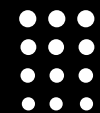




VISWANATHAN
& ASSOCIATES

**Business Driven
Legal Solutions**

How We Empower You



Strategic Legal Solutions,
Tailored to Your Business



Broad-Based Expertise,
Industry-Wide Experience



Collaborative & Commercially
Focused Approach



Partner-Led Attention on
Every Mandate



Strategy

Risk Management

Structuring

Dispute Resolution

Transactions

Regulatory

Negotiations

Contracts

Policy

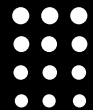
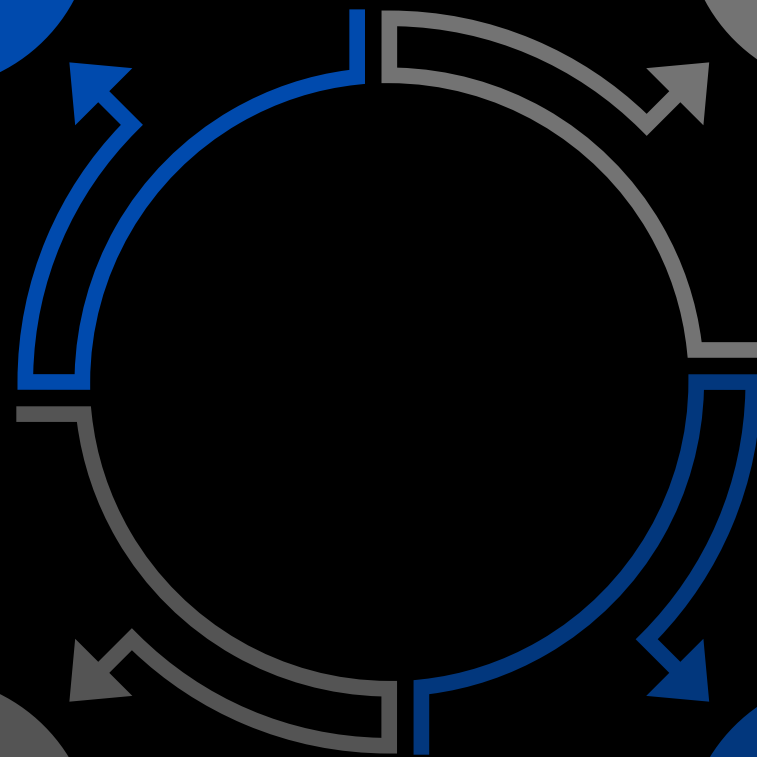
Our Solutions

**Dispute
Resolution**

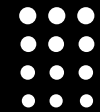
**Mergers &
Acquisitions, Joint
Ventures, PE & VC**

**Advisory &
Fractional CLO**

**Contract Lifecycle
Management**



Dispute Resolution



Strategic Litigation, Built for Results

We design and execute robust legal strategies aimed at securing successful, outcome-driven resolutions



Trusted Advocacy Across All Forums

Experienced arguing counsel with a strong track record before the Supreme Court, High Courts, Tribunals and alternative dispute resolution fora



Big Picture Perspective

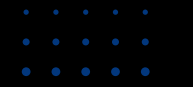
Our multidisciplinary perspective enhances our legal acumen—delivering nuanced, bespoke solutions that are both effective and efficient



Business-Aligned, Client-Driven Approach

We collaborate closely with clients at every stage, ensuring that our legal strategy is fully aligned with your broader business priorities





Dispute Resolution– Case Highlights



Banking & Insolvency: Successfully represented a leading private sector bank in a pivotal dispute at the intersection of the Insolvency and Bankruptcy Code and the Negotiable Instruments Act.



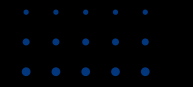
International Arbitration: Advised a global engineering solutions provider on challenges arising under the LCIA Rules, including arbitrator appointments and jurisdictional objections.



Infrastructure Arbitration: Acted for prominent infrastructure companies in intricate arbitration proceedings involving claims for delay, extension of time, changes in scope, termination, and force majeure.



Energy Sector Disputes: Represented power distribution and management entities in high-value claims relating to force majeure events and changes in regulatory frameworks.



Dispute Resolution– Case Highlights



IBC Advisory & Representation: Provided strategic counsel to promoters in insolvency proceedings involving preferential and undervalued transactions, and enforcement of corporate and personal guarantees.



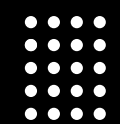
Award Enforcement & Challenges: Assisted infrastructure clients with post-award enforcement and challenge proceedings.



Tender Award Litigation: Defended infrastructure clients in contentious tender disputes, including addressing allegations of procedural irregularities and unfair evaluations.



Creditor Waterfall Mechanism Advisory: Provided strategic representation to a Resolution Professional in resolving nuanced disputes concerning creditor waterfall priorities under IBC.



M&A, Joint Ventures, PE & VC

We advise across the investment lifecycle—from structuring to execution—on complex, cross-border and domestic transactions involving strategic investments, acquisitions, joint ventures, and fundraisings

Structuring & pre-transaction advisory



Due diligence & drafting transaction documents



Negotiation and transaction advisory



Closing and post-closing actions and advisory



M&A, Joint Ventures, PE & VC– Representative Mandates



BFSI Acquisition: Advised a domestic fund on the acquisition of a retail loan portfolio from an NBFC via a business transfer, including investment structuring in the acquiring entity.



Cross-Border Divestment: Represented EU and US-based promoters in the Indian leg of a multi-jurisdictional divestment in the IT/ITES sector.



Strategic Acquisition: Advised a foreign strategic investor on the buyout of a specialty chemicals subsidiary of a listed company, involving management transition and deferred consideration.



International Joint Venture: Structured and negotiated a joint venture with a French Fortune 500 multinational in the environmental solutions space.

M&A, Joint Ventures, PE & VC– Representative Mandates



Retail M&A: Acted for a listed company in its acquisition of a retail supermarket chain through an asset purchase, including the transfer of employees.



Automotive Capital Raise: Represented a listed automotive company in a multi-tranche foreign fundraise via preferential allotment of convertible securities.



Healthcare Investment: Advised a foreign fund on its investment in a healthcare company through a hybrid equity–debt structure, involving both FPI and FDI components.

Contract Lifecycle Management



Review & Analysis

We assess potential commercial and legal risks and propose solutions



Drafting & Negotiation

We negotiate and crystallize legally enforceable and unambiguous terms that fairly reflect your intent



Compliance & Management

Advise you on implementation to comply with contractual terms and applicable law/ your internal policies



Monitoring & Resolution

Build resilient CLM processes to mitigate your risk and help resolve disputes under contractual framework



Amendments & Exits

Assist you with scenarios of amendment, renewal or termination and advise on transition risks and liability

CLM Portfolio Highlights



End-to-End Contract Lifecycle Management: Led the strategic implementation of contract lifecycle systems for complex, high-value EPC projects—enhancing visibility, compliance, and execution efficiency.



Strategic Shareholder Exit Advisory: Advised a key strategic investor on contractual and regulatory exit mechanisms post-IPO withdrawal of the investee company, involving detailed analysis of investment agreements, shareholder arrangements, charter documents, and SEBI obligations.



Global Tender Participation & Sports Media Rights: Acted for a multinational conglomerate in a high-stakes sports media rights tender—conducting risk assessments, compliance reviews, and developing robust bid documentation through cross-functional stakeholder engagement.



Full-Scale Commercial Contracting Suite: Drafted and institutionalized a comprehensive set of commercial contracts—including distributor agreements, purchase contracts, T&Cs, and employment templates—for the India operations of a global consumer goods brand, enabling scale and consistency across B2B and B2C verticals.

CLM Portfolio Highlights



Legal Risk Framework for AI Integration: Provided strategic counsel on legal, contractual, and data privacy risks associated with enterprise-level adoption of AI tools—reviewing licensing terms and negotiating with foreign developers to safeguard business continuity and IP assets.



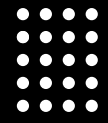
Executive Leadership Contracting: Negotiated and structured the employment agreement of a Managing Director for a listed multinational corporation—ensuring compliance with Indian law and alignment with internal global HR and governance policies.



Transaction Cost Optimization Through Legal Structuring: Advised on restructuring of operational processes to optimize stamp duty liabilities across diverse business activities—resulting in significant cost efficiencies and improved regulatory compliance.



Proactive Strategic CLM Support: Managing early-stage dispute dynamics for infrastructure consortiums with a statutory counterparty.



Advisory & Fractional CLO Services



Strategic Legal Insight for Business Growth

We help you make informed decisions at critical junctures—supporting expansion, investment, and restructuring with focused, commercially sound legal advice.



Risk Mitigation with Structure and Foresight

Our team works with you to build resilient policies, frameworks, and governance structures that proactively address legal and operational risks.



Flexible, High-Impact Engagements

We offer tailored engagement models that align with your business needs—delivering value, efficiency, and trusted legal support at every stage.



Crisis Management and Legal Support in Emergencies

In moments of disruption, we provide clear, decisive counsel to help you navigate crises and protect your business interests.

Data Privacy

Banking & Finance

Dispute Resolution

Group Structuring

Intellectual Property

Regulatory Advisory

Corporate Advisory

Negotiations

Advisory & Fractional CLO – Notable Engagements



Compliance Advisory for Listed Entities: Developed comprehensive internal policies and actionable checklists on disclosure obligations and document preservation under SEBI regulations.



Market Entry Strategy & Regulatory Setup: Assisted a global MNC in establishing its Indian footprint via LLP incorporation, including advisory on licensing, regulatory frameworks, and employment law compliance.



Election-Sensitive Advertising Policy: Advised a leading media conglomerate on formulating and implementing internal policy for politically sensitive advertising during election periods.



Cross-Border Exit Strategy: Represented a foreign investor in executing a fast-track and compliant exit from its Indian subsidiary.

Advisory & Fractional CLO – Notable Engagements



Remittance & Regulatory Compliance: Advising a listed company on structuring repatriation of remuneration to its non-resident Managing Director in line with FEMA, SEBI, and corporate law.



Marketing & Consumer Engagement Safeguards: Reviewed promotional campaign structures and advised on legal, data privacy, and information security protocols for consumer-facing activations.



Strategic Legal Advisory at Board Level: Served as legal and strategic advisor to the board of a water treatment group—providing ongoing counsel on governance and operational matters.



Collaborative Monetization Initiative: Advising stakeholders on optimizing client's digital ad inventory performance.

Clientele Served



Advertising, Exhibitions & Trade Fairs



Automotive & Mobility Solutions



Banking, Financial Services & Insurance



Business Process Management & Consultancy



Chemicals & Consumer Products



Construction & Real Estate



Electronics & Engineering



FMCG, Retail & Hospitality



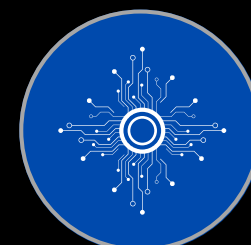
Infrastructure & Projects



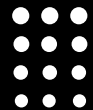
Information Technology & ITES



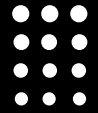
Pharmaceuticals & Healthcare



Technology, Media and Telecommunications



Our Team



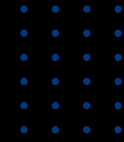
G. Viswanathan



Davis Kanjamala



Vaishnavi Viswanathan





G. VISWANATHAN



Mr. Viswanathan stands as a distinguished professional, backed by over 35 years of leadership in transactional advisory, structuring, and corporate finance.

Known for an ability to identify untapped potential and execute impactful growth strategies, he has revitalized multiple organizations and successfully led during pivotal transitions, driving them toward sustainable profitability and rapid expansion to set new benchmarks in their respective industries.

A Price Waterhouse-trained Chartered and Cost Accountant, he brings C-suite and board-level experience with leading Indian and multinational organizations with management expertise across diverse sectors, from the complexities of EPC and infrastructure to the fast-paced world of FMCG.

His track record includes successfully navigating complex project contracts, arbitrations, private equity transactions, joint ventures, acquisitions and distressed asset management for domestic and international clients.

He also routinely advises family-managed companies for accelerated growth.



DAVIS KANJAMALA



A decade of high-stakes transactional and corporate advisory experience at leading Indian law firms such as Shardul Amarchand Mangaldas and J. Sagar Associates forms the bedrock of his expertise.

He has partnered with a diverse portfolio of international and domestic clients, from blue-chip Fortune 500 MNCs to Indian startups across a multitude of sectors, demonstrating a versatile and comprehensive understanding of diverse business landscapes. Adept at navigating the full lifecycle of investments, from entry to exit, he brings extensive experience representing both buyers and sellers in critical financial and strategic transactions.

His experience is enriched by his time as an in-house counsel at India's leading media and entertainment conglomerate, where he gained invaluable experience in navigating the nuanced interplay between legal perspectives and critical business imperatives. He served as a solution-oriented advisor and was actively involved in shaping legal strategy and driving business development initiatives across their diverse portfolio of general entertainment, sports, studios, journalism, infotainment, and OTT ventures.



VAISHNAVI VISWANATHAN



Vaishnavi Viswanathan is a seasoned dispute-resolution expert based in New Delhi, with extensive experience across commercial litigation and arbitration. Known for navigating high-value contractual disputes, she brings strategic insight and analytical rigour to the most complex cases.

She frequently appears and argues before the Supreme Court, High Courts, and key national tribunals, securing reported judgments that set legal precedents. Her ability to navigate complex stakeholder interests and forge optimal solutions is uniquely strengthened by a foundational understanding of public policy.

Beyond litigation, she brings a strategic lens to legal risk management by offering end-to-end counsel on the entire contract lifecycle. Her work includes developing and institutionalizing contract lifecycle management (CLM) frameworks, enabling clients to proactively minimize legal exposure and align legal processes with business objectives.

This blend of litigation expertise and operational understanding places her at the intersection of dispute prevention and resolution.

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