

START-UPS

Celebrating Partnerships



OVERVIEW

Khaitan Legal Associates: A Start-Up Solutions Provider

Khaitan Legal Associates is a full-service law firm, with its partners having advisory and dispute resolution experience spanning over 2-3 decades. It boasts of a dynamic and wide-ranging practice with a demonstrable capacity to serve clients across the start-up ecosystem, from early-stage entrepreneurs, funds, angel investors, and Venture Capitals to private equity firms.

KLA's key differentiation lies in the diversified specialization of its dedicated team. This allows us to support our clients' needs across sectors and domain expertise including niche areas such as deep tech, insurance, and data protection, among others.

THOUGHT LEADERSHIP & SOCIAL IMPACT

KLA believes that an open environment for entrepreneurship is best bolstered by class-leading thought leadership. To this end, we regularly engage with industry bodies, governmental entities, and the start-up community at large. Some of our key engagements include:

- Our partners and consultants serve as mentors for Invest India – a non-profit venture of the Department for Promotion of Industry and Internal Trade, Ministry of Commerce and Industry, Government of India.
- Our partner, Ms. Shruti Dvivedi Sodhi, is a member of the Start-up Committee at the Federation of Indian Chambers of Commerce and Industry (FICCI). KLA regularly engages with FICCI-led advocacy events and publications.
- Ms. Shruti Dvivedi Sodhi also serves as the Impact Champion for the Wadhvani Foundation, a not-for-profit platform geared towards the acceleration of entrepreneurship through networking and mentorship.
- Engaging with start-ups through the Kerala Start-Up Mission and the Gujarat Student Start-up and Innovation Hub (i-Hub). Providing advice on common legal challenges faced by start-ups through state cohorts in Uttarakhand, Chhattisgarh, and Haryana, among others.
- Advising the Social Entrepreneurs Foundation of India (also known as UnLtd India) on several aspects of their work in providing support and mentorship to start-ups geared towards social impact.
- Conducted various workshops for the Data Security Council of India on corporate governance, employee stock option plans, and fundraising.

REPRESENTATIVE ADVICE

We have assisted start-ups across India with their incorporation, strategic advice, and documentation relating to foreign direct investments, exchange control regulations, market entry strategies, business transfer arrangements, exit strategies, and general corporate advice. Our team is also renowned for its professionalism, drafting experience, and the ability to advise on sophisticated structures and commercial contracts. A brief overview of our experience in the start-up space is provided below:

- Acted as general counsel for YourNest Capital Advisors and providing advice on various transactions, drafting, negotiating, and finalising transaction documents for their investment in various start-ups such as Subconscious Compute Private Limited and Vidhi Techinnovation Opportunities Network Private Limited, among others.
- Advised YourNest India VC Fund in its exit from Xpedize Ventures Private Limited, a SwaS Platform which provides for supply chain finance, by way of sale to Clear.
- Advised Clear (formerly known as ClearTax) on its acquisition of Cimpfyfive Corporate Secretarial Services Private Limited, a Bangalore-based company engaged in providing automation solutions for corporate compliance risk management, in an all-cash deal.
- Advised Ekam Ultra Farms Private Limited (Gourmet Garden) on its fundraise from its existing shareholders and other investors.
- Acted as general counsel and undertook due diligence, drafting, and negotiating transaction documents for investments and exits for the Indian Angel Network (IAN) in various start-ups such as Beamer Food and Beverages Private Limited (Biggies Burger) and others.
- Advised Campus Fund in undertaking due diligence, drafting, and negotiating transaction documents for its investments in various start-ups.
- Advised Shark Namita Thapar from Shark Tank India in her investment into Renal Project Co Private Limited, a Mumbai-based company delivering dialysis therapy to kidney patients, and online apparel platform Ballr Apparels Private Limited (Bummer).
- Advised a leading EdTech company, Analytics Vidhya Private Limited on a strategic investment by Fractal.
- Advised Thriwe Consulting Private Limited on its acquisition of Alliances Galore Private Limited, an insight-driven alliances management company.
- Advised Licious on matters relating to foreign direct investment in the retail and manufacturing sectors.
- Assisted Locad India Private Limited, which provides logistics solutions to warehousing, in its incorporation and supported it in its general corporate requirements.
- Advised Wynaut Webventures in the sale of Student Identify, the largest digital student verification provider in India, to UNiDAYS.
- Advised Vecmocon Technologies Private Limited (Vecmocon) in its Pre-Series A fundraise from Tiger Global, Blume Ventures, and other investors.
- Advised YourNest Venture Capital on its exit from Just4kids Services, Momspresso, by way of sale to Honasa Consumer Private Limited.

REPRESENTATIVE ADVICE

- Advised an overseas healthcare technology company on setting up an office in India and drafted and finalised legal documentation for receiving foreign direct investment and all other operational commercial contracts and strategic partnerships.
- Served as general counsel for Analytics Vidhya and Thriwe Consulting and provided advice on service agreements, employment agreements, transactional documents, and internal policies.
- Represented existing investors in the Series A to Series E round of funding of Fareye (Robotic Wares Pvt. Ltd.), engaged in providing a technology platform for logistics and delivery.
- Advised NotSoSecure in setting up operations in India, assisted in incorporation, ongoing secretarial compliances, ongoing employment matters, and advised on its acquisition.
- Advised a private equity fund on the India leg of its Series B funding in a company offshore having an Indian subsidiary engaged in the business of providing self-driven car services to the end customers.
- Advised one of the largest private equity investors in the education sector on acquiring Indian educational institutions from the existing shareholder being a Spanish fund.
- Advised various entities in their end-to-end corporate secretarial and regulatory matters. The scope of advice included managing corporate compliances, assisting in holding board and shareholder meetings, maintaining secretarial records and returns, and filing with the registrar.
- Advised various entities in matters relating to exchange control and advised on filings with the RBI and annual filings.
- Represented an English company involved in the business of stand-up comedy in an arbitration against its joint venture partner.
- Represented a leading music label before the Intellectual Property Appellate Board in an Appeal in respect of statutory licensing.
- Advised a US-based petrochemical company with a presence in India in drafting its employee handbook for three different locations.
- Advised the Indian subsidiary of a leading US enterprise on the dismissal of the employees on ethical grounds.
- Advised a subsidiary of a French software company in India on the termination of employees on account of performance issues.

START-UP OFFERINGS

We are keen to work with you throughout the life of the start-up. We would be delighted to be given an opportunity to be appointed as legal counsel for the start-up. We have the capability and expertise to offer our services in the following areas:

- **Funding and Transactional Support:** Advising on structuring, including foreign investment, undertaking due diligence, drafting, negotiating, and finalising transaction documents, and assisting in the closing of the transaction.
- **General Corporate Advisory:** Assisting in providing general corporate advice across a range of sectors, including insurance, banking, and foreign exchange, among others.
- **General Counsel:** Assisting several industry-leading clients as their general counsel and providing a wide gamut of services on day-to-day legal challenges faced by clients.
- **Data Protection and Privacy:** Advising clients on compliances, consent forms, and internal processes relating to data protection and privacy under existing law and preparedness for the proposed Personal Data Protection Bill. Further advising regulated entities in banking, insurance, and telecom on specific protocols and procedures additionally applicable to them.
- **Employment Advisory:** Providing advice on the changing law and compliances under the recently amended labour codes. Drafting and advisory on employment contracts, employee handbooks, and workplace policies, among others.
- **Litigation and Intellectual Property:** Advising on pre-litigation strategy, drafting, and filing notices, applications, and pleadings, briefing counsels, and representing clients across different forums in India. Assisting in preparing and making regulatory applications, undertaking due diligence, and drafting and negotiating agreements and filings pertaining to IPR-related matters.
- **Insurance Laws:** Advising on insurance laws, drafting insurance policies including directors' and officers' liability policy, representation, and warranty policy, and making applications or representations before the Insurance Regulatory Development Authority of India.
- **Regulatory Compliance:** Assisting in regulatory applications to various authorities across India, drafting replies to show cause notices and representation before authorities. Assisting in managing end-to-end corporate secretarial compliances.



Shruti Dvivedi Sodhi

Partner

[LinkedIn](#) | [Contact](#)

With decades of in-house and law-firm experience, Shruti heads the Delhi office. Shruti is an expert in Data Protection, Start-Ups and TMT.



Aditi Chandak

Senior Associate

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Aditi is a Senior Associate based in the Delhi office of Khaitan Legal Associates and is a part of the corporate team of the firm.

OUR START-UP
TEAM



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