



Representative Credentials

Technology, Media & Telecommunication

ABOUT HSA

The legal profession is changing rapidly in light of market disruption, changing client expectations and technological developments. Established in 2003, HSA's focus on continuing evolution has enabled us to constantly adapt to emerging market dynamics and deliver consistent value to clients.

We are a full-service law firm that prides itself on combining knowledge, experience and expertise to create outcome-oriented solutions and ensure our clients stay ahead of emerging opportunities and risks. Our areas of expertise include Projects, Energy & Infrastructure; Banking & Finance; Restructuring & Insolvency; Corporate & Commercial; Regulatory & Policy; Defence & Aerospace; Dispute Resolution; Environment, Health & Safety; Real Estate; Securities & Capital Markets; Technology, Media & Telecommunications; Taxation and Investigations.

We are a law firm built around people. We embrace collaboration while advising our clients and assemble teams of experts to bring the right talent to address every client issue. Our belief in delivering legal advice that recognizes each clients' strategic goals and business requirements allows us to offer pragmatic and implementable support across our platform of practices and sectors.

We measure our success by the service we provide to clients, irrespective of the size, scope and scale of the matter at hand. We are a team of 30+ partners and over 150 professionals based out of four offices across India's major cities – Delhi, Mumbai, Bengaluru and Kolkata.



The key strength of the team is that there is partner involvement throughout the course of assignments which ensures quick turnaround of deliverables.

~ Chambers and Partners



HSA Advocates is an excellent law firm with proactive approach and exceptional team which provides prompt service and very clear opinions.

~ Legal 500



Praised for having 'great knowledge' of the practice area and for 'clear' communication of complicated legal matters to clients.

~ RSG India Report

OUR CREDENTIALS

The following list is indicative of the depth and breadth of our capabilities in Technology, Media & Telecommunications practice area.

ASSET MANAGEMENT COMPANY

On advisory support with respect to data privacy in terms of the Information Technology Act, 2000

GENERAL INSURANCE COMPANY

On review and advise on data privacy related documents and queries

GOURMET RETAIL COMPANY

On advising on data privacy policy and related matters

ELECTRONICS RETAIL AND ALLIED SERVICES PROVIDER

On privacy policy, data privacy policy and related matters

A FOREIGN IOT SERVICE PROVIDER

On data privacy and local hosting queries related matters

A FOREIGN PENSION-TECH COMPANY

On review of WhatsApp services agreement and legal issues around data privacy

A FOREIGN MANUFACTURER OF CHEMICALS

On its queries on data privacy laws in India

FOREIGN ELECTRONIC MANUFACTURER

On its queries raised pertaining to data privacy

ASIANET SATELLITE COMMUNICATIONS

On legal and regulatory issues and reviewing and amending transaction documentation for its proposed sale of certain telecom assets to an international long-distance carrier

On applicable aspects of Cinematograph Act, or the Cable Television Networks Act, Circulars and Notifications issued by the Ministry of Information & Broadcasting, etc.

ASTRUM MANAGEMENT ADVISORY AND REPUTARE COMMUNICATIONS

On its media and public relations and strategic planning contract with Reliance Industries

AKZO NOBEL/DULUX PAINTS

On its contract with brand ambassador (Farhan Akhtar), working on all legal matters pertaining to its media and PR side of its business

ANUSHKA SHARMA AND CLEAN SLATE FILMS

On the co-production of a cinematograph film 'NH 10'

ALLOT COMMUNICATIONS

On drafting and negotiating supply and services contracts and advising on telecoms regulatory and tax matters as equipment supplier for Reliance Jio Infocomm 4G roll out in India

ADNET INFOSYSTEMS INDIA

On a range of commercial agreements relating to image-retouching, generation of metadata, preparing stock imagery and digital asset management solutions

ASKME/GETIT INFOSERVICES

On its diverse contracts, arrangements and transactions as may be entered into by its group companies from time to time as part of its business

BG EXPLORATION AND PRODUCTION INDIA

On telecoms regulations relating to BG's VOIP and CUG network roll out connecting its offices in various jurisdictions including its head office in UK with its Indian offices through internet net telephony

CITRUS PAY

On all its corporate legal, contracting, investments and other related legal matters including for its tie up with pre-paid gift card company Qwikcilver

CINEMA CAPITAL VENTURE FUND'S

On giving advice on the interpretation of their investment in Sunshine Pictures

ENERGY EFFICIENCY SERVICES

On providing advisory with respect to online retail sale of LED bulbs on Snapdeal's website

OUR SERVICES

- Specialized transaction structuring and execution support
- Drafting, reviewing and negotiating contractual agreements
- Advice on outsourcing, cybersecurity, data protection, processing and localization
- Representation and advocacy support before ministries, regulators and judicial fora
- Obtaining approvals and permits from regulators for day-to-day operations

HSA ADVANTAGE

- Commercially sensitive understanding of attendant legal challenges developed through regular secondments to some of the largest TMT companies and consultants
- Experienced team with proven capabilities across all primary segments within the TMT space including e-publishing, big data, technology, IoT, cinematography, media and telecom
- Robust network of relationship with law firms in other jurisdictions to provide pertinent advice on matters relating to cross-border transactions

FIRST DATA CORP

On its transaction with Yes Bank for the acquisition of Yes Bank's ATM sites across India, and also on the collaboration for taking over Yes Bank's on-site and off-site ATMs

On setting up a 24X7 call center in Thane, New Delhi and IT/ITES unit in Pune, including obtaining International OSP and Domestic OSP licenses and advising on other regulatory and DoT matters and SEZ matters

On the acquisition of the entire merchant business of ICICI Bank, and for setting up a joint venture to set up a 24X7 call center in Thane, New Delhi and IT/ITES unit in Pune

On the collaboration for setting up ICICI Merchant Services Ltd., a joint venture between First Data Corp and ICICI Bank

GARTNER INDIA RESEARCH & ADVISORY SERVICES

On their shared services/outsourcing centers (including in Chennai, Pune and Gurgaon) including advising on licensing, regulatory/DOT matters

On various matters relating to leasing real estates, issuing recovery notices, employment matters and matters relating to infringement of trademarks in India

GUJARAT INTERNATIONAL FINANCE TEC-CITY AND GIFT SEZ

On project implementation related to GIFT City

HERO ELECTRONIX

On all its corporate legal, contracting, investments and other related legal matters

HARRIS CORPORATION, USA

On providing legal advisory and assisting them with respect to setting up of a wholly owned subsidiary in India

I SQUARED CAPITAL PTE LTD, SINGAPORE

On proposed acquisition of the entire fiber network of Aircel Group and enterprise business in accordance with the IBC - advising on the transaction structuring, legal due diligence, drafting of the offer letter, drafting of the resolution scheme, drafting of demerger scheme, escrow agreement, and ancillary documents. HSA is also advising on various strategic issues in dealing with Resolution Professional, Committee of Creditors lenders, employees, etc

On acquiring entire sub-sea cable business, data center business and Indian enterprise of business of Reliance Communications Ltd comprising of (i) National Long-Distance services (NLD), (ii) International Long-Distance services (ILD) and (iii) Unified Access Services (20 circles) (UAS)

ICICI VENTURE (IVEN)

On a multi-layered transaction, being carried pursuant to the Scheme on the basis of which Qube Cinema will first demerge its business of providing technology solutions and services in the film, video and audio domains, including

digital cinema advertising, into Qube Digital Cinema This will eventually be merged with UFO Moviez India after IVEN and UFO buy a stake in Qube Digital from private equity investors

IMAGIK MEDIA PVT LTD

On liaising with Ministry of Information and Broadcasting for a short film on their behalf.

INDUS TOWERS INDIA

On the effect of the charges payable by the remaining operators on an existing sharing operator under the Master Agreement

JIGSAW PICTURES PVT LTD

On completing the entire Legal work for the telecasting of movie 'Sooper Se Oppor'

On legal documentation for Artist Agreement, Writer Agreement, Assignment Agreement Director Agreement, Crew Agreements, Technicians Agreement related to Films and TV Industry

KWAN ENTERTAINMENT & MARKETING SOLUTIONS

On its joint venture with Creative Artists Agency

LAVA INTERNATIONAL AND ITS SUBSIDIARIES NAMELY XOLO TECHNOLOGY (SHENZHEN) AND LAVA INTERNATIONAL (H.K.)

On its cross-border reorganization which envisages substantial investment in promoting the brand and setting-up of franchisee stores across China

LAVA INTERNATIONAL

On a complaint received from the Advertising Standards Council of India in relation to an aired advertisement

On research and analysis of various aspects of the Competition Act, 2002 and to summarize complaints made against top e-commerce players

On raising USD 30 million from an affiliate of Chinese state-owned technology major Tsinghua Holdings

MAYA MOVIES PVT LTD

On completing the entire Legal work for the telecasting of Movies 'Rang Rasiya', 'Manjhi - Mountain Man', 'Rani Laxmibai', 'Ramayana (Animation)'

On advising on the assignment's contracts with NBCC - Viacom18 - Star India etc for the IPR held in various library held by the clients.

MIRCHI ENTERTAINMENT

On drafting of commercial agreements like brand ambassador agreements, and providing all legal advisory services for media related contracts, brand promotions etc

On applicable aspects of Cinematograph Act, or the Cable Television Networks Act, Circulars and Notifications issued by the Ministry of Information & Broadcasting, etc.

MYDALA (KINOBEQ SOFTWARE)

On its share against advertisement arrangement with Bennett, Coleman (Times of India Group) and HT Media (Hindustan Times Group)

QUIPPO TELECOM INFRASTRUCTURE

On the acquisition of diverse mobile telephone transmission towers and related assets and equipment

RELIANCE MEDIA WORKS AND PHANTOM FILMS

On complete buy out of Siddhartha Basu and associates from Big Synergy Media

On applicable aspects of Cinematograph Act, or the Cable Television Networks Act, Circulars and Notifications issued by the Ministry of Information & Broadcasting, etc

RELIANCE BIG ENTERTAINMENT

On its joint venture with Mr Rohit Shetty, Funango Entertainment and Friday Film works

On joint venture transfer of Reliance Big entertainment and media division to Phantom Film

SAAIBABA TELEFILMS PVT LTD

In relation to attending and completing the entire Legal work for TV shows like 'Ghar Aaja Pardesi', 'Raw Star', 'Maati ke Laal', 'Sur Kshetra'.

Advising on the contracts with DD – MIB – Sahara One – Inx Media – Mi Marathi – Star India - etc for the shows and events undertaken by clients

STAR INDIA

On acquisition of films, and drafting and review of contracts, as required by Star India from time to time

STANDARD CHARTERED BANK, LONDON

On its proposed financing of a COFACE supported buyer/export credit facility in amount of up to USD 90 million and a commercial loan facility in an amount of up to USD 47 million for the financing of design, supply, delivery, installation and commissioning of GSM and UMTS based cellular and other telecommunications related services and network of TIGO and for refinancing TIGO's existing debt

SIGFOX SINGAPORE

On drafting the employment agreement and consultancy agreements executed with the employees based in India and advise relating to ESOPs to be given to Indian employees

SOHAIL MCKLAI

On providing legal advice for forthcoming film 'Dhakkad' with Kangana Ranuat

SONAM KALRA

On her contract with Turnkey Music and Publishing for music composition and song writing and recording

SWISHLIST COUTURE LLP

On diverse contracts, arrangements and transactions as may be entered into by Swishlist Couture LLP from time to time

TEAMWORK FILMS

On responding to notice served by Sony Music Entertainment on alleged copyright violations

TIMES INTERNET (WWW.INDIATIMES.COM)

On the investment by a private equity firm in the share capital of the company and advising on overseas listing of securities, including ADR and GDR issues, applicable Indian regulatory environment, depository agreements and related legal and regulatory advice

On applicable aspects of Cinematograph Act, or the Cable Television Networks Act, Circulars and Notifications issued by the Ministry of Information & Broadcasting, etc.

THE INDIAN FILM COMPANY

On various operational aspects in the media industry from a legal perspective and have, assisted with structuring, drafting and negotiating agreements with various artists, directors and other key personnel etc

VALUABLE GROUP

On the legal and regulatory framework governing broadcasting and cable television services in India

VERINT SYSTEMS

On supply of equipment by a foreign vendor and the Department of Telecommunications' security restrictions/obligations which are placed on a TSP and/or foreign equipment/product/service suppliers

VERINT ISRAEL (INDIAN OPERATIONS)

On diverse contracts, arrangements and transactions as may be entered into by Verint Israel from time to time

VIRGIN MOBILE INDIA

On various statutory and regulatory aspects with respect to its entry into the telecom sector and setting up of its operations in India

VICEROY INDUSTRIES

On drafting and revising of an agency agreement with the world's leading company providing stock imagery services

X DUBAI

On the performance contract to be entered by X Dubai with Shilpa Shetty and Exceed Entertainment for the artist's performance in the X Yoga Dubai Festival

YASH RAJ FILMS (YRF)

On monthly retainer basis and providing secondment services which includes advising and assisting YRF in its day-to-day legal and business/corporate advisory issues, along with conducting legal due diligence for acquisition of content/works and implementing various tax

efficient structures across multiple jurisdictions

On a 50:50 joint venture between Project Anushka Sharma Lifestyles and Suditi Industries to promote the sales business activity of fashion garments and clothing apparels

On applicable aspects of Cinematograph Act, or the Cable Television Networks Act, Circulars and Notifications issued by the Ministry of Information & Broadcasting, etc.

On representing at the CCI and presently representing YRF before the Competition Appellate Tribunal for a Complaint filed against YRF by Ajay Devgan Films alleging abuse of dominant position

On AIB Knockout Controversy whereby FIRs were filed mainly citing the violation of the Indian Penal Code, 1860

On an agreement to co-produce and distribute three films with Dibakar Banerjee and his production house Dibakar Banerjee Productions

On structuring the transaction and drafting and finalizing the transaction documents for co-production of a film with Shekhar Kapur

On various agreements for the films 'Tiger Zinda Hai', 'Thugs of Hindostan', 'Hichki', 'Sui Dhaaga', 'War', 'Mardaani 2', 'Shamshera', namely endorsement agreements, in-film agreements,

sponsorship agreements, distribution agreement, production agreements, artist agreements, producer and director agreements, writer agreements, music composer and lyricist agreements and other cast and crew agreements and the like

YRF AND ITS SUBSIDIARIES NAMED (I) YASH RAJ FILMS (UAE) L.L.C.; (II) YASH RAJ FILMS INTERNATIONAL LTD. (UK); AND (III) YASH RAJ FILMS USA INC.

On structuring, drafting and negotiating various film distribution agreements entered into between the contracting parties in relation to the international distribution of the films namely 'Zero', 'Race 3', 'Notebook', 'Loveyatri'. The said film was distributed in USA, UK, ROW and MEAP including UAE

YRF AND ITS SUBSIDIARIES NAMED (I) YASH RAJ FILMS (UAE) L.L.C.; (II) YASH RAJ FILMS INTERNATIONAL LTD. (UK); AND (III) YASH RAJ FILMS USA INC

On the structuring, drafting and negotiating various film distribution agreements entered into between the contracting parties in relation to the international distribution of the films namely 'De De Pyaar De', 'Malang', 'Dimple Kidnap Ho Gayee', 'Jai Mummy Di'. The said film was distributed in USA, UK, ROW and MEAP including UAE

HSA

AT A GLANCE

FULL-SERVICE CAPABILITIES

 BANKING & FINANCE	 COMPETITION & ANTITRUST	 CORPORATE & COMMERCIAL
 DEFENCE & AEROSPACE	 DISPUTE RESOLUTION	 ENVIRONMENT, HEALTH & SAFETY
 INVESTIGATIONS	 LABOR & EMPLOYMENT	 PROJECTS, ENERGY & INFRASTRUCTURE
 PROJECT FINANCE	 REAL ESTATE	 REGULATORY & POLICY
 RESTRUCTURING & INSOLVENCY	 TAXATION	 TECHNOLOGY, MEDIA & TELECOMMUNICATIONS

GLOBAL RECOGNITION



STAY CONNECTED



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