

FIRM PROFILE

HSA ADVOCATES
HEMANT SAHAI ASSOCIATES

MISSION

- To create value for our clients
- To enrich our work environment
- Celebrate accomplishments

VISION

- To be recognized as the leading law firm
- To be the workplace of choice
- The firm will survive individuals

VALUES

EXCELLENCE: Consistently displaying high standards of quality and exceeding expectations in all that we do

ETHICS AND INTEGRITY: Being honest and sincere in all that we do

MUTUAL RESPECT: Promoting inclusiveness and capitalizing on individual strengths

COMMITMENT: Delivering on our promises

ACCOUNTABILITY: Taking ownership and being responsible

CONTINUOUS LEARNING: Being open to learn, listen and share

ABOUT THE FIRM

"Committed to putting our legal acumen and solution oriented approach to work for our clients."

Since the firm's inception in 2003, HSA Advocates (HSA) has consistently been recognised amongst one of India's foremost and trusted full service legal advisors to corporates, financial institutions, PE and VC funds, governments and public sector enterprises. Drawing strength from the collective experience of its people, the exceptional diversity of its profiles and deep sector understanding, at HSA each and every lawyer invests in servicing clients with utmost sincerity, keeping the client's interest paramount.

This is demonstrated by the high level of commitment and ability to find pragmatic solutions that are unique and rooted in deep insights of a client's business. This allows the firm to not only help clients mitigate risks but also find solutions that create a pathway of success. The in-depth knowledge of policy-legal-regulatory and commercial risks and the subtle nuances that influence the underlying sectors/industries is a key differentiator that sets the firm apart.

Clients acknowledge and recognize HSA for the professionalism and commercial perspective brought to assignments; strong commercial acumen, managing transactions in an efficient and cost-effective manner and to address and resolve demanding commercial and legal issues in a practical manner has always been recognised by the clients as strong points of HSA.

Led by a growing collegium of partners who are legal experts of great repute, the firm has a well-established full service capability to serve clients across multiple industries and sectors including Automotive, Aviation, Banks and Financial Institutions, Ecommerce, Education, Energy including Renewable Energy, Environment, Health and Safety, Hospitality and Healthcare, Infrastructure-urban and rural, Insurance, Manufacturing, Media and Entertainment, Mining and Exploration, Oil and Gas, Pharmaceuticals, PPP Projects, Real Estate, Retail and FMCG, Services Sector, Smart Cities, Transport, Telecommunication, IT and software.

With offices in New Delhi, Mumbai, Kolkata and a new office in Bengaluru, HSA Advocates' credentials are a testimony of its ability to attract the best and brightest talent and the firm's belief in nurturing teams with the requisite skills, in particular cultivating sector-specific expertise.

AWARDS & RECOGNITIONS





"They keep pace with our demanding schedule and have put together a very good and enthusiastic team."

"They are well informed and able to make fine judgements."

"I'm very impressed. Their response time is great, their analysis has been helpful and they've been pretty proactive."

"The key strengths of this team are its efficiency and quick turnaround of deliverables, as well as its strong subject matter expertise."

"I was most impressed by their very meticulous drafting."

"They are very professional and able to understand our sector's needs."

"We were impressed with their knowledge in the sector; they have the necessary contacts and maintain an updated interpretation of the law."

"The response time was very fast and the research was very good; that is the kind of support we need."

"Their responsiveness is very impressive and the quality of their thinking is spot-on; they make my life a lot easier."

"They are extremely understanding and very responsive to my requests."



CLIENT SPEAK

Source: Chambers and Partners

OUR PRACTICES

BANKING & FINANCE

- Corporate debt financing
- Structured finance
- Distressed assets and debt restructuring
- Project finance
- Cross-border finance
- Syndicated and bilateral loans
- Debt Capital Markets
- Trade finance and asset finance
- Regulatory and advisory

COMPETITION/ ANTITRUST LAW

- Advisory and training on compliance related issues
- Merger control
- Cartel investigations
- Abuse of dominance
- Litigation involving anti-competitive conduct
- Business contracts, arrangements and business strategies
- Regulatory advice

CORPORATE M&A AND PRIVATE EQUITY

- Domestic and cross-border transactions
 - Mergers and acquisitions
 - Business and asset transfers
 - Joint ventures/strategic alliances
 - Public & private debt and equity offerings
- Private Equity
- Fund formation; Venture capital funding
- Investment strategy and entry strategy
- Foreign Direct Investment (FDI), inbound and outbound investments
- General corporate commercial legal advisory
- Employment/HR – legal advisory

DISPUTES & LITIGATION

- Arbitration
- Commercial disputes
- Criminal proceedings
- Company Law Board matters
- Mediation
- Compliance and risk assessment programmes
- Pre-litigation and Dispute Advisory

OUR PRACTICES

ENVIRONMENT, HEALTH & SAFETY

- General Environment, Health & Safety (EHS) legal advisory
- EHS audits of facilities
- Compliances & EHS law mapping
- Obtaining Government and regulatory approvals
- Representing clients before National Green Tribunals
- Clean Development Mechanism
- Regulatory support on transaction agreements including Certified Emission Reduction Purchase Agreements

INFRASTRUCTURE, PROJECTS & ENERGY

- Transport sector (roads, railways, airports, ports)
- Energy (thermal and renewable)
- Oil and gas
- Public Private Partnership
- Water, waste and sanitation
- Social infrastructure
- Natural resources
- Smart cities
- Construction and EPC Contracts
- Mining
- Shipping and Maritime
- Urban Infrastructure

INTELLECTUAL PROPERTY RIGHTS (IPR)

- Trademarks
- Copyrights, designs, trade secrets, domain names
- Patents
- Anti-counterfeiting and infringement
- Cyber and computer law

REAL ESTATE

- Integrated townships
- Industrial and IT parks
- SEZs
- Smart cities
- Commercial complexes
- FDI into real estate / construction development projects
- Land acquisitions
- Due diligences
- Commercial leasing
- Hotels

OUR PRACTICES

REGULATORY & POLICY

- Power and Oil & Gas
- Telecom
- Airports
- Ports
- SEBI
- Advice on policies and policy making
- Tariff filings
- Regulatory compliances
- Advisory on business strategy
- Local Self Governance (municipal laws and Panchayati Raj)

TECHNOLOGY, MEDIA & TELECOM

- Telecom and regulatory
- IT and Software, Content Development
- E-Commerce
- Privacy/Data Protection
- Celebrity Rights
- Film Production
- Film Distribution Rights
- Advertising and Media laws
- Electronic Payments and Payment Solutions
- Outsourcing
- Computer/Mobile Gaming
- Agreements and contract advisory
- Structuring, policy and regulatory
- IPR

SECURITIES & CAPITAL MARKETS

- IPOs
- FPO
- GDR/ADR/FCCB
- Take Overs
- Insider Trading

TAXATION

- Tax advisory and litigation
- Direct and Indirect tax
- Customs
- Excise
- Foreign Trade Policy

MARQUEE TRANSACTIONS



ABB, Sweden on its + 800 kV, 6000 MW HVDC Multi Terminal System Package transmission project in India. It is the largest transmission project anywhere in the world.



Allianz Climate Solutions GmbH on its equity investment transactions in a portfolio of solar power projects under development in the state of Gujarat, state of Rajasthan, and also a wind project.



Central Electricity Board, Mauritius on a number of solar energy, wind energy and waste to energy projects.



City and Industrial Development Corporation (CIDCO) on the development and financing of the Greenfield, Navi Mumbai International Airport, currently the world's largest Greenfield Airport project.



Coors Brewing Company d/b/a Molson Coors International on the acquisition of the majority shareholding of Mount Shivalik Breweries Limited.



Credit Agricole Corporate and Investment Bank, Hong Kong and Singapore on product development and services relating to their investment banking business in India.



Delhi-Mumbai Industrial Corridor the largest infrastructure and urbanisation project in the world, including the Chennai-Bangalore Industrial Corridor.



Deutsche Bank AG as lender's legal counsel in relation to a lease rental discounting finance of INR 1700 million availed by one of India's leading real estate developer group in Mumbai.



Equis Funds Group, Singapore based renewable energy focused fund, on its equity investment transactions in India in a portfolio of 292MW Hydro Power Platform in the state of Sikkim, India.



Flint Group North America Corporation on its Global Environmental Project and review of the Environmental Reports for India, prepared by Environ, from an Indian law perspective.



Gamma Pizzakraft (Overseas) Pvt. Ltd. (CK Jaipuria Group) in relation to the majority acquisition by Sapphire Foods India Private Limited (Samara Capital) of Gamma Overseas and its Indian subsidiary and Sri Lankan subsidiaries.



Getit Stores Pvt. Ltd., a wholly owned subsidiary of Getit Infoservices Private Limited (Askme), in the acquisition of BestAtLowest.com, an online grocery market in India. The transaction resulted in the establishment of a new company under the name of Getit Grocery Private Limited.

MARQUEE TRANSACTIONS (CONTD.)



GUJARAT STATE ELECTRICITY LTD.

Gujarat State Electricity Corp. Ltd. in prosecuting a case against the Government of India to challenge orders and circular whereby the Government has denied export benefits to the client.



Hero Electronix Pvt. Ltd. on the acquisition of a strategic stake in Tessolve Semiconductor, which has operations pan-India and across USA, Singapore, Malaysia and other several regions across the globe.



ICICI Venture Funds Management Co. Ltd. in respect of the acquisition of RFCL by US-based Avantor Performance Materials Holdings, an affiliate of New Mountain Capital LLC.



Inox Renewables Ltd., in an international commercial arbitration on the issue of wind energy against world's no. 1 wind energy group. This matter was awarded the "Deal of the Year" award by IBLJ.



Interbrew International BV, Belgium on the joint venture to manufacture, brew, produce, market and sell beer in the entire territory of India.



International Finance Corporation with assistance in structuring PPP projects in India and Bangladesh, pertaining to healthcare, solar energy, transmission and inland waterways.



Kalpataru Power Transmission Ltd. in relation to execution of 'Transmission System Strengthening in India, System for Transfer of Power from New HEPs in Bhutan'.



Lanco Group on the sale of its entire shareholding in Udupi Power Corporation Limited to Adani Power Limited.



Moserbaer Group successfully represented before National Green Tribunal, Principal Bench for Environmental Clearance.



OMRO SEA Acquisitions Ltd. (Singapore) and OMRO Ltd. (Cayman Islands), part of KKR Group, on the acquisitions of JVS Engineers Group of Entities in India and Singapore.



Ostro Energy Pvt. Ltd. on the acquisition of 100% of the total issued, subscribed and paid up share capital of Prathamesh Solar farms Limited (Suzlon SPV), which owns a 50MW solar power project in the state of Telangana, India.



PT Central Proteinaprima Tbk., Jakarta and Shrimp Improvement Systems India Pvt. Ltd., India (SIS), on its acquisition of Samudra Hatcheries Private Limited, a company engaged in the business of shrimp hatcheries.



Remy Martin Pvt. Ltd., Singapore on its joint venture with Sula Wines to establish a manufacturing facility for grape based brandies in India, including advising on long term supply and technology assistance arrangements.



ReNew Power Ventures Pvt. Ltd., on the acquisition of 100% of the total issued, subscribed and paid up share capital of Helios, which owns a +/-180MW wind power project in the state of Andhra Pradesh, India .



Rural Electrification Corporation led consortium of 11 lenders for the debt financing of INR 113.82 billion for the development, construction, commissioning, operation and maintenance of 1200 MW Teesta III Hydroelectric Project located in North District in the state of Sikkim, India .



SEPCO Electric Power Construction Corporation in an international commercial arbitration against an Indian power developer involving a claim of over US \$ 600 million with respect to a power project in the state of Punjab, India.



Standard Chartered Bank, Hong Kong in respect of foreign currency financing availed by IDFC Bank Limited from Standard Chartered Bank for the purpose of refinancing of the existing debt of IDFC Limited.



State Bank of India for financing of potential new allottees of Coal Mines in India. This deal was given the Finance (Other Specialties) Deal of the Year award in the Emerging Markets Awards 2015 by The Asian Lawyer.



StatKraft India Pvt. Ltd. in relation to its joint venture with Bharat Light and Power for setting up a holding cum operating company for developing solar power plants in India.



SULA Shipping & Logistics Pvt. Ltd., in relation to its transaction with Jindal SAW Ltd ("JSI"), to acquire 26% equity in a restructured Jindal ITF Limited (JITF), to operate such company as a transshipment and global logistics services / solutions company.



Sumitomo Mitsui Banking Corporation, on Indian legal and regulatory requirements for establishing a branch in India and conducting the business of banking, including advising on legal and regulatory issues.



Tata Power on several matters before the Hon'ble Supreme Court of India, High Court of Judicature at Bombay, APTEL, CERC and DERC.



Tata Power Renewable Energy Ltd., (TPREL) on the proposed acquisition by TPREL of 100% equity stake in Indo Rama's operating 30 MW wind asset in Maharashtra. TPREL is a wholly owned subsidiary of Tata Power Company Limited.



Transaction Solutions International (TSI) and its promoters based out of Australia and UK, on the acquisition of a majority equity stake by CX Partners LLP and CX Capital Management Limited.



United Overseas Bank, Singapore for the foreign currency loan of USD 100 million to State Bank of India, Singapore Branch



Vizhinjam International Seaport Ltd. in relation to the Environmental and CRZ Clearance before the National Green Tribunal and the Hon'ble Supreme Court of India.



World Bank in relation to a foreign currency facility of USD 195 million given to an Indian government owned entity.



Yash Raj Films Pvt. Ltd. on all legal, contracting, transactions, film productions and media related matters.

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