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Chadha & Co.: Providing Proactive Legal Advice for Corporate & Commercial Law Needs

By Anamika Sahu

Multi-speciality services firm is a buzz word in the law industry. But to be the master, one needs to be like Arjuna – the brave warrior from the epic Mahabharata – who was declared the best archer due to his sheer concentration on the task at hand. Following this line, Chadha & Co. too has become the legend in the legal fraternity through its inbound practice in advising foreign corporations doing business in India on Indian law and regulations that are relevant to their business since 2002.

The advisory services provided by the firm extend from India entry strategy to structuring the client's entry, establishing Indian operations, and on legal and regulatory issues while conducting their operations in India. "Our focused practice gives us a clear understanding of the needs of such foreign companies. This enables us to anticipate client needs and render practical and precise legal advice," says Namita Chadha, Founder & Managing Partner, Chadha & Co. This specialisation in advising foreign companies sets it apart from other Indian law firms.

The Expertise

Since past 10 years, India has not been seen as an attractive investment destination by foreign investors. Policy uncertainty and retrospective changes to tax laws, corruption, labor unrest, inflation and slowing growth rates have been deterrents for foreign companies looking to do business in India. For some investors, the country is also

viewed as a difficult country to do business in where setting up a business with all licenses and approvals can be very time consuming. But Chadha & Co.'s expertise makes the entire process smooth and predictable.

The firm has proficiency across industries and areas of law. Chadha & Co. is familiar with the specific needs of companies from most of India's large trading partners, having acted successfully for clients from over 31 countries. The management team's years of industry experience provides the firm with an understanding of the key issues and challenges that foreign companies face while doing business in India. "We also have a good understanding of the key legislations in the home countries of our clients which impact them while doing business globally, and are able to advise them on how to implement the requirements of such legislations in India. Our in-depth knowledge of laws and understanding of business cultures enables the firm to advise clients on conducting effective negotiations with Indian companies," adds Namita. While Namita has over two decades of experience in corporate and commercial laws and was recognised by Legal Era as 'Woman Lawyer of the Year', several lawyers of the firm have dual qualifications that enables the firm to view problems holistically. Senior Partner Rahul Chadha, in addition to his qualification as a lawyer, is also an electronics engineer and an MBA from IIM Bangalore, with considerable



Namita Chadha,
Founder & Managing Partner

experience in industry and as an entrepreneur. This provides the firm an edge over its competitors. The collegial and politics-free work environment in the firm makes it a happy place for lawyers to work in. This reflects in the firm's high quality of work. Recently, Asialaw has recognised the firm's Corporate/M&A practice as 'Highly Recommended' in India.

While several law firms pride themselves in their diversity, Chadha & Co. envisions to be focused and be the first choice amongst law firms for foreign companies doing business in India. To attain this, the firm provides the most innovative, practical, timely and cost-effective legal advice. In future, Chadha & Co. also intends to act for Indian companies seeking to expand internationally and selectively develop its India client base as well. 