

## ASIAN LEGAL BUSINESS

# INDIA

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REUTERS/Lee Smith

## **BUSINESS-FRIENDLY IS GREAT; PEOPLE-FRIENDLY IS EVEN BETTER**

It's hard to believe that just two months ago, India was in the throes of an election fever that in many cases was acrimonious and divisive. As you read this note, the country is in the middle of a different obsession – the Cricket World Cup – and definitely a lot more united. India's mood is also bullish after the national team defeated arch-rivals Pakistan in a key group game, thereby almost guaranteeing progress into the knockout stage. If only our political system brought this much joy to the whole country.

Narendra Modi's barnstorming return to the helm of the world's largest democracy has nevertheless gladdened the hearts of many, including India Inc, which looks forward to the continuation of business-friendly reforms. There is hope that investment in the country will continue to increase, and that India will stay on course to break into the ranks of the world's economically developed countries. However, while FDI and GDP numbers are important things to focus on, it would also be a good idea to look at improving other aspects that make up a nation well-being - civil rights, the environment and more. Apart from ensuring progress, they will also bring the nation together. – **RANAJIT DAM**

HEAD OF LEGAL MEDIA BUSINESS,  
ASIA & EMERGING MARKETS

**Amantha Chia**

amantha.chia@tr.com

MANAGING EDITOR

**Ranajit Dam**

ranajit.dam@tr.com

EDITORIAL ASSISTANT

**Aparna Sai**

aparna.sai@tr.com

COPY & WEB EDITOR

**Rowena Muniz**

rowena.muniz@tr.com

SENIOR DESIGNER

**John Agra**

john.agra@tr.com

TRAFFIC / CIRCULATION MANAGER

**Rozidah Jambari**

rozidah.jambari@tr.com

SALES MANAGER

**Krupa Dalal**

(91) 22 6189 7087

krupa.dalal@tr.com

# NEW PASTURES

BY APARNA SAI

Law firms globally have been developing newer practice areas—such as forensic, artificial intelligence and blockchain—to keep pace with the evolving nature of businesses and the attendant changes in law. And India is no different, with entrepreneurial law firms thinking out of the box to plan for the future.

**WHAT IS YOUR LAW FIRM DOING TO EXPAND BEYOND TRADITIONAL PRACTICE AREAS AND TAP INTO NEW SOURCES OF WORK?**



RAHUL MATTHAN

## Rahul Matthan

*Partner, Trilegal*

The development of our service offerings has been in sync with the needs of our clients and opportunities presented by changes in business landscape and the underlying legal ecosystem. We have been able to sight new business opportunities much in advance, and that has helped us stay ahead of the curve like in the case of writing the first contract for wind energy, being first in the country to set up a dedicated employment practice or being the preferred firm for renewables energy work in India. In new technology, we have been actively involved in the consultation phase with relevant policy groups, represented digital companies in the Aadhar Supreme Court Case which dealt with the idea of digital identity, and more. Defence is yet another area where sheer depth of sectoral knowledge among our lawyers coupled with a rich client roster, have helped us gain distinct advantage among Indian firms. We were part of the working group that assisted in the formulation of the Insolvency and Bankruptcy Code and have since built a well-rounded market-leading practice around this area, both on transactional as well as contentious fronts. Another area where we are heavily invested and continue to consolidate our position is white-collar crimes and investigations. We expect this practice to be busier in days to come.



VINAYAK BURMAN

## Vinayak Burman

*Managing partner, Vertices Partners*

The Indian legal market has recently been experiencing many dynamic changes, which has resulted in the rise of some very niche new practice areas within law firms based on their skill-set and credentials. To keep pace with the ever-evolving nature of business and the relevant changes in

laws, we have implemented newer practice areas such as a forensic and white-collar crime practice, economic offences legal advisory, cybersecurity measures advisory and innovative start-ups advisory with a focus on artificial intelligence and machine learning. We have advised on a significant number of innovative and complex, cross-border and domestic deals. We look forward to assisting on technology-oriented advisory and solutions for providing integrated risk management plans and offer risk mitigation solutions for businesses to help them function more efficiently. We have several plans in pipeline to implement new-age practice areas in relation to implementation of artificial intelligence, machine learning as well as use AI to build efficient and robust document management systems. We endeavour to provide our clients with the highest excellence of service that best suits their needs in onshore and offshore market and to make it seamless and efficient with a great focus on value-for-money-based service.

## Prateek Bagaria

*Partner, Singularity Legal*

Singularity Legal provides Asian clients with unique access to specialised and cost-effective international dispute capabilities. By employing artificial intelligence and other legal-tech solutions in cross-border disputes, we have significantly reduced costs involved in document review and disclosure especially in big-ticket construction and energy disputes which are voluminous and data heavy. Singularity outsources legal-tech services, which are seamlessly integrated with the firm's resources keeping overheads in check. Additionally, this matches the firm's model of interdependent modularisation which ensures that the clients receive the value of their money, and the benefit of the new age technologies. 