

Baker McKenzie.

INDIA

Doing Business Globally

India has firmly taken its place on the global stage, with the number of Indian companies now doing business globally growing rapidly, while the world has also woken up to the incredible commercial opportunities on offer in India. Baker McKenzie is there to help smooth the way for both those investing in India, and Indian companies looking to take their business global.

Bringing the world to India and India to the world

For over 50 years, Baker McKenzie has been supporting Indian companies with their business interests worldwide. We have advised almost all of India's top companies on the most significant and intricate transactions.

With Baker McKenzie the leading cross-border law firm advising Indian companies on their global expansion strategies, clients benefit from our full suite of practice areas, both transactional and advisory, and extensive network of 77 offices.

Our India-focussed partners are based in multiple key jurisdictions across the world, across the Americas, Europe, Africa, the Middle East and Asia, enabling us to bring diverse expertise to all India-related work.

Combining money centre sophistication with local excellence

Through our extensive global reach, we are able to leverage a vast array of different languages, cultures, perspectives and local market understanding, combined deep expertise in money centres including London, New York and Hong Kong, to create truly international solutions for our clients.

More than 300 lawyers around the world are actively working on India-related matters. In the past three years, we advised 300 Indian corporates and banks on more than 2,000 transactions and represented 500 global companies in 1,200 matters.

We work closely with top India-qualified lawyers, providing the necessary local counsel advice on client investments in India. This means that we understand the local market challenges and opportunities, as well as leverage our unique global scale and perspective.

Core practice areas

We provide tailored advice when assisting companies on their global investments in areas including:

- ANTITRUST & COMPETITION
- BANKING & FINANCE
- CAPITAL MARKETS
- COMPLIANCE & INVESTIGATIONS
- DISPUTE RESOLUTION
- EMPLOYMENT & COMPENSATION
- ENVIRONMENT & CLIMATE CHANGE
- INTELLECTUAL PROPERTY
- INTERNATIONAL COMMERCE & TRADE
- MERGERS & ACQUISITIONS
- PRIVATE EQUITY
- REAL ESTATE
- RESTRUCTURING & INSOLVENCY
- TAX

Transaction powerhouse

We are a transactional powerhouse with over 2,500 deal lawyers and expertise across the world. We excel in cross-border deals – over 60% of our deals are multijurisdictional.

We lead on major transactions with expertise spanning banking and finance, capital markets, corporate finance, funds, M&A, private equity and projects.

Industry insights

With a deep understanding of the industries in which our clients operate, our lawyers are able to use an industry lens to give clients better advice on how to best navigate the complexities and take advantage of the opportunities in cross-border transactions.

- TECHNOLOGY, MEDIA & TELECOMMUNICATIONS
- ENERGY, MINING & INFRASTRUCTURE
- INDUSTRIALS, MANUFACTURING & TRANSPORTATION
- FINANCIAL INSTITUTIONS
- HEALTHCARE
- CONSUMER GOODS & RETAIL

#1
THE MOST ACTIVE
US-HEADQUARTERED
FIRM IN INDIA

1,500+
PARTNERS

46
COUNTRIES

78
ACROSS
OFFICES

90
SPEAKING
OVER
LANGUAGES

50+ YEARS'
EXPERIENCE
IN SUPPORTING INDIAN
COMPANIES

300 LAWYERS
MORE THAN
AROUND THE WORLD
ACTIVELY WORKING ON
INDIA-RELATED MATTERS

IN THE PAST THREE YEARS WE HAVE
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500 GLOBAL
COMPANIES
IN
1,200
MATTERS

Track record

Our India Practice Group works on some of the most significant matters in the Indian market, including:

- Yes Bank**
Acted as Singapore law counsel in relation to its USD 800 million acquisition financing loan to Macquarie Group, which won the maiden bundle of nine highway projects from the National Highways Authority of India under the Toll Operate Transfer (TOT) Concession Agreement. The deal is one of the largest foreign investments ever in India's public infrastructure.
Winner: India Business Law Journal's Deals of the Year 2018
- Jaiprakash Associates Limited**
Advised on an exchange offer and consent solicitation in relation to its USD 150 million 5.75% convertible bonds, which are the first amortizing bonds listed on the Singapore Stock Exchange that were not issued pursuant to any debt issuance program.
Winner: India Business Law Journal's Deals of the Year 2018
- Infosys Limited**
Acted as French and UK law counsel on its INR 13,000 crore (USD 2.03 billion) acquisition of approximately 20% of the aggregate paid-up equity share capital and free reserves of the company through buy-back arrangement.
Winner: India Business Law Journal's Deals of the Year 2018
- Videocon d2h Ltd**
Advised on aspects of US securities law, including structuring of the transaction, in connection with its proposed merger with Dish TV India Ltd. The merger is set to create the largest direct-to-home (DTH) television service provider in India with a subscriber base of about 28 million.
- TATA Motors**
Advised on the joint venture with Marubeni Corporation Japan and Marubeni Poland to set up sales, distribution, promotion and car repair service network of Tata's cars in Poland. This arrangement facilitated the entry of Tata's cars in the Polish market.
- TATA Steel**
Advised on the acquisition of NatSteel for approximately USD 285 million. The regional acquisition covered NatSteel's steel and related operations in Singapore, China, Thailand, Malaysia, Vietnam, Indonesia, the Philippines and Australia.
- Wipro**
Advised on establishing a local legal presence in Egypt in the form of a free zone project that will cater to Wipro's clients in Egypt as well as the Middle East region.
- Reliance**
Advised on a highly structured investment in a coal mine project in South Sumatra, Indonesia, involving Indonesian foreign ownership restrictions in relation to the target mining concessions, and also involving a USD 2 billion future investment on rail infrastructure.

The New Lawyers for the New World

Our lawyers are commercially pragmatic, globally savvy and highly responsive. They embrace new ideas and emerging technologies to give businesses confidence in uncertain times.

Innovation



Forefront of trends

Our lawyers are at the forefront of geopolitical and social issues impacting business. We leverage this knowledge alongside partnerships with leading organisations to develop and share insightful content and thought leadership with our clients.

Key partnerships



Access to the latest content

Our clients are the first to receive thought leadership reports, guides, newsletters and invitations to key events that highlight and analyse strategic legal, business and industry complexities that impact our clients' decision-making.



The view from Indian business leaders

We recently interviewed 100 senior business leaders in India to understand the challenges and opportunities faced by Indian businesses today.

76% say their company's predicted domestic investment spend over the next two years will increase by more than 10%

63% say their company's predicted international investment spend over the next two years will increase by more than 10%

Compliance and regulatory scrutiny is the biggest macroeconomic challenge facing Indian business, as well as being the area of greatest cost increase over the next two years

70% expect the number of mergers and acquisitions involving companies from their primary industry to increase over the next 2 years. No one expects it will decrease

62% are likely to look for M&A and other investment opportunities in Southeast Asia, the number one investment destination outside of India

Awards



World's strongest legal brand for 9 years in a row, **Acritas**



Ranked no. 1 in the world by number of cross-border deals over the past decade, **Thomson Reuters**



Winner of three 2018 Deals of the Year, **India Business Law Journal**

CONTACTS

ASIA PACIFIC



Ashok Lalwani
Head, Global India Practice
Singapore
ashok.lalwani@bakermckenzie.com
+65 6434 2684

UNITED KINGDOM



Samantha Mobley
London
samantha.mobley@bakermckenzie.com
+44 20 7919 1956

NORTH AMERICA



Michael Mensik
Chicago
michael.mensik@bakermckenzie.com
+1 312 861 8941



Philippe Reich
Zurich
philippe.reich@bakermckenzie.com
+41 44 384 13 82

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