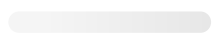




EXPONENT  **LAW**



Business Profile

At the cutting edge of Law & Technology

Adding Value. Enriching Lives.

100+

Million

Value Added in
Deals & Transactions

35+

Clients

Happy clients &
brands

76+

Years

Combined years
of experience

Introduction

EXPERIENCE, BUSINESS FOCUS AND VALUE



About Us

Exponent Law is a boutique firm with a specialised competence across domains including Technology & Media Laws, Real Estate Laws, Indirect Taxation, Government Tenders, Arbitration, Mediation & Litigation. Founded in 2012, we operate from our offices in Mumbai and Hyderabad with a keen eye on expansion.

Our dynamic human resource is a potent mix of young and spirited tech-savvy lawyers guided by the wisdom and experience gained through 76 years of experience between us.

Our team comprises of Corporate Lawyers, Patent Agents, Trademark Agents, and Retired IRS officers experienced in the inner workings of the Indirect Tax

system in India, and Senior Counsels with litigation experience in various Indian courts including Bombay High Court, Hyderabad High Court and the Supreme Court.

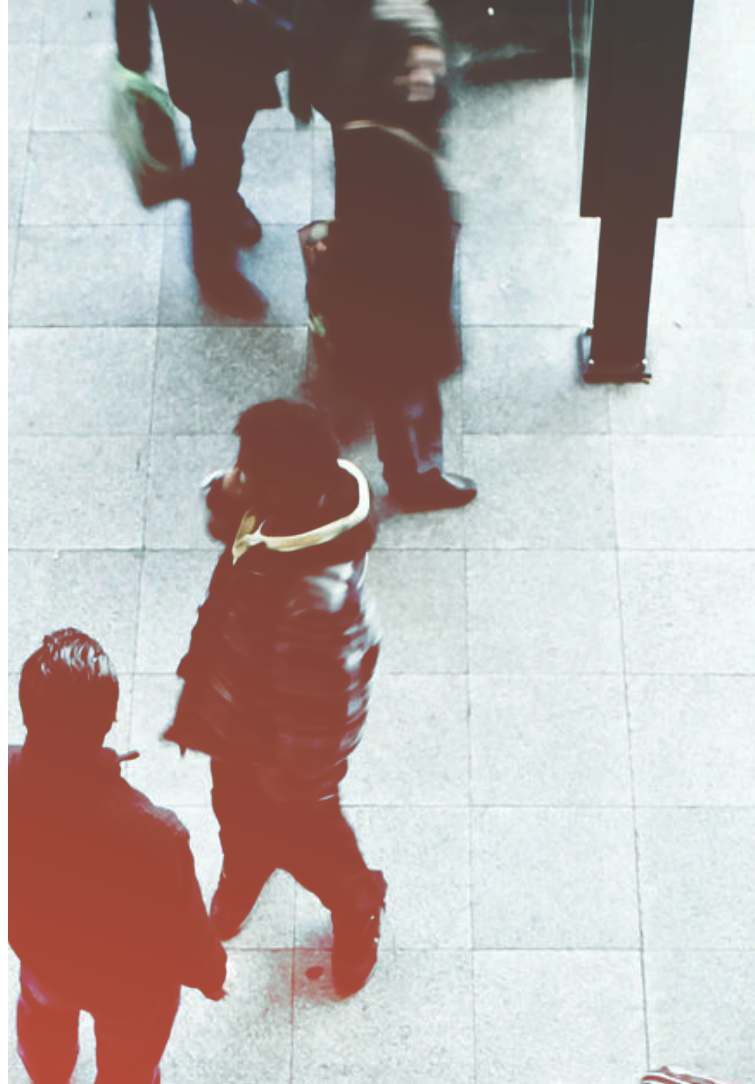
We're especially well received by the Technology Business community which has long complained of the severe dearth of lawyers with competence in matters of technology, media and communication. We pride ourselves in our consistent ability to deliver an excellent legal product — efficiently and at a fair price.

We've never lost a client to a competitor, which speaks volumes about the service we provide and the mutual loyalty we engender.

Expertise in Technology & Media Law

With in-house counsel having educational and professional qualification in Engineering and Law, we are a law firm at the cutting edge of technology.

This gives us an unmatched ability to understand the techno-legal requirements of our clients. We are ever-ready to adopt and inculcate technological innovations to enable us to deliver cost effective legal solutions with transparency and efficiency. Complementing our legal services, we also provide consulting services to our clients in the field of Innovation, Business optimisation and Indirect Tax compliance.



VISION & CORE VALUES

Central to Exponent's vision is to back and assist individuals and organisation capable disrupting the technological and economical status-quo. We aim to be exponents of a culture which is working towards a brighter more efficient future.

Trust, Insight and Commitment. These values guide our work and define our firm as a responsible, ethical citizen of the global business world.

Team of Leaders

TRUST, INSIGHT & COMMITMENT



Vasundhara Rao

B.Sc, LL.B, LL.M (UK)

Vasundhara was called to the bar in 1994 and has over 25 of experience as a counsel. She appears before the Hyderabad High Court, Bombay High Court, and the Supreme Court of India.

She specialises in IPR, Constitutional Law, Company Law, Real Estate Laws and Service matters. She has a multiplicity of published judgements to her credit.



K Kishan Rao

B.A, M.A (Retd. IRS)

Mr. Kishan Rao is a retired IRS officer with over 35 years of expertise in Central Excise, Customs and Service Tax Law and heads the Indirect Tax practice.



Rutwik Rao

B.Tech, LL.B (IIT Kharagpur)

Rutwik is an Engineer turned Lawyer practicing before the Bombay High Court. He is a registered Patent Agent and Trademark Attorney. He has previously worked with Bajaj Auto Limited before working with Exponent Law. His practice areas include Business Consultancy, Commercial Transactions, IPR, Company Law, Insolvency Law, and Constitutional Law.

Team of Leaders

TRUST, INSIGHT & COMMITMENT



Vighnesh Kamat

B.Tech, LL.B (IIT Kharagpur)

Vighnesh is an Engineer turned Lawyer practicing as Counsel before the Bombay High Court. He is a registered Patent Agent and Trademark Attorney. He has previously worked with Remfry & Sagar, Gurgaon before his association with Exponent Law. His practice areas include IPR, Company Law, Insolvency Law and Real Estate Law.



Paresh Chinchole

M.Sc, LL.B (IIT Kharagpur)

Paresh is a Biotechnologist turned Lawyer practicing in District Courts of Mumbai and Pune. He is a registered Patent Agent and Trademark Attorney. He specialises in laws governing Bio-Technology and Geographical Indicators in India. His practice areas include Legal Consultancy, Commercial Litigation and IPR.

Our Work

ACROSS TECHNOLOGY & INDUSTRY DOMAINS

Services

- Government Tenders

- Business Consultancy & Drafting Services

- Founders Agreement
- Company Registration & Compliance
- Employment Agreements & Bonds
- ISO Registrations
- Contract Negotiations
- Purchase & Service Agreements
- Fundraising & Deal Structuring
- Startup India, MSME Registrations & Consultancy

- Corporate Insolvency & Bankruptcy

- Commercial Suits & Arbitration

- Environment Protection & Public Interest Litigation

- Consumer Protection

- Drone Registration & Compliance

- Indirect Taxes

- Patent

- Copyright

- Trademark

- Geographical Indicators

- Industrial Design

- IPR Valuation Licensing

- IPR Customs Enforcement

Domain Expertise

Tenders: Consultancy & Litigation

We've represented clients in Indian and International Tenders. We have listed out some of the most notable matters.

Domain Expertise

TENDER- CONSULTANCY & LITIGATION

Leading Indian EPC - Nepal Tender

(2020 - ongoing)

We're advising a leading Indian EPC company's participation in a major tender floated by the Govt of Nepal for the Command Area Development Works of Rani Jamara and Kulariya Irrigation Project. We're overseeing the formation of a JV with a Nepali Entity and providing end to end pre-bid legal consultancy for the project.

BVM Minerals – Moitra Coal Mine, Jharkhand Tender

(2019)

We represented the BVM Minerals in a Writ Petition before the Bombay High Court challenging the illegal termination of a coal mining Tender for a major block of the Moitra Coal Mine in Jharkhand which was granted to consortium formed by BVM.

EDS Pvt Ltd - Bank of Baroda (BoB) Tender

(2019)

Our Tender Consultancy to EDS, Mumbai helped it bag a major Tender floated by BoB for providing Employee Assistance Programs for employees of the Bank. EDS was declared successful as L1 bidder in 2019.

Domain Expertise

TENDER- CONSULTANCY & LITIGATION



Swastik Boats - Indian Army Tender

(2017)

We provided Tender Consultancy to Swastik Boats, Pune a leading manufacturer of Carbon Fibre Boats in India, for its Bid in Tender for supplying Carbon Fibre Boats to The Rajputana Rifles Regimental Centre, New Delhi. Swastik was declared successful as L1 bidder for the Tender.

Atlantis Enterprises, Mumbai – Railways Tender

(2017)

We represented Atlantis Enterprises in a Writ Petition before the Bombay High Court challenging the illegal cancellation of the tender awarded to Atlantis for WiFi Routers and other IT equipment supplied to the South Central Railways under the latter's scheme to install WiFi hotspots across railway stations.

Clientele

ACROSS 15+ INDUSTRY DOMAINS



Negotiations & Deal Structuring

Tenders: Consultancy & Litigation

Business across domains rely on us to represent them in negotiations, structuring deals and providing legal consultancy.

Negotiations & Deal Structuring



TayPro – Jasubhai Engineering (Investment Round, 2020)

Represented TayPro in their investment round to negotiate and structure special privileges deal for the Founders.

Deal valued at over INR 32 Million



Sayaji Hotels Ltd – Novex Media (Dispute Settlement, 2019)

Represented Sayaji Hotels to settle a Copyright Dispute with Novex Media.

Deal value over INR 2 million



Total TV – Shemaroo Entertainment (Dispute Settlement, Ongoing)

Representing Total TV to settle a Copyright Dispute against Shemaroo.

Deal value over INR 1.25 Million

Negotiations & Deal Structuring



LEEWO – Pioneer Food & Agro Industries (Operational Credit Recovery Settlement, 2019)

We advised and represented LEEWO before the NCLT, Mumbai and recovered operational dues in a settlement.

Deal valued at INR 1.3 Million

CONFIDENTIAL

Indian EPC – Nepali Construction Company (Joint Venture for Tender, Ongoing)

We're representing a leading Indian EPC company in deal negotiation for formation of JV with a Nepali Entity for participation in the Tender for Area Development Works of Rani Jamara and Kulariya Irrigation Project, Nepal.

Deal Valued at INR 39.36 Million

Telecom Focus

We have extensive experience handling Group Service Agreements (involving multi-territory deployments) with major telecom companies in Middle East, Africa, Latin America, APAC regions. This includes handling litigations in Africa, Middle East and APAC regions. The deployments include various technology platforms like CRBT, Voice, WAP, SMS and various enterprise solutions both on license and SAAS models.

Reach & Outreach

CLIENTS AND COMMUNITY



Global Reach

At Exponent Law we work across borders, practices and industries, collaborating with colleagues around the world to cater to our client's needs.

We forge unique co-operative arrangements, tailored to meet our client's requirements in international jurisdictions including, USA, EU, China, Japan, and the Middle East.

Service to Clients & Community

Exponent has built a service culture within our firm that goes beyond the client with a holistic view of the ecosystem. As a result, our clients develop a sense of trust in our people and our work.

As a part of our initiative to give back to the society, we reach out to those in the Start-up community and the education sector who lack awareness in the field of Corporate Laws and IPR through Rachana Foundation - an NGO supported by us.

Thank You

You can reach out to us:

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