

# FIRM Profile



## “ RSG India Report

Deep knowledge of the practice area and clear communication of complicated legal matters to clients.

## “ India Business Law Journal

End-to-end capabilities in energy, with strong sector specialization.

## “ Legal 500

An excellent law firm with proactive approach and exceptional team which provides prompt service and very clear opinions.

## “ Chambers & Partners

Partner involvement throughout the course of assignments ensures quick turnaround of deliverables.

IFLR1000

ASIA BUSINESS  
LAW JOURNAL

RSG  
CONSULTING

asialaw

Chambers  
AND PARTNERS

The  
LEGAL  
500

# HSA AT A GLANCE



## OUR JOURNEY

- Combining legal expertise with a personalized and responsive delivery model since 2003
- Full suite of practice and sectoral capabilities leveraged for delivering commercially sound, outcome-oriented solutions



## OUR PEOPLE

- 30+ partners and 150+ professionals to support and represent clients
- A passionate and competent complement of resources with young talent from top law schools and experienced professionals from peer firms



## OUR DNA

- Proactive ideation for pre-empting challenges across clients' business value chain
- Leveraging deep regulatory underpinnings and sectoral knowledge to ensure optimum risk allocation, minimization and mitigation



## GLOBAL NETWORK

- Global network of peer firms for ensuring seamless cross-jurisdiction support
- Dual-qualified lawyers to bridge the legal and cultural divide and provide best-in-class solutions



## DELIVERING INCREMENTAL VALUE

- High gearing ratio to ensure significant partner involvement and oversight
- Alternative fee structures, efficient knowledge management and modular staffing approach to deliver cost-optimized support



## KNOWLEDGE SHARING

- Differentiated approach to knowledge creation with a clear focus on deconstructing complex narratives and highlighting practical aspects
- Regular practice and sectoral updates to ensure our clients stay ahead of evolving legal and regulatory developments

# PRACTICE AREAS

## CORPORATE & COMMERCIAL



- End-to-end support during M&A, strategic alliances, investment and disposal transactions
- Negotiating and establishing optimal commercial arrangements
- Representation on commercial disputes and hostile corporate litigation/settlements
- Expert counsel to Boards on role, duties, disclosures, governance, risks and accountability

## PROJECTS, ENERGY & INFRASTRUCTURE



- Complete suite of solutions for development, financing, M&A and dispute resolution
- Structuring and negotiating documentation for power, renewables, transportation and PPP
- Advisory and representation for the entire spectrum of infrastructure project disputes
- Regulatory and policy aspects before sector regulators, tribunals and commissions

## DISPUTE RESOLUTION



- Representation before the Supreme Court, all High Courts and Tribunals
- Advisory and representation in institutional and ad hoc arbitrations seated in India and overseas
- Alternate dispute resolution support, including negotiation, conciliation and mediation
- Pre-disputes advisory, dispute preparedness and management

## REGULATORY & POLICY



- Specialized support on regulatory and policy aspects across multiple industry sectors
- Assistance on entire range of proceedings before regulators and judicial fora
- Pre-emptive risk assessment, policy formulation and impact assessment
- Industry representation and advocacy

## BANKING & FINANCE



- Structuring and documentation for debt and equity financing transactions
- Securitization, refinancing and restructuring, including court-approved schemes and settlements
- Advocacy assistance for domestic and cross-border transactions
- Dispute resolution representation

## PROJECT FINANCE



- End-to-end support on structuring of debt and effectuating all sorts of financing transactions
- Integrated team of specialists to offer full suite of financing solutions
- Security creation and perfection, ring-fencing of security, covenant compliance, regulatory compliance and other support services for ensuring sufficiency and enforceability of financing and project documents

## RESTRUCTURING & INSOLVENCY



- Negotiation, structuring and documentation for loans and assets for both borrowers and lenders
- Pre-distress situations and contingency planning support
- Bankruptcy and recovery proceedings and security enforcement
- Representation before NCLT, DRT and the courts

## REAL ESTATE



- Entry and financing arrangements for acquisition, disposals, property and portfolio management
- Diligence support to ascertain adequacy of title, ownership, lien, documentation and compliance
- Advice on development rights, end-use restrictions, environmental clearances and approvals
- Corporate restructuring and distress resolution assistance



# PRACTICE AREAS

## DEFENCE & AEROSPACE



- End-to-end support for market entry, corporate transactions and program bids Holistic contractual assistance (ToT, confidentiality, integrity, JVs, strategic alliances)
- Support on regulatory, governance and compliance aspects
- Advocacy assistance to guide policy formulation and implementation

## ENVIRONMENT, HEALTH & SAFETY



- Assistance on extant environmental laws
- Regulatory support for approvals and sector-specific requirements
- Compliance audit and risk assessment
- Litigation and enforcement support
- Representation at NGT and judicial fora

## LABOUR & EMPLOYMENT



- Advise on contentious and non-contentious employment and partnership matters
- Drafting of all contract and service related agreements
- Dispute matters pertaining to gender/equal pay, strikes, lockouts etc.
- Structuring, tax-optimization and disputes support on ESOPs and executive compensation matters
- Advisory for internal disciplinary and grievance issues, including investigation support for adverse incidents pertaining to employee fraud, sexual harassment, etc.
- Pre-dispute advisory, crisis management and reputational management

## COMPETITION & ANTITRUST



- Cartelization and abuse of dominance matters in ordinary course of business
- Merger control filings during M&A transactions
- Representation in contentious matters and enforcement cases
- Sector-specific compliance programs

## TAXATION



- Structuring support for optimizing tax liability in corporate transactions
- Tax efficient wealth management, estate planning, succession planning, ESOPs
- Optimizing indirect tax costs in sourcing, distribution and supply networks
- Assistance in investigations and representation on tax disputes

## INVESTIGATIONS



- Prosecution and defense support to businesses, Boards, promoter sand KMPs Expert counsel on matters pertaining to anti-bribery, money laundering and corruption
- Proceedings to protect personal liberty, blacklisting proceedings and cancellation of contracts
- Investigations by government agencies (such as CBI, ED, SFIO, local police) and regulators

## TECHNOLOGY, MEDIA & TELECOMMUNICATION



- 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

# REPRESENTATIVE CLIENTELE

**I Squared Capital**

**International Finance Corporation**

**TATA Power**

**Adani Group**

**Suzlon Group**

**HDFC Bank**

**Neuberger Berman Equity**

**Remy Martin**

**Toshiba Corporation**

**United Breweries**

**Royal Group, UAE**

**Shanghai SIIIC Transportation Electric Corporation**

**L&T**

**Welspun**

**Acme Group**

**Assystem S.A.**

**Oil & Natural Gas Corporation**

**Mytrah Energy India**

**Piramal Group**

**Électricité de France**

**HARRIS CORP**

**ICICI Ventures**

**Mysun**

**Canadian Solar INC**

**Greaves Cotton Limited**

**ABB, Sweden**

**Sumitomo Mitsui Banking Corporation**

**Abu Dhabi National Energy Company**

**Transaction Solutions Limited**

**GE Healthcare**

# GLOBAL ACCOMPLISHMENTS



*"Leading Firm"*

**Legal 500 Asia Pacific Ranking 2023**



*"Top Ranked Law Firm"*

**Chambers & Partners Global Guide 2022**



*"Award Winning Law Firm"*

**IBLJ India Law Firm Awards 2022**



*"Top Ranked Law Firm"*

**AsiaLaw Awards 2022**



*"Recommended Firm"*

**IFLR 1000 2022 Guide**



*"Deal of the Year 2021"*

**IBLJ Deal-Maker Award 2021**



*"Top Ranked Law Firm"*

**Chambers & Partners APAC 2023**

