

# CORPORATE / M&A

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## Overview

Kochhar & Co. has a thriving corporate practice and a full-service presence in six (6) major cities in India and a growing footprint in three (3) overseas locations with great strategic significance to investment both inbound and outbound.

Given our unique combination of Commercial law expertise, Corporate Finance and Tax, the Firm's Corporate Practice Group's natural forte is complex and high-value domestic and cross border M&A work, private equity investments, venture capital (including early stage and angel investments) and, with the advent of India's Insolvency and Bankruptcy Code (IBC), corporate restructuring.

The practice is led by specialised teams of result-oriented lawyers with substantial knowledge and expertise to provide efficient, deal oriented and commercially tailored advice at each stage of a transaction be it private M&A, public takeovers, buyouts & disposals, strategic sales & disinvestment, investment both inbound & outbound, joint ventures, strategic alliances, partnerships and business restructuring.

Our M&A practice is supported by pan-India teams of market-leading Real Estate, Taxation, Employment, Anti-Trust/Competition, Intellectual Property, Regulatory and Litigation experts. Our strong industry/ sectoral focus gives us a deep understanding of the issues and the ability to anticipate risk and challenges that our clients may face.

Kochhar & Co. has advised a wide variety of clients representing diverse sectors on a range of transactions. We have acted for multinational corporations investing in India as also acquisitions by Indian entities in jurisdictions outside India.

The services that our team provides in respect of transactions include:

- Transaction structuring and strategizing
- Due diligence with special focus on the relevant sector(s)/industry
- Assistance in obtaining regulatory approvals and clearances
- Anti-Trust/Merger control filings
- Preparation and negotiation of definitive documents
- Advice on Taxation and Labour & Employment issues
- Dispute Resolution including but not limited to shareholders' disputes

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## Focus Areas

Corporate & Commercial

Public M&A

Private M&A

Mergers, Demergers & Restructuring

Joint Ventures, Strategic Alliances & Partnerships

Disinvestments

Capital Markets

Regulatory Compliances

Foreign Direct Investment (FDI)

Technical Collaborations & Technology Transfer

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## Key Practice Differentiators

- Our Corporate/M&A clientele include, Global Fortune 500 companies, MNCs and large Indian conglomerates. One of the unique features of our practice is its diversity and the fact that we handle acquisitions of listed and unlisted entities across numerous industry sectors, including highly regulated ones like aviation, e-commerce, defence, media, retail trading and telecom, and others such as automotive, education, energy (conventional and renewable), hospitality, manufacturing, financial services, real estate, technology and infrastructure. Our strong track record across these industries equips us with both the depth of knowledge and the breadth of experience, to understand and anticipate the practical issues and challenges faced by our clients.
- Our expertise in Corporate Law and M&A spans the entire life cycle of a transaction and includes structuring, analysis from the standpoint of Anti-Trust, due diligence on target companies, advice on risk mitigation, advice on Taxation-international and domestic, regulatory approvals, preparation and negotiation of transaction documents, advice on Labour laws and Employment issues, and Dispute Resolution. The transactions typically handled by the Firm include public and private M&A, private equity transactions, joint ventures and strategic alliances, technical collaboration and transfer of technology transactions, corporate restructuring, mergers, spin-offs and all aspects of compliance in respect thereof.
- Underscoring the uniqueness of our corporate practice, is our synergistic and complementary domain expertise in Taxation (direct and indirect). Our direct tax team is headed by a former member of India's Central Board of Direct Taxes (CBDT), whilst our indirect tax team is stewarded by another veteran who specialises in international tax and bilateral investment treaties, customs, anti-dumping, tariff litigation, safeguard, anti-subsidy, GST, FEMA, Foreign Trade Policy, and Export Promotion Schemes.
- The Firm also has specialised expertise in allied practice areas such as Employment and Labour relations, Banking and Structured Finance, Infrastructure, Intellectual Property, Data Protection and Litigation, to provide holistic Commercial law advice with reference to transactions that is unmatched by other firms in the Indian market.
- We constantly endeavour to push our boundaries in providing practical, business oriented, commercial and efficient advice to the clients and in this process not only do we do a deep dive into the available resources, we consult regulators, academics and experts from outside the legal fraternity who help us formulate an all-round approach. For instance, Islamic Finance, a recent addition to our portfolio necessitated consultations not only with academics but also practitioners and experts of Fiqh (Islamic jurisprudence) to render advice and assistance to the client.

- We have an enviable track record in securing regulatory approvals and resolving compliance issues, notably those that arise from major domestic and international transactions. There are very few law firms that can offer this level of transactional support to international clients.
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## Awards & Recognitions

- Top-Tier Firm for Corporate M&A by Legal 500 Asia Pacific (2015-2021)  
[Legal 500](#)
- Chambers Global Ranked Firm for Corporate M&A (2015-2021)  
[Chambers & Partners](#)
- Chambers Asia Pacific Ranked Firm for Corporate M&A (2017-2021)  
[Chambers & Partners](#)
- Recognised by IFLR 1000 for M&A (2015-2021)  
[IFLR 1000](#)
- Recipient of IBLJ Deal of the Year Award for Corporate M&A in 2020  
[IBLJ](#)
- Ranked as the Top-Tier Corporate M&A Firm by Asian Legal Business (ALB) 2019  
[Asian Legal Business \(ALB\)](#)
- Recipient of the India Legal Awards for the Best Mergers & Acquisitions Firm of the Year 2019-2020  
[India Legal Awards](#)
- Recipient of Indian Law Firm Award by IBLJ for excellence in Corporate & Commercial Laws  
[IBLJ](#)
- Rohit Kochhar has been named in the 'Hall of Fame' by Legal 500 Asia Pacific 2021 for Corporate M&A and Elite Leading Lawyer (2015-2020), Ranked Lawyer for Corporate M&A by Chambers Asia Pacific 2021  
[Legal 500 | Chambers & Partners](#)
- Ajith C.R has been recognised as a Recommended lawyer for Corporate M&A by Legal 500 Asia Pacific 2021, Ranked Lawyer for Corporate M&A by Chambers Asia Pacific (2015-2021)  
[Legal 500 | Chambers & Partners](#)
- Suhas Srinivasiah has been recognised as a Recommended lawyer for Corporate M&A by Legal 500 Asia Pacific 2021, Ranked lawyer for Corporate M&A by Chambers Asia Pacific (2015-2021)  
[Legal 500 | Chambers & Partners](#)
- Rajarshi Chakrabarti has been recognised by FORBES India Legal Power list 2020 as one of the Top 100 lawyers for Corporate & Commercial law  
[FORBES India Legal Power list](#)
- Chandrasekhar Tampi has been recognised by IFLR 1000 (2021) as a Notable Practitioner for Corporate M&A  
[IFLR 1000](#)
- Sarika Raichur has been recognised as a Next Generation Lawyer by Legal 500 Asia Pacific 2021  
[Legal 500](#)