

FIRM PROFILE



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 clients' 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 clients' 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 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 are a professional team and I must say meticulousness stands out among other qualities. They are very flexible to the customers' requirements and very responsive."

"I am quite happy with the quality of advice and the service levels relating to the matters that we are working on with HSA Advocates."

"One of the key strengths is that there is partner involvement throughout the course of the assignments, which ensures the quality of the advice and ensures that the deadlines are being met."

"The projects team of HSA Advocates is one of the go-to teams in the country for the renewable sector. Their biggest strength is their ability to work at all aspects of the renewable sector, be it at the development stage or at the operation stage."

"Their effectiveness in terms of handling of governmental issues, regulatory issues and EPC contracts is commendable."

"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."

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

CLIENT SPEAK

OUR PRACTICES

BANKING & FINANCE

- Corporate debt financing
- Structured finance
- Distressed assets and debt restructuring
- Project finance
- Cross-border finance
- Syndicated and bilateral loans
- External commercial borrowings
- 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 COMMERCIAL, M&A AND PRIVATE EQUITY

- Domestic and cross-border transactions
 - Mergers and acquisitions
 - Business and asset transfers
 - Joint ventures/strategic alliances
 - Recapitalization
 - Public and private debt and equity offerings
- Private equity
- Venture capital funding
- Setting up of funds
- Investment strategy and entry strategy
- Due diligences
- 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 matters
- Compliance and risk assessment programmes
- Insolvency and bankruptcy matters
- Intellectual property matters
- Mediation
- Pre-litigation and dispute advisory

OUR PRACTICES

ENVIRONMENT, HEALTH & SAFETY

- General environmental legal advisory
- EHS audits of facilities
- Compliance and EHS law mapping
- Environmental legal audits of facilities
- Obtaining government and regulatory approvals
- Representing clients before National Green Tribunal
- Clean Development Mechanism
- Compliances
- 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 payment and payment solutions
- Outsourcing
- Computer/Mobile gaming
- Agreements and contract advisory
- FDI
- Structuring, policy and regulatory
- IPR

SECURITIES & CAPITAL MARKETS

- IPOs
- FPO
- GDR/ADR/FCCB
- Take overs
- Insider training

TAXATION

- Tax advisory and litigation
- Direct and indirect tax
- Customs
- Excise
- Foreign trade policy
- Goods and Services Tax (GST)

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.



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.



Altran (a conglomerate headquartered in Paris, France) on acquisition of Aricent and its subsidiaries across the globe.



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.



Orind Refractories, China in an arbitration proceeding initiated under ICA before a tribunal comprising of 3 arbitrators against Rashtriya Ispat Nigam (Vizag).



Deutsche Bank A.G, as lender's legal counsel in relation to a lease rental discounting finance of USD 238 million availed by one of India's leading real estate developer group in Mumbai.



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



Renasant Power Venture Private Limited, a Singapore based investment platform created by Tata's and ICICI plus along with certain other international investors, in completing the acquisition of the Prayagraj thermal power project, under the umbrella of the insolvency and bankruptcy laws



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 Sikkim.



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



Royal Group UAE, with respect to a primary investment in Coldrush Logistics Private Limited.



Rockman Industries Ltd., one of the flagship entities of the Hero Group and one of leading manufacturers of automotive components, on the acquisition of a majority equity stake in Moldex Composites Private Limited, one of the leading carbon composite manufacturing companies in the world in the automotive component manufacturing sector, including for Formula 1 race cars



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



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



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



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

MARQUEE TRANSACTIONS



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.



The International Finance Corporation, in structuring PPP projects in India, Bangladesh & Philippines pertaining to transport infrastructure, healthcare, solar energy, and transmission line.



Cofides, (a joint state- & privately-owned Spanish company) in relation to a project loan of USD 610 million taken by one of its Indian investee companies which are developing transmission lines in Uttar Pradesh, India



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



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.



STEC, China, in relation to assisting on EPC contracts and joint venture agreements in relation to the development of Package 1 & 7 under Line III of the Mumbai Metro Project.



Mumbai International Airport Ltd in relation to the matter, where the levy of Development Fee at the Airport has been challenged before the Airport Economic Regulatory Authority Appellate Tribunal by the Airlines on various grounds.



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.



Renew Power (Renewable energy platform for Goldman Sachs, India) on the acquisition of several projects in Andhra Pradesh, Gujarat, Rajasthan & Uttar Pradesh aggregating 60 MW of solar and 238 MW of wind energy projects.



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.



Arinsun Clean Energy Private Limited, backed by Actis Energy Fund, in relation to the development of the 250 MW (Unit 3) out of the 750 MW REWA UMPP Solar Power Project at Rewa, Madhya Pradesh, India



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.



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.



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



Ministry of Road, Transport and Highways/NHAI, on the drafting and finalization of the bidding documents including the Request for Proposal, Concession Agreement and various Project Agreements therein, for the award of the first bundle of 9 toll national highways on toll-operate-transfer (TOT) basis



ICICI Venture in relation to a multi-layered transaction, being carried pursuant to the Scheme on the basis 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 Pvt. Ltd.

MARQUEE TRANSACTIONS



Ministry of Defence, Government of India on the "Make in India in Defence" under the "Strategic Partnership Model" under the Defence Procurement Procedure, 2016.



Chhattisgarh Infotech Promotion Society (CHIPS) with regard to bid advisory services in relation to the tender to be floated for implementation of Sanchar Kranti Yojana (SKY) Project being executed by CHIPS, aiming to achieve telecom and digital connectivity in unconnected regions of Chhattisgarh by network augmentation and distribution of mobile phones (adding approx. 48 lakh new subscribers).



National Capital Region Transport Corporation, for the implementation of the Regional Rapid Transit System corridor in the states of Uttar Pradesh, Rajasthan, Haryana, and New Delhi and on the development of an 82-kilometer rapid transit system between Meerut and New Delhi



Gujarat Urja Vikas Nigam Limited in one of the largest ever rehabilitations/re-structuring of infrastructure assets in India's history, i.e. 3 thermal power generating plants of aggregate 10,000 MW of generating capacity representing an aggregate capital investment of over USD 10 Billion



Tata Steel Ltd. has pursuant to a share purchase agreement with JL Power Ventures Private Limited acquired 74% stake in Bhubaneshwar Power Private Limited, which owns a 135 MW thermal power plant at Anantapur Village in Cuttack District of Odisha.



Ministry of Economy and Finance, Kingdom of Cambodia, on an O&M arrangement for the establishment of rice/paddy warehouse networks as collateral financing arrangements for users in Cambodia



I Squared Capital Pte Ltd., Singapore on the acquisition of an entire sub-sea cable business, data center business and Indian enterprise of business of Reliance Communications Limited comprising of national long-distance services, international long-distance services, and unified access services (20 circles).



Marubeni Corporation Japan on issues arising under the PPA entered by the Project SPV (DYNA MAKWOSKI Power Company) with TANGEDCO for sale of power being generated from its 330 MW combined cycle power plant located at Nagai District, TN



CMA Terminals (a French company), acted as the legal counsel in relation to a foreign currency project loan proposed to be availed by its Indian joint venture company which is constructing and developing a new terminal at the deep water berth container terminal at Mundra, Gujarat.



Vishakhapatnam Port Trust, Paradeep Port Trust, Jawahar Lal Nehru Port Trust, and Deendayal Port Trust, in the on-going acquisition of 100% of Gol's shares in Dredging Corporation of India Limited



Mindgate Solutions Private Limited, on ACI Worldwide Inc. acquiring minority stake in Mindgate Solutions Private Limited by way of primary as well as the secondary subscription of Equity Shares



South East UP Power Transmission Company Ltd. (Isolux group), before the Supreme Court challenging the constitutional validity of the provisions of the Insolvency & Bankruptcy Code and also the constitutional validity of the RBI Circular which makes it mandatory for creditors to go to NCLT after 6 months in cases where the debt is more than USD 279 million



Piramal Capital & Housing Finance Limited, PTC India Financial Services Limited, Tata Cleantech Capital Limited, India Infrastructure Finance Company Limited as lender's legal counsel in relation to USD 127 million financing to Sprng Energy Private Limited for the development of a wind farm in the state of Gujarat



Neuberger Berman Equity Funds, Neuberger Berman Emerging Markets Equity Fund (a large fund based out of USA) in acquiring a stake in the National Stock Exchange of India Limited from Norwest Venture Partners X FII - Mauritius



Ostro Energy (Actis GP, LLP) engaged as co-counsel for Project Olive i.e. Sale of OstroEnergy Platform to Renew Power Ventures in a deal valued at USD 1660million, enhancing Renew Power's portfolio to 5,600 MW



Inox Renewables Ltd., in an international commercial arbitration on the issue of wind energy against the world's no. 1 wind energy group

NEW DELHI

81/1, Adchini
Sri Aurobindo Marg
New Delhi - 110017
T : (+91) (11) 6638 7000
E : newdelhi@hsalegal.com

MUMBAI

Construction House, 5th Floor
Walchand Hirachand Marg
Ballard Estate
Mumbai - 400001
T : (+91) (22) 4340 0400
E : mumbai@hsalegal.com

KOLKATA

No. 14 S/P, Block 'C'
First Floor, Chowringhee Mansions
30 Jawaharlal Nehru Road
Kolkata - 700016
T : (+91) (33) 4035 0000
E : kolkata@hsalegal.com

BENGALURU

Aswan
Ground Floor, 15/6 Primrose Road
Bengaluru - 560001
T : (+91) (80) 4631 7000
E : bengaluru@hsalegal.com