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# CORPORATE PROFILE

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**AB INITIO INDIA LLP**



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**1005, 10<sup>TH</sup> FLOOR INDRAPRAKASH**  
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## **OVERVIEW**

Ab Initio is a consulting firm specialized in providing solutions to Corporates & Start-ups in the practice area of **Transaction Advisory, Regulatory and Business Advocacy**. We believe in solution-oriented approach to any issue and providing practical solutions to the business is our strength, as also our goal. We are ‘business enabler’ in our thinking and approach. Therefore, we take pains to understand the business goals and practices before embarking towards solution and partner with businesses/clients in finding right and workable solution in ever changing world ecosystem.

We work closely with our clients on entire corporate process cycle for strategic advisory/opinions, Licenses, Due Diligence, Transaction Structuring, Business growth, M & A, Secretarial work and Litigation. The gambit of consulting is wide enough to cover various areas of an organization’s day-to-day working or events, which have far-reaching impact on the health of business.

We, at Ab Initio, are building to ensure that entrepreneurs and corporates are ready through all stages of their developing process, starting from the inception, to dealing with compliances, structuring and other growth phases.

We are equipped with experienced minds that will not only take care of your procedural fulfillments, but also have the expertise to cater to practical difficulties that may cause any hindrance for corporates and budding entrepreneurs. Every solution that we are providing for you is imperative steps to be taken to ensure the smooth functioning of the establishment. Our aim is to safeguard our clients from any ramifications, in case of defaults.

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## **WHAT WE PROVIDE?**

As the name suggests Ab Initio stands for '*from the beginning*'. Right from the beginning we believe in starting right. We assist during the conceiving of a 'strategic need' towards a new business or a decision in existing business. A decision is taken after brain storming & by covering all practical legal angles so as to have 360 degree analysis of a given situation. Our experience in dealing with practical side of corporate business with more than 20 years of Managing Partners experience and 75 years of collective experience enables the same.

It can be an initial matter like incorporations or business registrations; we are here to help. It is important to highlight the need for such registrations since in cases of defaults or disputes one may have to bear serious penalties in the future that may cause to become a reason for turbulence in the stages of future developments.

The licenses and approvals that are mandatory for any body incorporated as per law of the land are most important to keep pace with. Since there are different adherences for different industries it might seem difficult to cope up with as you grow. At every path, there are various compliances that need to be evaluated from time to time and we, help you to ensure that you are ready.

We also understand that funding is the backbone for corporates and thus, we provide our boutique services to assist in arranging finances at various stages. Not only this, we look at your requirements and secure you by providing due diligence on any subject. To keep you updated with everything that you need to know on auditing, accounting and taxations will be our responsibility. We tailor-make solutions to cater to each of our client's needs and work around their obligations and help them fulfill the same. From the start, we stand along with all our clients and at every step of their progress, we are prepared to gear them up for the next rounds to come.

## **SERVICES**

<b>Registrations:</b> FSSAI, GST, Shops & Establishments, IEC Code, Startup registration, IPR, Lease Deed, Agreement to Sell, Will or any other business registrations which are compulsory or optional in land matters.	<b>Licenses &amp; Approvals:</b> Ab Initio practice focus is driven by unprecedented policy and regulatory issues confronting heavily regulated industries like Liquor, Telecom, Aviation, Power, Gaming and NBFC etc.
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<p><b>Fund Raising</b> : Term Loan, Working Capital Finance, Bridge Loan , Unsecured Loan, LAS (Loan against Shares) ,LAP (Loan against Property), NCD's.</p>	<p><b>Capital Markets:</b> Equity, IPO (Initial Public Offer), Private Placement, Qualified Institutional Placement, Rights Issue, Bonus Issue, OFS (Offer for Sale)</p>
<p><b>Compliances &amp; Non Compliances Adjudications</b> under Companies Act, 2013 its Rules, Securities Exchange Board of India (SEBI), Foreign Exchange Management Act (FDI, FIPB), Capital Market &amp; Stock Exchanges, RBI &amp; MCA.</p>	<p><b>Biz Start up advisory:</b> We provide clients with a comprehensive knowledge to register the business in India and abroad in a simple and economical way. We understand and appreciate that setting up of a company is a crucial decision which requires in depth strategic business and legal considerations. We not only assist to set up your business but also assist in compliances with various post registration requirements.</p>
<p><b>Due Diligence:</b> We carry out due diligence for various transactions which primarily relate to Company Buy out, Partial acquisition of shares, Third Party Investment, Private Equity transactions and venture capital funding both by the India as well as foreign investors. We carry out investigative due diligence on behalf of our clients to reduce their exposure to reputational and commercial risks.</p>	<p><b>Secretarial / Statutory Audit &amp; Assurance:</b> We provide the expert services in the field of risk Assessment, System &amp; Internal Control Audits, Management Audit, Statutory Audit/ External Audit, Legal &amp; Compliance Audit, Concurrent/revenue Audit. We arrange Compliance Certificates, Secretarial Audit as required by the Companies Act, 2013</p>
<p><b>Business Advocacy:</b> We assist you with clear demarcated and distinguished communication and interaction platform with the associated bodies of the Government in the most transparent and productive manner.</p> <p>Custom-made solutions to help enhance your business via suitable combination of approaches, techniques and messages by which we seek to achieve the advocacy goals and objectives laid out. Bridging the gap between you and the correct resources having strong professional experience right from across the table.</p> <p>An amalgamation of methods such as Coalition Building, Networking, Institution Building, Sensitisation, etc are carried forward in a timeline fashion keeping budgets in mind to yield positive outcome.</p>	<p><b>Regulatory</b></p> <ul style="list-style-type: none"> <li>• Appearances before SEBI/RBI/NCLT/FIPB</li> <li>• Legal / Secretarial due diligence process in relation to IPO.</li> <li>• Listing of Securities at BSE / NSE.</li> <li>• Preferential Issues / Private Placements.</li> <li>• Right Issues.</li> <li>• Procedural formalities in relation to issuance of ESOP</li> <li>• Compliances under Listing Agreements.</li> <li>• Compliances under Corporate Governance.</li> <li>• Takeover Code &amp; Open Offers.</li> <li>• Insider Trading Compliances.</li> <li>• Delisting of Securities.</li> <li>• Buy Back of securities.</li> <li>• FIPB &amp; DGFT Approval</li> </ul>

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## **PRACTICE AREAS:**

### **1. CORPORATE COMMERCIAL ADVISORY**

Our Corporate and commercial advisory practice is well equipped to steer complex transactions from start to finish and contract of all natures. We have expertise on all aspects of a transaction such as pre acquisition advisory, regulatory approvals, corporate-secretarial matters and on – going compliances. We use an integrated approach, working with multiple practice experts to identify the optimal strategy and structure for our clients. Our team advises companies, directors, shareholders, partnerships, limited liability partnerships, trust, and other business entities on a range of transactional and regulatory matters, in highly regulated sectors.

### **2. DISPUTE RESOLUTION-LITIGATION & ARBITRATION**

Our Litigation Practice helps our clients to effectively manage their businesses through strategic legal advice and mitigating risk at the outset. We cover a wide spectrum of sectors, in both representational and advisory legal services, guiding our clients, individuals and companies , on all aspects of their disputes- whether it is court litigation or arbitration –including court and tribunal appearances , the selection and management of experts, development and execution of strategy, conduct of hearing and settlement negotiations.

### **3. INSOLVENCY & RESTRUCTURING**

We have closely worked with top insolvency practitioners as well lenders. We carry a solution oriented approach, navigating through the complex legal landscape in India without losing sight of commercial and business objectives and we strive to deliver effective advice and provide guidance on complex restructuring and insolvency proceedings.

### **4. INTELLECTUAL PROPERTY –PATENT & TRADEMARK**

Our IP associate comprise of professionals with expert grounding in every aspects of patent, Trademark, Copyright and Design prosecution, business transactions ( including structuring , licensing , franchising , joint ventures, mergers& acquisitions , IP audits/Due diligence , etc.) and litigation (including enforcement/anti-piracy). Our associates clients range from large international and multinational corporations to upcoming start-ups and clients come to us for workable solutions for issues involving their products and IP portfolios. The IP practice of the firm employs a global approach, fully integrating it into our multidisciplinary practice.

### **5. DRAFTING & CONVEYANCING:**

We advise on drafting joint venture and foreign collaboration agreements, shareholders agreements, definitive sale purchase collaboration and escrow agreements, commercial contracts, retail agency agreements, hire purchase agreements, infrastructure project agreements, labour agreements, sale deeds, trust deeds, SPV setup. The Partners have expertise in drafting of commercial contracts and advising on various commercial transactions.

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## 6. BUSINESS ADVOCACY

We assist with clear demarcated and distinguished communication and interaction platform with the associated bodies of the Government in the most transparent and productive manner. We adopt a unique strategic approach to cater and address the needs of our client and their issues. Through its large pool of advisors and their inexhaustible experience ideas are adopted and implemented to bring your problems to a conclusive end.

## 7. CAPITAL MARKET

Our capital markets advisory covers areas of funds raising in domestic and cross- border securities, insurance, including equity, debt and hybrid instruments. Our team assists and advises clients on planning /preparation, structuring and execution of domestic and overseas securities offerings such as IPOs, QIPs, ADRs, GDRs, REITs and InvITs.

### **TEAM:**



**AMIT MANCHANDA: LLB, FCS, PGDBA**  
MANAGING PARTNER

Amit is a law graduate & Fellow member of ICSI carries more than 20 years of corporate experience in handling variety of assignments in Transaction Advisory, Strategic Litigation, Arbitration, Corporate & Legal Compliances.

Amit has headed the legal & secretarial functions of one of the largest liquor company before starting the consulting practice.

Amit has worked on diversified corporate areas like Trade Marks Infringements & Protections; Joint Ventures documentation; Takeover of Financial Assets; Buy back of securities; QIP Placements, Preferential allotments, Mergers & Amalgamation, Formulation of ESOP schemes. He has worked on various funding requirements of business like Approaching Capital market for raising funds through instruments like Non-Convertible Debentures (NCDs), Commercial Papers (CPs), Foreign of Currency Convertible Bonds (FCCBs), Compulsory Convertible Preference Shares (CCPS), Loan Syndication, External Commercial Borrowings, Treasury Operations etc. Amit also possesses expertise into diversified works i.e. Assets acquisitions, Real Estate Litigation, Securitisation and Assets reconstruction, compliances pertaining to RBI, Stock Exchanges, SEBI and other governing bodies.



**ATEEV KAPOOR: MBA, LLB – PARTNER**

Ateev Kapoor is MBA from Cardiff University, UK with more than 15 years of PQE in the field of Strategic Assignments, Corporate Affairs, Business Advocacy, Client Relationship Management and Business Development, Legal Advisory. He has worked with esteemed organisations in the field of Assets Reconstruction, Real Estate, Consulting & Finance. He has worked with Government agencies like

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NAREDCO and has worked on projects with Foreign Missions established in India. He believes in managing clients relationships with trust and belief.

He has worked in prestigious law firms like Kochar & Co, Athena Legal before joining Ab Initio.



**SATISH CHANDRA PANDEY | LLB, FCS : Partner**

Satish Chandra Pandey heads the Corporate Regulatory practice of Ab Initio and has over 15 years of experience and expertise in dealing with compliance, regulatory and litigation matters. He also provides general litigation support to Ab Initio. He represents clients on diverse issues in various District Courts, Industrial Tribunals, the Hon'ble High Court and the Supreme Court.

Satish has had an extensive exposure in the Hard core litigation under Indian Penal Code, Criminal Procedure Code, Civil Procedure Code, Negotiable Instrument Act and Employment related Acts.

Satish has also been engaged in re-organization and restructuring of organizations, Licenses and approvals, Incorporation, transfer of undertakings and closure of undertakings. He is also well versed in drafting and vetting of Service Agreements, Vendor Agreements, Employment Contracts, Consultancy Agreements, Lease agreement, agreement to sell, sale agreement, license agreement etc.

Before joining Ab Initio, Satish has worked in various corporate roles with Radico Khaitan Limited, Panacea Biotech Limited, India Today group amongst others. Satish is highly connected with diversified business groups and carries rich experience of liasoning and litigation.



**Mr. NARENDER GUPTA- PGDBM | LLB; FCS -Partner**

Narender is Graduate in Commerce and Law with Post Graduation in Business Management & Fellow Member of the Institute of Company Secretaries of India.

He has more than 35 years of working experience. His industry exposure is across, Manufacturing, Engineering, Real Estate, Telecom, Broadcasting, Entertainment and Service Sectors. His work exposure includes Legal Matters in Corporate and Litigation environment, Commercial Matters, Issues of Corporate Governance, Public Policy, Regulatory Affairs and Corporate affairs.

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He has played very crucial and positive role by participating in shaping of progressive policies in the telecom & broad-casting sectors through active collaboration with the Industry, Regulator and the Government, in the backdrop of a fast changing policy and economic environment. He has worked very closely with bureaucracy both at the Centre and state level governments, Industry bodies, International Bodies, media, regulators & Policy Makers as well as with the leading trade associations such as FICCI, CII, ASSOCHAM etc. His strength lies in precise and meticulous evaluation of issues and he firmly believes in making use of the legal knowledge but with business sense.

He has rendered advisory services in the areas of Strategy Formulation and Implementation, Public Policy, and Corporate Affairs and has advised several corporates, from time to time, both in India and neighboring countries for a host of Indian and MNC conglomerates.



**Atul Upadhayay | LLB -Senior Associate**

Atul has been practicing law since 2018 and has been at Ab Initio Legal since March 2020. Prior to Ab Initio Legal, Atul worked with a couple of other reputed Indian law firms and Companies like Panacea Biotech Limited.

Atul, being a commercially minded attorney, makes him fit for representing legal matters for largest investment banks, public and private companies. He has worked with companies in many industries, among them consumer products, telecom, health care and industrial chemicals.

He also advises clients with respect to the preparation of form contract documents, internal contracting and procurement policies, and claims avoidance practices.

Atul provides very sound and reliable legal advice and also understands a client's commercial concerns. He is a problem solver and great in arbitration and negotiations.

His expertise lies in corporate and commercial Litigation including defending criminal prosecutions of organisations and its employees for various non-compliances, defending complaints under Consumer Protection Act, Prosecutions involving Insurance claims and prosecutions for electricity theft under the Indian Electricity Act.





**DEEPAK SHANKAR** | *LLB- Senior Associate*

Deepak is a law graduate with more than 5 years of PQE in litigation and contracting. He has diversified knowledge in the field of MACT, arbitration, NCLT matters, consumer cases etc.

He is practising in District, Session and High Court and well understands the procedural aspects of litigation. He has good hands in research on various aspects of strategic and legal issues.

He has handled the matters under Indian Penal Code, Negotiable Instrument Act, Consumer Protection, National Company Law Tribunal and Arbitration.

He has worked with ANS Legal before joining Ab Initio.



**SRIJAN UPPAL** | *LLB – Senior Associate*

Srijan is enrolled with the Delhi Bar Council and Member of the Delhi High Court Bar Association with expertise in IPR and litigation.

Srijan brings with her 4 years of experience in Intellectual Property Rights Practice in both Contentious and Non-Contentious issues and Advisory in Trademarks, Copyrights, Patents, Designs,

Geographical Indications, Domain Names, Trade Secret and Confidential Information, Licensing, Unfair Competition, Media and Entertainment Laws, Corporate Commercial & Transactional work, Information and Technology Laws.

An experienced Counsel with a demonstrated history of working in the field of Intellectual Property Rights in the Supreme Court, High Courts, District Courts, Trade Marks Registry, Copyright Office, Patents and Designs Office and Arbitration Tribunals.



**NEERAJ KHANNA** | *B.COM, ACS, LLB- Associate*

Neeraj is an associate member of the Institute of Company Secretaries of India (ICSI) and is a Law Graduate coupled with corporate experience.

He has experience of more than 4 years in handling MCA filings, compliance management, XBRL Filings for corporate clients and handling of regular compliances of listed and unlisted companies.

He also handles Liaoning functions with various statutory and regulatory authorities. He has been actively involved in dealing with approval cases with Ministry of Corporate Affairs.

He has a strong hand in Secretarial Audits, Corporate Governance Audits, Due Diligence

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functions and compliances of RBI Laws pertaining to Non-Banking Financial Companies.



**SHAILY CHAUHAN** | *B.COM, ACS, LLB- Associate*

Shaily Chauhan is a Law Graduate and an associate member of the Institute of Company Secretaries of India (ICSI).

She has more than 4 Years of experience in handling variety of secretarial and compliance functions. She has worked with listed company in real estate as well as startup. She has assisted in filing of DRHP with SEBI and handled various MCA filing, SEBI compliances, XBRL filings, annual filings and other regular compliances of listed and unlisted companies.

She also has the experience of drafting petitions, legal notices, agreements, trademark applications and labour law related work.

Before joining Ab Initio, Shaily has worked esteemed organisations like Ansal Properties and Infrastructure Limited, Easy Trip Planners Limited.

### **LIST OF CLIENTS**

- Panasonic AVC Networks Private Limited
- Radico Khaitan Limited
- Indian Infoline Securities Limited
- BSES Rajdhani Power Limited
- National Waqf Development Corporation Limited
- New Delhi Centre for Sight Private Limited
- Pee Aar Exim Private Limited
- Winzone Technologies Private Limited
- Vedic Collection Private Limited

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