



INDIA LEGAL UPDATE is a journal of Rajani, Singhanian & Partners which offers a legal perspective on the new business climate and opportunities in India in keeping with the existing laws, current happenings and events in Corporate India.

Dear Readers,

Welcome to the TerraLex Special 2014 issue of India Legal Update!

It was an honour and a privilege to host the TerraLex Annual Meet in New Delhi in November, 2014. With a gathering of over 150 lawyers from across the world, the Meet offered an ideal platform to showcase India's investor-friendly environment and growing sectors — notably infrastructure, automobiles, pharmaceuticals, technology-embedded investments and many more.

Seminars on 'Doing Business in BRICS & USA', held in Mumbai and Delhi, were the curtain raisers for the TerraLex Global Meet in India. The event provided an outstanding opportunity to understand legal issues relating to setting up business in these countries and also other practicalities involved in understanding the business environment of BRICS nations and USA.

The Meet offered the perfect opportunity to share knowledge and prospects for growth by forging new relationships. The event also offered the chance to explore many facets of India and experience the unique culture.

Hope you find this edition interesting and useful and we take this opportunity to thank you for your continued support. Here is wishing you a wonderful New Year and the best of the Season's Greetings!

Look forward to your suggestions and feedback at info@rsplaw.in

Best Regards,

A handwritten signature in blue ink, appearing to read 'Prem Rajani'.

Prem Rajani

A handwritten signature in blue ink, appearing to read 'Ravi Singhanian'.

Ravi Singhanian

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»»»» Seminar on 'Doing Business in BRICS & USA'



Rajani, Singhania & Partners hosted a seminar on 'Doing Business in BRICS & USA' on 10th & 11th November, 2014, in Mumbai and Delhi. Legal Luminaries from leading law firms of BRICS nations and USA shared insights on the legal obligations and challenges for making inroads into the business environment in BRICS & USA. As the session progressed into a panel discussion, the eminent speakers gave a detailed analysis of their nation's legal regime.



Emphasising on the fact that India is one of the fastest growing major economies, **Prem Rajani** and **Ravi Singhania**, Joint Managing Partners, highlighted the prospects of doing business in India and introduced the speakers.



Roberto Leisegang, Partner - Motta Fenandes Rocha and Advogados, Brazil shared an overview of doing business in Brazil.

He has been a Member of the Board of Terralex for 15 years and since 2006, he has also been a Member of the Board in the Brazilian German Chamber of Commerce in São Paulo. His areas of expertise extend to Broad Legal support to foreign investors in Brazil, M&A and Insurance Law.

Nikolay Solodovnikov - Head of Corporate Practice, Pepeliaev Group, Russia shared his views on prospects of investing in Russia and an insight on the legal environment in Russia.

Nikolay Solodovnikov specialises in corporate law and has experience of providing advice to foreign and Russian clients on corporate reorganisation and corporate governance issues, providing recommendations on how to increase control and mitigate risks relating to company groups.



Jiang JIANG - Partner, Hylands Law Firm, China, gave us an overview on China's legal regime on Foreign Direct Investment

Jiang JIANG, Esq. is a Partner in Hylands Law Firm, China. He specializes in International business and investment, with a focus on FDI, M&A, labor, real estate development, anti-trust, disposition of non-performing assets and international financing.

Bob Groeneveld – Director, Fairbridges Attorneys, South Africa, addressed the legal issues to consider for doing business in South Africa.

Bob is a Director in the firm and is an expert in rendering legal advice in Competition Law, Corporate & Commercial Law, M&A, Empowerment Transactions, Deal Structuring, Joint Ventures, Environmental Law, Financial Services, Due Diligence, Environmental audits, Commodity Trade Agreements and Tax.



E. Walter Van Valkenburg – Managing Partner, Steel Rives LLP, USA, took us through the legal spectrum to do business in USA.

Walter Van Valkenburg is the Managing Partner of the firm's Portland office and is a past member of the firm's Executive Committee. He practices in the firm's Technology and Intellectual Property group, where he focuses on transactions and business counseling.

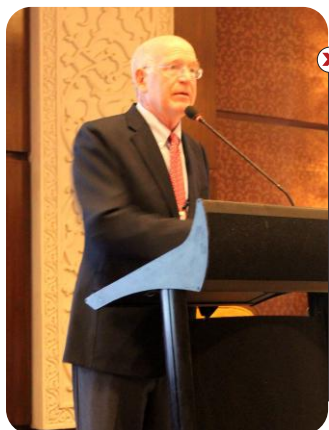


Mr. Harry Trueheart, Chair and CEO of TerraLex, a network of more than 162 law firms in 100 countries, gave the concluding remarks and highlighted the importance of collaborative measures to ensure seamless delivery of legal services. Harry has pushed TerraLex beyond a network of firms referring work amongst themselves into a network of firms that truly search for ways to collaboratively solve client matters.



14th November, 2014

Practice Precedes Preaching



Harry Trueheart, Chair and CEO, TerraLex, highlighted what firms are doing to market themselves as a resource for cross-border services by leveraging their TerraLex membership. Harry's presentation focused on the Global Client Marketing Initiative for which more than 30 firms have volunteered to collaborate on marketing and serving common clients. The second presentation focused on the trends, opportunities and challenges in the market for international legal services and how TerraLex resources can be used to compete in that market.



Vijay Kochhar, Consultant, Advisor and Entrepreneur and Former Director of Marketing, Intel Corporation, shared insights on proven techniques for transitioning a client into an advocate. He also highlighted the crucial role of social media in building brand perception and brand image.

Ravi Singhania and **Prem Rajani**, Joint Managing Partners, presented outstanding opportunities for TerraLex and its member firms to collaborate and do business in India. They elaborated on the value of a collaborative approach for multi-jurisdictional legal needs.



There was an insightful panel discussion on Leveraging TerraLex Membership to respond to the trends in the global legal market. The accompanying panel highlighted multi-firm marketing initiatives where teams of TerraLex firms are working to pitch for and winning multi-jurisdictional assignments.



Practice Group Sessions



The Frenzy Continues.....

Highly informative Practice Group Meetings were organised on Global Trade & Business, Intellectual Property, Licensing & Technology, Labour & Employment, Real Estate, Mergers & Acquisitions, Antitrust & Competition, International Dispute Resolution, Tax & Wealth Services, Life Sciences, Private Equity & Venture Capital.

The twelve Practice Groups discussed a wide range of substantive and business development topics and many included representatives from Rajani, Singhania & Partners, so that opportunities in the emerging Indian market could be discussed.



Congratulations to Godfrey & Kahn on winning the 2014 Collaborative Success Story contest.

15th November, 2014

»»»» The Countdown Begins



The concluding general session highlighted various updates in Global Client Marketing Initiative, collaboration among members with common clients, recent collaborative efforts and successes in TerraLex firm team services to clients.

The meeting was a great success. Delegates from around the globe were on hand to catch up with old friends, form new relationships and search for new business opportunities - together.



A New Beginning
to a Happy Ending !





MAKING HEADLINES





“ What a fabulous meeting in Delhi! It truly was amazing and facilitated all of TerraLex's meeting goals ”

Doreen Edelman, Washington DC

“ A+ all the way around! ”

Peter A. Morse, Indianapolis

“ Very much impressed by people of India: their positive energy and hospitality! ”

Ondrej Peterka, Amsterdam

What the World has to Say!

“ Thank you for an absolutely fantastic general meeting in Delhi! This was a

truly networking event.....felt like being part of one large international family.....These kinds of events are extremely important to create the positive environment that we need to have if we are to increase our business cooperation in the years to come to the benefit of us all! Thank you for an unprecedented superb general meeting in India! ”

John A. Uggerud, Norway

“ We did not feel even a bit that we were away from home ”

Sudath, Harsha, Zarah and Darshika, Sri Lanka

“ It has been now more than a week that I have returned from India, yet my mind is full of colors and images of this great country ”

Madia Iliopoulou, Paris

“ I am most obliged and truly grateful to you all for your kind efforts which have led to this successful outcome. I thank each and every one for their assistance and would be pleased to reciprocate should the opportunity arise ”

A. Momodu, Nigeria

India Legal Update is published solely for the interests of clients and associations of Rajani, Singhania & Partners. This document is for general guidance only and does not constitute definitive advice. For specific information on recent developments or particular factual situations, the opinion of legal counsel should be sought. You may also subscribe to the e-newsletter through our website www.rsplaw.in

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