



VERITAS LEGAL
ADVOCATES & SOLICITORS

RETAIL & FRANCHISE
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.

RETAIL & FRANCHISE

Veritas Legal has a well-established team with a long-standing understanding of this space catering to the retail group as well as brands and franchisors. Our firm provides impressive offerings on issues pertaining to setting up of India operations and/or their ordinary business, real estate transactions, corporate transactions (domestic and cross-border mandates), commercial franchising matters and dispute resolution. We are well positioned to advice on regulatory compliance and operational requirements as well as handling exchange control issues surrounding foreign franchisors. We have a good understanding of the challenges that are at play in this dynamic sector and therefore provide pragmatic and commercial advice to various private equity funds for investment in the retail and wholesale sector. We are particularly recommended for advising hotel developers, owners, operators in commercial, franchising and management agreements.

INDICATIVE EXPERIENCE OF THE FIRM AND ITS MEMBERS

- **Partners Group and Kedaara Capital:** in the proposed acquisition of *Vishal Mega Mart* from *TPG Capital*.
- **Abu Jani Sandeep Khosla and its partners:** advised in relation to the joint venture partnership with *Reliance Brands Limited*.
- **A91 Emerging Fund:** advised in its investment in *Vellvette Lifestyle Private Limited*.
- **Mirae Asset Capital:** advised in relation to further investment in *Bigbasket* and restructuring of its rights post majority acquisition of 64% by *Tata Group*.
- **House of Masaba:** advised in the investment by Binny Bansal and other investors in the company.
- **TPG Growth:** advised in a minority investment in *Nykaa* together with the secondary acquisition of shares from certain existing shareholders of *Nykaa*; in relation to its secondary acquisition of a minority stake in *FirstCry*; in relation to its investment in *Bookmyshow*; in relation to its investment in *Livespace*; in relation to its multiple investments in *Lenskart*, as well as divestment of its shares to various investors including *TR Capital*, *Kedaara* and *Softbank*.
- **Goldman Sachs:** advised in relation to their primary investment in *Manash Lifestyle Private Limited (Purple)* and thereafter in the further Series C investment into *Purple* by *Verinvest*.
- **House of Masaba and Ms Masaba Gupta:** advised in relation to the joint venture partnership with *Aditya Birla Fashion and Retail Limited*.
- **ECCO shoes:** advised in relation to their entry into Indian markets.
- **Brookfield Asset Management:** acted for and advised in relation to its acquisition of 50% stake in *Tulsi Palace Resorts Private Limited*, owner of the Leela Palace Jaipur. Also, in relation to the full suite of hotel management and operations agreements for the hotel.
- **Patni Group:** acted for and advised in relation to their joint venture with *Amazon* with respect to the *Amazon* marketplace model
- **Kering brands** (incl. GUCCI, YSL, etc.): advised in relation to the launch of their India operations and helping them in their distribution agreements and franchising models.

VERITAS LEGAL
ADVOCATES & SOLICITORS

INDICATIVE EXPERIENCE OF THE FIRM AND ITS MEMBERS

- **Havmor Ice Cream Ltd.:** advised in relation to their India operations, including their franchise arrangements and distribution agreements.
- **Tata Global Beverages:** advised in relation to their joint venture with *PepsiCo.* for the launch of their mineral water brands such as *Aquafina and Himalaya;* in relation to their launch of its *Instant Coffee Product,* viz. *Tata Coffee Grand* as well as assisting in their distribution agreements.
- **Aditya Birla Conglomerate:** advised in relation to their divestment to *Samara Capital* and *Amazon.*
- **Matrix Partners:** advised in relation to their investment in *TCNS,* a company which owns clothing brands such as 'W' in India.
- **Four Seasons:** advised with respect to hotels, branded residences and services apartments in Mumbai, Goa, Bangalore and Gurgaon.
- **Disney:** advised and represented Disney for bringing their stores to India; advising relation to various agreements to bring two of Disney's theatrical performances in India i.e. "*Beauty and the Beast*" and "*Aladdin*".
- **Trump Organization:** advised with respect to projects in Pune, Gurgaon, and Mumbai.
- **Taj Group:** advised in formulating their standardized contracts.
- **Playboy:** advised in relation to setting up restaurants/cafes in India.
- **Dominos:** advised on setting up their franchising operations in India.
- **Starwood Hotels:** advised in finalizing hotel agreements for projects in Tamil Nadu and Pondicherry.

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 specializes in Corporate Advisory and Dispute Resolution with an experience of over 14 years. He focuses on advising clients on various real estate issues (including retail, commercial and industrial leasing), advises franchisors and franchisees at every stage of their development. He has represented hotel developers, owners, operators (brands) in various franchise models, hotel management agreements and commercial agreements. He also advises and represents clients in matters pertaining to regulatory compliances and litigation.

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

Email: kunal.doshi@veritaslegal.in

VERITAS LEGAL
ADVOCATES & SOLICITORS

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.

VERITAS LEGAL

ADVOCATES & SOLICITORS

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.

VERITAS LEGAL
ADVOCATES & SOLICITORS