



VERITAS LEGAL
ADVOCATES & SOLICITORS

HOTELS & HOSPITALITY
PROFILE

ABOUT US

Veritas Legal is a law firm consisting of experienced professionals. Our team brings together the experience of lawyers who have worked in India's leading law firms. Our aim is to provide clear client-focused legal advice and solutions based on an in-depth knowledge of the legal, regulatory, and commercial environment in India. Our clients benefit from our past experience, blended with the personal attention, and streamlined advice that we provide.

HOTELS & HOSPITALITY

The team at Veritas Legal is well equipped to tackle the intricacies in this sector using a combination of legal expertise and sector knowledge to help clients achieve their objectives. Whether that is to finance, own, operate or develop a hotel, serviced apartment, branded residence or mixed-use development, our hotels and hospitality team can help.

With extensive experience in all aspects of the hotels and hospitality sector, we advise clients on:

- Full suite of Hotel Management Contracts
- Franchising
- Branded Residences / Serviced Apartments
- Investments, Acquisitions and Disposals
- Real Estate Acquisitions in the Hotels and Hospitality space
- Property Development, Management and Leases
- Restructurings and Insolvency
- Joint Ventures
- Sale and leasebacks/manage-backs
- Fractional ownership
- Licensing and Regulatory issues
- Litigation and Disputes
- Employment issues

We have extensive transactional experience on both sides of the table to give our clients the insights necessary to assess the opportunities and risks involved in complex deals. We know what's market and understand what the major players in the industry are doing because we have worked with many of them.

SOME KEY SYNERGIES:

Our extensive real estate and transactional experience dovetails with our experience in hotels and hospitality to provide seamless and integrated advice under one roof and differentiates us from other firms. This includes the following:

1. **Hotel Management Agreements / Branded Residences Agreements:** Our team also has significant experience in advising on hotel transactions and the whole suite of hotel management agreements. Our team also has experience in mixed use developments, where different elements such as hotel, residential, retail and office components are blended. We have also worked on various branded residences agreements and have acted for both the brand owner as well as the landowner in such instances.

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2. **Investment in real estate acquisitions:** Our team also has significant experience in connection with private equity investment as well as strategic investment in real estate projects including both domestic investment as well as foreign investment (FDI) in real estate, hotel and hospitality projects in India.
3. **Investigation of title:** Our team has extensive experience in conducting title investigation of various categories of properties, i.e., agricultural / non-agricultural, leasehold, government allotted lands and so on. In addition, at the request of clients, our team can provide detailed title reports and certify title, when necessary. Our team has advised investors as well as property developers on different types of real estate developments such as society redevelopment, slum rehabilitation schemes, development of CRZ properties, development of cessed properties and so on.
4. **Investments, acquisitions, and disposals:** Our team also has transactional experience in terms of equity or debt investment in real estate. There is seamless integration and coordination between the internal teams handling the conventional real estate element and the investment/acquisition/sale transactions. We work in an integrated manner, and the senior members involved have significant experience in all aspects of such work.

INDICATIVE PAST AND PRESENT EXPERIENCE OF THE FIRM AND ITS MEMBERS:

- **Four Seasons Hotels:** advised with respect to hotels, branded residences, commercial office space and serviced apartments in Mumbai, Goa, Delhi, Bangalore, and Gurgaon.
- **Leela Hotels and Palaces:** advised in relation to their hotel management agreements with *Tulsi Resorts*, for their hotels in Jaipur, Kovalam and Ashtamudi.
- **Trump Organization:** advised in connection with projects in Pune, Gurgaon, Kolkata, and Mumbai.
- **Provenance Land:** advised in connection with an investment in its Mumbai hotel by GIC.
- Acted for and advised a leading group of Indian hotel owners in connection with the restructuring of onshore and offshore family holding companies.
- **Starwood Hotels:** reviewed and finalised suite of hotel management agreements for their projects in Tamil Nadu and Pondicherry
- Acted for and advised other hotel owners / operators in entering into franchising and hotel management agreements.

OUR TEAM



ABHIJIT JOSHI

Abhijit Joshi, the Founding & Managing Partner is one of the country's leading lawyers with a noteworthy career spanning over 27 years. He specializes in Corporate/M&A, Private Equity and Private Client Practice. He has represented various multinational companies on inbound M&A in India as well as Indian companies on outbound M&A. He brings his rich experience given his noteworthy work on various landmark deals.

Abhijit has been recognized by Asian Legal Business as one of Asia's Top 15 M&A Lawyers. He has also been recognized as an 'Icon' in the "A" List of top 100 lawyers and Legal Icons (India) by India Business Law Journal, recognized as a 'Thought Leader for M&A by Who's Who Legal, ranked in the top tier for Corporate/M&A, Private Client Practice by Chambers & Partners. In addition to the above, he has received various accolades including 'Elite Practitioner' for Corporate/M&A and Private Equity by Asialaw Leading Lawyers, 'Highly Regarded' lawyer by IFLR1000 for M&A, 'Recommended Lawyer' for Corporate and M&A by RSG, 'Recommended Lawyer' by Legal 500 for M&A, Private Equity, Private Client Practice and White-Collar Crime, 'Acritas Star Lawyer' by Acritas (Thomson Reuters) and recommended by International Who's Who Legal for Corporate Governance, Mergers & Acquisitions and Private Client Practice. He has procured the Financial Times Innovation Award (Asia Pacific) for a complex merger transaction.

Email: abhijit.joshi@veritaslegal.in



KUNAL DOSHI

Kunal Doshi has over 14 years of experience on corporate and transactional matters with a special focus on Real Estate. He has experience advising on multiple types of real estate transactions including private equity investments (domestic and offshore) in various real estate projects, which also involved advising on legal and regulatory aspects of foreign investments in the real estate sector. He also focuses on advising clients on various real estate issues (including retail, commercial and leasing), and advises franchisors at every stage of their development.

Kunal has been recognized as a 'Recommended Lawyer' for Corporate and M&A by RSG and for Private Client by Legal500 and 'Rising Star' for Corporate/M&A by Asialaw Leading Lawyers.

Email: kunal.doshi@veritaslegal.in

OUR TEAM



VINEET NALAWALLA

Vineet Nalawalla heads the Real Estate practice of the firm. Over the last decade, Vineet has advised and assisted various domestic and foreign clients on several real estate transactions including acquisition of large parcels on ownership and development right basis in Maharashtra, regulatory approvals and issues relating to acquisition of agricultural lands in Maharashtra, leasing of commercial and residential premises and development and regulatory issues such as approvals of governmental authorities, CRZ regulations, stamp duty and registration.

Vineet has been recognised as an 'Up and Coming' for Real Estate by Chambers & Partners.

Email: vineet.nalawalla@veritaslegal.in

RECENT ACCOLADES

FORBES INDIA

- Recognized as a 'Top Law Firm' (below 10 years of experience) for Life Sciences & Pharmaceuticals, Mergers & Acquisitions, Joint Venture, Private Equity & Venture Capital, Real Estate & Construction, White Collar Crime and Family in the Legal Powerlist 2021.
- Recognized as a 'Top Law Firm' (below 10 years of experience) for Life Sciences & Pharmaceuticals, Mergers & Acquisitions and Private Equity & Venture Capital in the Legal Powerlist 2020.

RSG INDIA REPORT

- Ranked 15 in the Top 50 India Ranking 2019.
- Ranked 27 in the Top 40 India Ranking 2017.

CHAMBERS & PARTNERS ASIA-PACIFIC GUIDE

- Ranked in Band - 2 for Corporate/M&A (The Elite) in 2022.
- Ranked in Band - 3 for Private Equity (India) in 2022.
- Ranked in Band - 4 for Real Estate (India) in 2022.

CHAMBERS & PARTNERS GLOBAL GUIDE

- Ranked in Band - 2 for Corporate/M&A (India- The Elite) in 2022.
- Ranked in Band - 3 for Corporate/M&A (India) in 2019 to 2021.

CHAMBERS & PARTNERS HIGH NET WORTH GUIDE

- Ranked in Band - 2 for Private Wealth Law (India) in 2022.

LEGAL500 ASIA PACIFIC GUIDE

- Ranked in Tier - 2 for Private Client and White-Collar Crime (India) in 2021 and 2022.
- Ranked in Tier - 3 for Anti-trust and Competition (India) in 2022.
- Ranked in Tier - 3 for Corporate/M&A (India) in 2021 and 2022.
- Ranked in Tier - 4 for Private Equity and Investment Funds (India) in 2021 and 2022.
- Recognized as 'Firms to Watch' for Real Estate and Construction (India) in 2022.

IFLR1000

- Ranked in Tier - 4 for Mergers and Acquisitions (India) in 2022.
- Awarded 'Rising Star Firm of the Year' by IFLR1000 India Awards 2020.
- Recognized as a 'Notable Firm' for Mergers and Acquisitions (India) in 2019 to 2021.
- Ranked in Tier - 3 for Private Equity (India) in 2020 to 2022.

ASIALAW PROFILES

- Recognized as a 'Recommended Firm' for Corporate/M&A and Private Equity (India) in 2022.
- Recognized as a 'Notable Firm' for Competition and Real Estate (India) in 2022.
- Named as a 'Recognized Firm' for Dispute Resolution (India) in 2022.
- Recognized as a 'Notable Firm' for Pharmaceuticals and Life sciences, Technology and Telecommunications (India) in 2021 and 2022.

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RECENT ACCOLADES

ASIAN LEGAL BUSINESS

- Awarded 'M&A Deal of the Year (Mid-size)' by ALB India Law Awards 2022.
- Recognized as 'Boutique Law Firm of the Year' by ALB India Law Awards 2021.
- Recognized as a 'Tier 2 Firm' in M&A Rankings in 2019 to 2021.
- Recognized as 'India Firms to Watch' by Asian Legal Business 2021.
- Awarded 'Rising Law Firm of the Year' in the ALB India Law Awards 2020.

INDIA BUSINESS LAW JOURNAL

- Awarded 'Winning Law Firm' for Private Client Practice in the Indian Law Firm Awards in 2021 and 2022.
- Recognized for 'Corporate & Commercial' in the Indian Law Firm Awards in 2019 and 2020.

BENCHMARK LITIGATION ASIA-PACIFIC

- Ranked in Tier - 3 for Commercial & Transactions in 2022.
- Recognized as a 'Notable Firm' for International Arbitration, Government & Regulatory in 2022.
- Ranked in Tier - 4 for Commercial & Transactions in 2020 and 2021.
- Recognized as a 'Notable Firm' for Construction in 2020 to 2022.
- Recognized as a 'Recommended Firm' for White Collar Crime in 2020 to 2022.

BUSINESS WORLD

- Awarded 'Private Equity Firm of the Year' by the Business World Global Legal Summit and Legal Leaders Awards 2021.
- Awarded 'Pharma & Life Science Law Firm of the Year' by the Business World Legal Leaders Awards 2019.

LEGAL ERA

- Awarded 'Most Promising Law Firm of the Year (3 years & above)' in the Legal Era Indian Legal Awards 2019-2020.

LEAGUE TABLE RANKINGS

MERGERMARKET

- Ranked No. 8 by deal count in the Mergermarket M&A (India) Legal Advisory League Table 2021.

BLOOMBERG

- Ranked No. 7 by deal count and No. 13 by deal volume for India Announced Deals in the Bloomberg Global M&A Legal Rankings 2021.

VENTURE INTELLIGENCE

- Ranked No. 9 by deal value and No. 10 by deal count in the Venture Intelligence M&A League Table 2021.
- Ranked No. 11 by deal value and No. 20 by deal count in the Venture Intelligence Private Equity League Table 2021.
- Ranked No. 9 by deal value and No. 10 by deal count for Healthcare & Life Sciences in the Venture Intelligence M&A League Table 2021.
- Ranked No. 9 by deal value and No. 10 by deal count (M&A) and Ranked No. 11 by deal value (PE) for Hotel & Resorts in the Venture Intelligence League Table 2021.
- Ranked No. 11 by deal value for Food & Beverages in the Venture Intelligence Private Equity League Table 2021.

REFINITIV

- Ranked No. 16 (Asia Pacific Advisors) in the Refinitiv Global Private Equity and Venture Capital League Table 2021.
- Ranked No. 20 (Asia Pacific Advisors) in the Refinitiv Global Small-Cap M&A Legal Advisory League Table 2021.

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