



FIRM PROFILE

“

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

RSG 2019

“

Extremely confident and professional team that understands the perspectives of lenders, developers and policymakers and has strong understanding of the EPC business.”

Chambers and Partners 2019

“

Recognized as standout firm for innovation in legal expertise.”

FT Innovative Lawyers 2019

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 120+ professionals to support and represent clients
- A passionate and competent complement of resources comprising of 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 composite 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 and dissemination 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

OUR 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

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

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

SECURITIES & CAPITAL MARKETS

- Specialist support for Indian equity and debt capital market transactions
- Regulatory advice on securities law, takeover code, listing, block deals
- Advise on domestic and international fund-raising programs
- Securities litigation support

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

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

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

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

TECHNOLOGY, MEDIA & TELECOMMUNICATIONS

- 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

INVESTIGATIONS

- Prosecution and defense support to businesses, Boards, promoters and 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

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

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 and
- Representation at NGT and judicial fora

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

REPRESENTATIVE CLIENTELE

I Squared Capital

International Finance Corporation

TATA Power

NITI Aayog

Delhi Mumbai Industrial Corridor

HDFC Bank

Canadian Solar Inc

Neuberger Berman Equity Funds

SUCG Infrastructure India

Sumito Mitsui Banking Corporation

SEPCO Electric Power
Construction

Royal Group, UAE

Sumito Mitsui Banking Corporation

Credit Agricole Corporate and
Investment Bank

Marubeni

Power Finance Corporation

Sembcorp

L&T

Mumbai International Airport

Oil & Natural Gas Corporation

Ministry of Defence, Government
of India

Welspun

Mytrah Energy India

Ministry of Economy and Finance,
Kingdom of Cambodia

Piramal Capital & Housing Finance

Vizhinjam International Seaport

Altran

Central Electricity Board, Mauritius

ICICI Ventures

Avantor

OUR ACCOMPLISHMENTS



Ranked for its Banking & Finance, Corporate and M&A, Dispute Resolution and Projects, Energy & Infrastructure practice areas.

[Chambers and Partners – Asia Pacific 2020](#)



Recognized as Tier 1 for its Project & Energy practice area. HSA has also been ranked for its Dispute Resolution, Banking & Finance, Corporate M&A, TMT, Labour & Employment and tax practice areas.

[Legal 500 – Asia Pacific 2020 Rankings](#)



Ranked for its Energy, Infrastructure, Technology and Telecommunications, Banking and Finance, Construction, Corporate and M&A, Dispute Resolution, Private equity and tax practice areas.

[Asialaw Profiles – 2020 Rankings](#)



Ranked for its Banking & Finance, Corporate and M&A and Project Finance and development practice areas.

[IFLR 1000 – 2020 Rankings](#)



Best Energy, Infrastructure & Projects Law Firm of the Year

[India Business Law Journal – 2019 Awards](#)



Stand Out Firm - Innovation in legal expertise: Creating a new standard

[Financial Times – Innovative Lawyers Asia Pacific 2019](#)

Disclaimer: This communication is meant for information purposes only and does not constitute legal advice by the firm or its members. Should you have any queries on any aspect of this communication, please contact us.

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