshdeep Investments & Finance Pvt. Ltd as the Indian partner for the Telenor Group’s telecommunication operations in India which are to be conducted through Telewings Communications Services Private Limited.

**Indian School of Business, Hyderabad** in relation to (i) a services agreement and a non-disclosure agreement with Accenture towards a joint effort between the two entities to build a management development program for managers at various levels; (ii) structuring its endowment chairs, research initiatives and collaborations with international entities; (iii) devising admission and related policies; and (iv) setting up its new campus in Mohali; as well as preparing employment, master services and commercial contracts, leases, licenses, on-campus franchises, F&B services, engineering services, data center services, AV design services and construction contracts.

**Sportsworld Group** on setting up a wholly owned subsidiary in India to carry on the business of event management, celebrity representation and production of sports-based television content.

**Levi Strauss** on marketing, distribution and competition law issues, including the standardisation of all their commercial contracts with franchisees, retailers, exporters and advertising agencies.

**Oyzterbay** on establishing a retail chain for the sale and marketing of jewellery through commercial retail outlets across the country, including advice on investment issues, structuring, trade related aspects, foreign exchange regulations and general laws applicable to the conduct of the retail business in India.

**Mysoft** on the development of a hotel in Bangalore, including advice on financing by foreign private equity players, entry of renowned international hotel chains into the Indian hospitality industry and regulatory aspects of establishing a hotel.

**APCO Worldwide** on all aspects of setting up of its Indian operations including advising on FDI policy, company incorporation, corporate secretarial compliances, operational licenses and registrations (including registration under export promotion schemes where applicable), third party supply and service contracts and general day to day advice on a variety of issues arising under Indian company law, exchange control laws, etc.

**Avery Dennison** on various matters including leasing of industrial space for manufacturing facilities, building related contracts, corporate law issues and compliances, setting up a manufacturing unit in an SEZ, foreign investment regulations and the law relating to corrupt practices.
In spite of the various time pressures and sensitivities involved, they coped very well and wore a very balanced hat when it came to handling the interests of different parties.

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