







## Vivek K Chandy

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### Practice Areas

Corporate

Finance

### Sectors

Real Estate

Manufacturing

Life Sciences, Healthcare and Pharma

Technology, Media & Sports

Hospitality, Tourism & Retail

Construction and Engineering

Services

### About

Vivek assumed office as the Joint Managing Partner of the Firm from January 2019. He has over 30 years of experience in areas of private equity, mergers and acquisitions, corporate commercial work and real estate advisory in India. Vivek is also qualified to advise on international commercial arbitrations and is a member of the Chartered Institute of Arbitrators (CI Arb).

Vivek is consistently recognised as a leading lawyer for Corporate/M&A, Private Equity, Real Estate, and Investment Funds by several prominent global legal directories including Chambers & Partners, Legal 500 and IFLR 1000. He is also included in the A-List: India's Top Lawyers and Legal Icons by India Business Law Journal's annual listing for 2022 and 2021 and is named in India's Super 50 Lawyers list by Asian Legal Business (ALB).

## Experience

Vivek attracts strong praise from clients and market commentators, with clients reporting that he is "brilliant to work with, knows the law very well and has business sense and knows what the client needs done" and "He has a great demeanour; he is very approachable, helpful and honest in his point of view".

Transactions of significance include acting for:

- Advised a large sovereign wealth fund in its investment in India with total investment amounting to approximately INR 12.4 billion
- Advised a leading multinational quality control and compliance service provider in relation to acquiring an Indian Company in the business of testing, inspection, certification and provides services for food, environmental and pharmaceutical quality assessment
- Advised one of the largest global advisory firms in its strategic divestiture of asset portfolios across jurisdictions
- Advised Symphony Technology Group in its acquisition of a multi-geography AI powered SaaS innovator
- Advised Volvo CE's divestiture of its ABG paver product line in India in favour of Ammann Group
- Advised TVS Industrial & Logistics Parks Private Limited in its acquisition of an Andhra-based industrial park
- Acted for a US headquartered multinational growth focused venture capital fund in its acquisition of an AI based healthcare and patient engagement company
- Advised **Rental Yield Plus Fund** managed by Edelweiss Alternatives on the acquisition of MMTP Projects Private Limited ("**MMTP**") for over INR 1,500 crores
- Advised Prestige Estates Projects Limited on the USD 1.5 billion portfolio sale transaction of its office and retail platform to Blackstone Group. This is one of the largest real estate deals in the country to date, both in terms of the number of assets and deal value.
- Advised Prestige Estates Projects Limited in an investment by HDFC Capital Advisors to support projects being developed by Prestige in the mid-income and affordable housing segment in India
- Advised TVS Supply Chain Solutions Limited and its promoters in connection with the primary and secondary investment by Gateway Partners and secondary investment by Mitsubishi Corporation in TVS Supply Chain Solutions Limited.
- Advised TVS Supply Chain Solutions Limited and its promoters in connection with the acquisition of shares of TVS by CDPQ from Goldman Sachs and KKR and investment in the share capital of TVS by Gateway Partners
- Advised eBay in relation to its investment into Flipkart Limited and sale of eBay India to Flipkart Limited.
- Advised Facebook, Inc. in its first acquisition of a company in India, Little Eye Software Labs Private Limited and in relation to its multiple investments in Sorting Hat Technologies Private Limited, the company which operates the online education platform, Unacademy

- Advised Volvo Group in relation to the sale of its bus business in India to VE Commercial Vehicles Limited
- Advised Virtuous Retail South Asia Pte Ltd in its acquisition of Anisha (Mauritius) Limited from SUNGumberg India Real Estate PCC
- Advised Embassy Group in connection with its transaction with WeWork, where Embassy Group and WeWork are establishing and operating shared workspaces
- Advised Amazon in connection with several investments in India as well as general corporate and exchange control advisory matters
- Advised Divyasree Developers in connection with setting up of India Office Assets Fund I, a Category II Alternative Investment Fund registered with SEBI for the purpose of developing new projects
- Advised Red Fort Capital in connection with its various investments in real estate projects in India
- Advised a large multinational financial company in connection with its campus project for the lease of 1.5 million square feet from a local developer in Bangalore, which is one of the largest committed commercial real estate transactions in India
- Advised Deloitte in connection with its leasing matters in India, including leasing approximately 3 million square feet space of office space in Gurgaon, Hyderabad and Bangalore
- Advised a US-based listed REIT on several transactions in India in connection with their investments and exits from real estate projects in India
- Advised Allstate, Cerner, First Advantage, PricewaterhouseCoopers, Salesforces in complex employment arrangements and investigations
- Advised on management and operating hospitality contracts for groups such as the Four Seasons, Hilton and the Fairmont Group
- Advised and assisted Symphony Technology Group in relation to the India related aspects of its acquisition of eProductivity Software from Electronics for Imaging.

## Memberships

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The Bar Council of Karnataka

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## Publications

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**“FDI in India: Boosting innovation, growth and trends through technology”** published in The Times of India, June 13, 2024

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**“Soaring property prices - luxury in Parts”** published in Financial Express, January 5, 2024

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**“PTCL Amendment whether the lesser evil”** published in The Legal Era, December 26, 2023

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**“Why Indian HNI’s prefer ODI route to invest in international real estate”** published in The Financial Express, December 11, 2023

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**“All you need to know about FDI in Indian Real Estate”** published in Times Property, July 9, 2022

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**“Rising cases of IBC. Worrisome for the sector”** published in Reality+, May 9, 2022

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**“Real Estate 2022 | Law and Practice Guide”** published in Chambers & Partners, April 24, 2022

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**“FDI in Real Estate: unlocking potential”** published in ET Insights, March 29, 2022

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**“M&A Transactions in Real Estate”** published in Economic Times, September 29, 2020

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**“Recent amendments to FDI policy – a boon or a bane?”** published in Live Mint, April 23, 2020

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**“The need for greater clarity”** published in DNA Property, April 02, 2016

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**“The endless wait for India’s real estate regulatory bill”** published in Hindustan Times Estates, September 05, 2015

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**“Web pharmacies throw up interesting legal questions”** published in Financial Chronicle, October 16, 2015

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## **Education**

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B. A., LL.B., Sri Jagadguru Renukacharya College of Law (1991)

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## **Languages Spoken**

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English

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Hindi

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Kannada

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Tamil

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Malayalam

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