



Nishith Desai Associates  
LEGAL AND TAX COUNSELING WORLDWIDE

# DIGITAL JUNE 2021

Navigating Complexities  
of the Digital Economy in India

14-17 June 2021

Hello Friends,

While India has been the back-office of the world for over two decades, it has been undergoing a rapid change in recent years due to the penetration of the mobile technology in deepest corners of the country. The resultant access to the Internet has opened the world of information and knowledge to hundreds of millions of citizens. They are now part of the digital revolution that is changing the societies world over.

With this backdrop, India is witnessing the emergence of the digital economy. This has attracted the entire spectrum of companies — from the FAANG to startups — and investors—from largest sovereign wealth funds to private equity and venture capital firms to family offices and individual angel investors.

At Nishith Desai Associates (NDA), we believe that every new innovation, be it a technological, financial, business model or social, brings with it unique opportunities for growth but also unprecedented legal, regulatory and tax challenges. As a research-focused firm known for our 'Advanced Predictive Legal Practice', we employ our distinctive 'anticipate-prepare-deliver' model and investigate these challenges through our independent research. We regularly write research papers that examine the issues in depth and hotlines that provide quick analyses on new developments.

The digital economy also raises many challenges that require solutions. These solutions are incomplete, unless they address needs and concerns of all major stakeholders, including the consumers, industry, investors, innovators, entrepreneurs, regulators and society.

We are pleased to organize this first-of-its-kind four-day conference on navigating complexity of the digital economy in India. Our purpose is to offer an apolitical platform for a discourse among thought leaders on a foundation of our own research and expertise.

We are grateful to many leading organizations for supporting this event. We hope that you find our effort fulfilling and a steppingstone for further discussion and deliberation on the digital economy in India.

I am looking forward to welcoming you all virtually on June 14.

Warm regards,

**Nishith Desai**

Founder and Managing Partner

Nishith Desai Associates

[www.DigitalJune.com](http://www.DigitalJune.com)

## Entering the Indian Digital Ecosystem

India is on the forefront of the growth of digital economy fueled by young, aspiring population having access to playing-field leveling technologies.

This has attracted the entire spectrum of companies — from the FAANG to startups — and investors — from largest sovereign wealth funds to private equity and venture capital firms to family offices and individual angel investors.

This virtual four-day conference will focus on strategic, legal and tax issues involved in the digital economy ecosystem in India.

## KEY TOPICS

- **Entering the Indian Digital Economy ecosystem**
- **Various business models and their regulatory considerations**
- **Alternate investment structures**
- **Intermediaries and their liabilities**
- **Data ownership and protection**
- **Preferential treatment and exclusivity on platforms**
- **Mergers and Acquisitions**
- **Competition law issues**
- **Tax considerations including equalization levy**
- **Employment and human resources law issues in shared economy**

## PROGRAM

We have organized two sessions daily to accommodate the US, European and Indian participants.

In each session, the first hour will be for a panel discussion and Q&A followed by 15 minutes of a breakout group to meet speakers and networking.

## Monday, 14<sup>th</sup> June

10:30 a.m. ET / 7:30 a.m. PT / 4:30 p.m. CET / 8:00 p.m. IST

### Opening Keynote Conversation

#### Digital Economy – An Indian Perspective

- Explosive growth and potential in India
- Legal and regulatory framework
- Foreign direct investment – from regulators' perspective

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### 1 Breakout to meet speakers and networking

Nishith Desai  
Nishith Desai Associates

Vivek Pandit  
McKinsey & Co.

Mihir A. Parikh  
Nishith Desai Associates  
Session Chair

Gowree Gokhale  
Nishith Desai Associates

Vaibhav Parikh  
Nishith Desai Associates

11:45 a.m. ET / 8:45 a.m. PT / 5:45 p.m. CET / 9:15 p.m. IST

### Entering the Digital Economy in India

- Investment structures – Mergers and Acquisitions
- Competition law Issues
  - Dominance through data access
  - Impact on innovation
  - Killer acquisitions

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### 2 Breakout to meet speakers and networking

Nishchal Joshipura  
Nishith Desai Associates  
Session Chair

Eric Winston  
Mphasis

Neville Taraporewalla  
Brand Capital International

Harshita Srivastava  
Nishith Desai Associates

Ratandeep Roychowdhury  
Nishith Desai Associates

## Tuesday, 15<sup>th</sup> June

10:30 a.m. ET / 7:30 a.m. PT / 4:30 p.m. CET / 8:00 p.m. IST

### Regulatory Considerations in Various Business Models

- **E-Commerce models**
- **Intermediaries and their liabilities**
- **OTT platforms**

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### Breakout to meet speakers and networking

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**Vivek Kathpalia**  
Nishith Desai Associates  
Session Chair

**Gowree Gokhale**  
Nishith Desai Associates

**Huzefa Tavawalla**  
Nishith Desai Associates

**Rakesh Maheshwari**  
Ministry of Electronics  
and Information Technology

**Tarun Katial**  
Serendipity Media Tech PTE

11:45 a.m. ET / 8:45 a.m. PT / 5:45 p.m. CET / 9:15 p.m. IST

### Data Ownerships and Protection

- **Right to privacy**
- **Personal data protection**
- **Non-Personal data protection, including recent reforms for geospatial and maps data**
- **Impact on digital economy business models**

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### Breakout to meet speakers and networking

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**Vaibhav Parikh**  
Nishith Desai Associates  
Session Chair

**Aaron Kamath**  
Nishith Desai Associates

**Amlan Mohanty**  
Google India

**Inika Charles**  
Nishith Desai Associates

**Jennifer Tiang**  
Willis Towers Watson

## Wednesday, 16<sup>th</sup> June

10:30 a.m. ET / 7:30 a.m. PT / 4:30 p.m. CET / 8:00 p.m. IST

### Preferential Treatment and Exclusivity on Platforms

- **Network effects**
- **Conflicts of interest**
- **Abuse of dominance – Recent cases and actions**

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### Breakout to meet speakers and networking

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**Vyapak Desai**  
Nishith Desai Associates  
Session Chair

**Payal Malik**  
Competition Commission  
of India

**Payel Chatterjee**  
Nishith Desai Associates

**Suman Bery**  
Wilson Center

**Vinay Shukla**  
Nishith Desai Associates

11:45 a.m. ET / 8:45 a.m. PT / 5:45 p.m. CET / 9:15 p.m. IST

### Equalization Levy and Other Tax Considerations

- **Equalization levy and recent expansion – Applicability and exclusions**
- **Obligations, responsibilities and practical implications in various digital economy models**
- **Software batch appeals**

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### Breakout to meet speakers and networking

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**Parul Jain**  
Nishith Desai Associates  
Session Chair

**Dr. Leopoldo Parada**  
University of Leeds

**Dr. Dhruv Sanghavi**  
Nishith Desai Associates

**Meyyappan Nagappan**  
Nishith Desai Associates

**Rajat Bansal**  
Government of India



## Thursday, 17<sup>th</sup> June

10:30 a.m. ET / 7:30 a.m. PT / 4:30 p.m. CET / 8:00 p.m. IST

### Human Resources in Shared Economy

- **Labor law reforms – Four new labor codes**
- **Work from anywhere and managing the hybrid model**

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**NASSCOM®**

Breakout to meet speakers and networking

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Vikram Shroff

Nishith Desai Associates  
Session Chair

Ajay Singh Solanki

Nishith Desai Associates

Deepak Arora

NASSCOM

Perzine Dadyburjor

SHRM India, APAC & MENA

Preetha Soman

Nishith Desai Associates

11:45 a.m. ET / 8:45 a.m. PT / 5:45 p.m. CET / 9:15 p.m. IST

### Closing Session Keynote

**Professional Services in a Digital World:  
A Global Perspective**

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### Sectorial Perspective on Digital Economy

- **Digital health and telemedicine**
- **FinTech/payment systems – incl. blockchain**
- **Media and online gaming**
- **EduTech**

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Breakout to meet speakers and networking

Lee Frederiksen

Hinge Marketing

Dr. Milind Antani

Nishith Desai Associates  
Session Chair

Aarushi Jain

Nishith Desai Associates

Darren Punnen

Nishith Desai Associates

Jaideep Reddy

Nishith Desai Associates

Tanisha Khanna

Nishith Desai Associates

## SUGGESTED READING

### 2 14<sup>th</sup> June — Entering the Digital Economy in India



**Doing Business in India – The Guide for US Businesses and Organizations entering and expanding into India**

Nishith Desai Associates, Research Paper, February 2021



**Competition Law in India**

Nishith Desai Associates, Research Paper, December 2020



**Tax Issues in M&A Transactions**

Nishith Desai Associates, Research Paper, August 2020



**Business Transfer Why, How, and When?**

Nishith Desai Associates, Research Paper, July 2020



**Mergers and Acquisitions**

Nishith Desai Associates, Research Paper, May 2020



**Don't Mind: You've been acquired! L&T's Hostile Takeover of Mindtree**

Nishith Desai Associates, Research Paper, April 2020



**Private Equity and Private Debt Investments in India**

Nishith Desai Associates, Research Paper, May 2019



**Debt Funding in India**

Nishith Desai Associates, Research Paper, January 2019

### 3 15<sup>th</sup> June — Regulatory Considerations in Various Business Models



**Doing Business in India – The Guide for US Businesses and Organizations entering and expanding into India**

Nishith Desai Associates, Research Paper, February 2021



**Privacy and Data: India's Turn to Bat on the World Stage Legal, Ethical and Tax Considerations,**

Nishith Desai Associates, Research Paper, July 2020



**Technology and Tax Series Indian Equalization Levy Expanded – A Surprise Move!**

Bloomberg Publication. Nishith Desai Associates, Research Paper, June 2020



**Mergers and Acquisitions**

Nishith Desai Associates, Research Paper, May 2020



**3D Printing: Ctrl+P the Future A Multi-Industry Strategic, Legal, Tax and Ethical Analysis**

Nishith Desai Associates, Research Paper, April 2020

## 4 15<sup>th</sup> June — Data Ownerships and Protection



### **Privacy and Data: India's Turn to Bat on the World Stage Legal, Ethical and Tax Considerations**

Nishith Desai Associates, Research Paper, July 2020

- **Privacy and Data Protection – India Wrap 2020**  
Nishith Desai Associates, Hotline, January 2021

## 5 16<sup>th</sup> June — Preferential Treatment and Exclusivity on Platforms



### **Competition Law in India**

Nishith Desai Associates, Research Paper, December 2020



### **Market Study on E-Commerce in India: Key Findings and Observations**

Competition Commission of India, Government of India, August 2020



### **Market Study on the Telecom Sector in India**

Competition Commission of India, Government of India, January 2021

## 6 16<sup>th</sup> June — Equalization Levy and Other Tax Considerations

- **Business Model Case Study Platform Aggregators**  
Nishith Desai Associates, Research Paper, June 2020



### **Indian Equalization Levy Expanded – A Surprise Move!**

Nishith Desai Associates, Research Paper, June 2020



### **Online Education Sector – Business Model Case Study**

Nishith Desai Associates, Research Paper, November 2020

- **Technology and Tax Series- Issue IX**  
Nishith Desai Associates, Hotline, April 2021
- **Technology and Tax Series- Issue VII**  
Nishith Desai Associates, Hotline, February 2021
- **Technology and Tax Series- Issue VIII**  
Nishith Desai Associates, Hotline, March 2021



### **Payment Aggregators and Pre-Paid Instruments – Fintech: Part I**

Nishith Desai Associates, August 2020

## 7 17<sup>th</sup> June — Human Resources in Shared Economy

- **HR Law Hotline: India Consolidates and Codifies it National –Level Labor Laws**  
Nishith Desai Associates, Hotline, December 2020

## 8 17<sup>th</sup> June — Sectorial Perspective on Digital Economy



### **Digital Health in India, Nishith Desai Associates**

Research Paper, April 2020



### **Telemedicine in India- The Future of Medical Practice?**

Nishith Desai Associates, Research Paper, October 2020



### **The Blockchain**

Nishith Desai Associates, Research Paper, November 2018



### **EdTech: from IT to AI**

Nishith Desai Associates, Research Paper, June 2021



### **The Curious Case of Indian Gaming Laws**

Nishith Desai Associates, Research Paper, October 2020



### **cCep – Nishith Desai Associates**



### **Podcast: Digital Health in India – Online Pharmacies and Telemedicine**

Nishith Desai Associates, May 2020



### **Podcast: Digital Health in India – Emerging Technologies (Ai and 3d Printing)**

Nishith Desai Associates, May 2020

## SPEAKERS

### Aaron Kamath

Leader, International Commercial Laws and Technology-Media-Telecommunication Laws Practice

Nishith Desai Associates

### Aarushi Jain

Leader, Education and Intellectual Property Laws Practice

Nishith Desai Associates

### Ajay Singh Solanki

Leader, HR Laws Practice

Nishith Desai Associates

### Amlan Mohanty

Public Policy Counsel

Google India

### Darren Punnen

Leader, Pharma and Life Sciences Practice

Nishith Desai Associates

### Deepak Arora

Manager, Govt. Affairs and Public Policy

NASSCOM

### Dr. Dhruv Sanghavi

Leader, International Tax and international Tax Litigation Practice

Nishith Desai Associates

### Dr. Leopoldo Parada

Lecturer in Tax Law

University of Leeds

### Dr. Millind Antani

Leader, Pharma and Life Sciences Practice and Social Sector Practice

Nishith Desai Associates

### Eric Winston

Executive Vice-President, General Counsel

Mphasis

### Gowree Gokhale

Leader, IP, Technology, Media and Entertainment and Data Protection Law Practice

Nishith Desai Associates

### Harshita Srivastava

Leader, Venture Capital Investment and StartUps Practice

Nishith Desai Associates

### Huzefa Tavawalla

Leader, Disruptive Technologies Practice

Nishith Desai Associates

### Inika Serah Charles

Member, TMT, and IP Practice

Nishith Desai Associates

### Jaideep Reddy

Leader, Technology Law and Fin-tech Practice

Nishith Desai Associates

### Jennifer Tiang

Regional Cyber Lead – Asia

Willis Towers Watson

### Lee Frederiksen

Managing Partner

Hinge Marketing

### Meyyappan Nagappan

Leader, International Tax Practice

Nishith Desai Associates

**Mihir A. Parikh**

Leader, Research and Innovation  
and Strategic Legal Consulting  
Practice

Nishith Desai Associates

**Neville Taraporewalla**

President

Brand Capital International

**Nishchal Joshipura**

Leader, Private Equity  
and M&A Practice

Nishith Desai Associates

**Nishith Desai**

Founder and Managing Partner

Nishith Desai Associates

**Parul Jain**

Leader, International Tax Practice  
Practice

Nishith Desai Associates

**Payal Malik**

Adviser (Economics)  
and Head Economics Division

Competition Commission of India

**Payel Chatterjee**

Leader, International Dispute  
Resolution Practice

Nishith Desai Associates

**Perzine Dadyburjor**

Associate Director – Knowledge  
and Advisory

SHRM India, APAC & MENA

**Preetha Soman**

Leader, HR Laws Practice

Nishith Desai Associates

**Rajat Bansal**

Chief Commissioner of Income Tax

Department of Revenue, CBDT

**Rakesh Maheshwari**

Sr. Director and Group Co-  
ordinator, Cyber Law and eSecurity

Ministry of Electronics and  
Information Technology

**Ratandeep  
Roychowdhury**

Leader, Private Equity and M&A  
Practice

Nishith Desai Associates

**Suman Bery**

Global Fellow

Wilson Center

**Tanisha Khanna**

Member, Technology-Media-  
Telecom Practice

Nishith Desai Associates

**Tarun Katial**

Media Executive, Founder and  
Former CEO

Serendipity Media Tech PTE

**Vaibhav Parikh**

Leader, M&A and PE and  
Technology-Media-Telecom  
Practice

Nishith Desai Associates

**Vikram Shroff**

Leader, HR Laws Practice

Nishith Desai Associates

**Vinay Shukla**

Leader, Corporate and Competition  
Law Practice

Nishith Desai Associates

**Vivek Kathpalia**

M&A and PE and Education Practice

Nishith Desai Associates

**Vivek Pandit**

Senior Partner, Global Co-leader  
Private Equity and Principal  
Investor Group

McKinsey & Co.

**Vyapak Desai**

Leader, International Dispute  
Resolution and Investigation  
Practice

Nishith Desai Associates

**Aaron Kamath**

Nishith Desai Associates

**Leader, International Commercial Laws and Technology-Media-Telecommunication Laws Practice**

Aaron is a lawyer and leader of the International Commercial Laws and Technology-Media-Telecommunication Laws Practice Group.

Aaron advises clients on complex cross-border transactions including technology deals, mergers and acquisitions, private equity investments, legal and regulatory matters and commercial transactions across various sectors, with special focus on IT, digital media, e-commerce, retail and fin-tech.

He advises a number of multi-national corporations on various legal and regulatory aspects including privacy-related compliances and documentation; IP structuring, strategy and prosecution. He has also done extensive research and assisted clients in relation to disruptive technologies including AI, IoT, cloud computing and Ed-tech.

**Aarushi Jain**

Nishith Desai Associates

**Leader, Education and Intellectual Property Laws Practice**

Aarushi Jain co-leads the Education and Intellectual Property Groups at the multi-skilled and strategy driven international law firm, Nishith Desai Associates. With a niche focus on education sector, she has advised several clients, including pre-schools, K-12 schools and universities, Ed-Tech companies and strategic investors, both domestic and international, on legal, regulatory and tax issues.

Her specialization includes advising foreign universities and platforms with their India business, from a legal perspective. In addition, she also assists clients in collaborations, pathways, investments, acquisitions, joint ventures, licensing, marketing and distribution deals.

She is actively involved in education sector litigation and in providing regulatory advice. In addition to education, she works extensively on intellectual property, tech and media and commercial law matters at the firm.

**Ajay Singh Solanki**

Nishith Desai Associates

**Leader, HR Laws Practice**

Ajay Singh Solanki is Leader of the Labour and Employment Law Practice at Nishith Desai Associates and is based in Mumbai, India.

Ajay has been advising a wide range of high-profile multi-national and domestic clients on complex Indian employment law issues. Ajay also advises and assists NASSCOM, a leading industry body for information technology companies in India, in their initiatives to bring about employment law reforms in the industry.

Ajay is the Co-chair of the Disability Rights Working Group of the Diversity and Equality Law Committee of the International Bar Association. He has a keen interest in research and has authored several articles for well-known international publications.

**Amlan Mohanty**

Google

**Public Policy Counsel**

Amlan leads Google's policy planning, analysis and advocacy efforts in India on privacy, data governance, content policy, platform regulation and emerging technologies.

Prior to joining Google, he advised Indian and foreign clients on complex legal and regulatory issues at reputed firms like Trilegal and PLR Chambers. He has also assisted senior government officials in developing landmark policies for India. He holds a degree in arts and law from the National Law School of India University.

**Darren Punnen**

Nishith Desai Associates

**Leader, Pharma and Life Sciences Practice**

Darren Punnen is a leader of the Pharmaceutical, Medical Device, Healthcare and Med-Tech team at Nishith Desai Associates. His practice particularly focuses on advising several multi-national pharmaceuticals, medical device and healthcare companies on complex regulatory, intellectual property and investment matters.

He has also been part of multiple pharmaceutical and healthcare transactions, providing investors with essential inputs that are unique to this industry. He also advises several clients on matters in the food and beverage industry, and handles matters relating to technology, media and telecom laws as well.

Darren regularly contributes to national and international publications, writing on various topics including pharmaceutical, medical device and healthcare regulations, med-tech and digital health.

**Deepak Arora**

NASSCOM

**Manager, Govt. Affairs and Public Policy**

Deepak is an experienced public policy and government affairs professional with over 12 years of experience of working on wide range of policy issues related to foreign trade, IPR, Telecom, Market Access and Labour.

Deepak is currently associated with NASSCOM, where he actively engages with both industry and policy makers at the Centre and State level on several policy issues affecting the tech industry including labour and employment. He has been associated with NASSCOM since 2016. Deepak holds an MBA and a Law degree.



**Dr. Dhruv Sanghavi**

Nishith Desai Associates

**Leader, International Tax and international Tax Litigation Practice**

Dr. Dhruv Sanghavi leads the International Tax and International Tax litigation practices at Nishith Desai Associates from the Netherlands. His areas of expertise are international tax laws, international tax litigation, and international tax policy.

Apart from being a practicing lawyer, he is also a thought leader in the area of international tax. He has written and edited several journal articles, cases and a monograph – “Structural Issues in the Income Tax Treaty Network – Towards a Coherent Solution”.

**Dr. Leopoldo Parada**

University of Leeds

**Lecturer in Tax Law**

Dr Leopoldo Parada is a Lecturer in Tax Law at the University of Leeds School of Law in the United Kingdom. Prior to joining Leeds, he was a visiting professor of International and European Tax Law at the University of Turin in Italy, a postdoctoral researcher at the International Bureau of Fiscal Documentation (IBFD) in Amsterdam, and a research associate at the Max Planck Institute for Tax Law and Public Finance in Munich.

In the past, he also practised full-time as an attorney at law and tax advisor in Chile, Brazil, and the United States. Dr Parada is a member of the Society of Legal Scholars (UK), the European Association of Tax Law Professors (EATLP), the Tax Committee of Experts of the Joint Italian-Arab Chamber of Commerce (JIACC), the GCC Tax Law Expert's Arena, and the Chilean Bar Association.

In October 2020, Dr Parada was recognised in the “TaxCOOP 35 Leaders of the Future in Taxation” list as one of the most promising tax policy experts.

**Dr. Milind Antani**

Nishith Desai Associates

**Leader, Pharma and Life Sciences Practice and Social Sector Practice**

Dr Milind Antani, a renowned surgeon turned lawyer, leads the Pharma and Healthcare practice at Nishith Desai Associates where he represents high net-worth clients in matters allied to JVs, M&As, VC and Private Equity Investments, Collaborations, Regulatory advice, IP, Licensing and Commercialization.

He also leads the Social Sector Practice and represents various global and national foundations in India. He continues as an active participant in helping frame national policies on key impact areas, within the medical field. He has authored and co-authored numerous articles and prestigious publications related to the Pharma and Healthcare industry.

A regular speaker at various prominent forums on Pharma, Medical Devices, Med-Tech and eHealth, Biotech, IP, Clinical trials, Healthcare, CSR and Social Impact investments, he is also a visiting faculty at premier institutions in Mumbai and Gujarat including the Institute of Rural Management, Anand (IRMA).

**Eric Winston**

Mphasis

**Executive Vice-President, General Counsel, Chief Ethics and Compliance Officer**

Eric Winston is responsible for Mphasis' global legal and compliance function and policies. He has spent nearly twenty years guiding international, market-leading, public, and private equity-owned IT companies.

Prior to Mphasis, Eric served for two years as Vice President - Legal, at Syntel, Inc., an IT services company, where he was responsible for advising executive management on a wide range of matters including domestic and international, strategic and commercial transactions, litigation, mergers and acquisitions, employment, business development, corporate governance, and compliance.

From 2002 through 2015, Eric served as Senior Vice President, General Counsel and Corporate Secretary of INTTRA, Inc., the world's largest electronic transactional platform for the ocean shipping industry. Prior to INTTRA, Eric served as Director of Business Development for Newark-based Net2Phone, Inc., a leader in delivering voice services over data networks. From 1996 through 1999, Eric was in private practice in New York City, where he specialized in complex civil litigation matters. From 1989 through 1994, Eric served as an District Attorney for the Kings County District Attorney's Office in Brooklyn, New York.

**Gowree Gokhale**

Nishith Desai Associates

**Leader, IP, Technology, Media and Entertainment and Data Protection Law Practice**

A practicing lawyer for 24 years, Gowree Gokhale leads the IP, Technology, Media and Entertainment, Data Protection Law Practice of Nishith Desai Associates. She has assisted several international businesses in India entry strategy, corporate and strategic deals, litigation and arbitration in TMT and Pharma sector.

She has spearheaded several policy initiatives for the TMT and Pharma industry including for online content companies, gaming industry, IT industry as also for privacy and data protection laws. She has also been consistently working on high tech industry aspects. She has been named in several legal directories, including in the Hall of Fame (TMT) in Legal 500.

One of the foremost authorities on IP management and protection strategy, Gowree has been the leading voice on several IP and technology related matters. She has been instrumental in devising IP litigation strategies for clients and has led several IP litigations before several prestigious forums in India.

**Harshita Srivastava**

Nishith Desai Associates

**Leader, Venture Capital Investment and StartUps Practice**

Harshita Srivastava is a Leader at the M&A and Private Equity Practice at Nishith Desai Associates. She has led numerous cross border transactions in India, Singapore and the United States. She also heads the VC Investment and Start-up Practice at Nishith Desai Associates.

She advises strategic acquirers and Private Equity funds on legal and tax aspects of cross border deals with a special focus on business transfers. As the Head of the Start-up Practice, she represents global emerging growth technology companies throughout their lifecycles and the venture capital and the growth equity funds that invests in these companies.

She has also been part of the SEBI Committee instituted for the setup of the Innovators Growth Platform (listing platform) for start-ups in India. She is also recognized as an Expert in Residence by the Start-up Europe India Network.

**Huzefa Tavawalla**

Nishith Desai Associates

**Leader, Disruptive Technologies Practice**

Huzefa Tavawalla heads the Bangalore office along with the Disruptive Technologies Practice at NDA. He is also a tech enthusiast and has worked on several matters relating Drones, RPAS, Artificial Intelligence, Driverless Cars, AR/VR etc. He was also appointed as a task force committee member set up by the Indian Government to establish the legislative drone road map for India.

Huzefa has also been at the forefront of outbound and global M&A's in particular project management for large cross border acquisitions. Further, he continues to advise on several cutting edge, complex and cross-border TMT matters.

**Inika Serah Charles**

Nishith Desai Associates

**Member, TMT and IP Practice**

Inika Serah Charles is a member of the TMT, and IP Practice Group at Nishith Desai Associates. Inika advises clients on transactions including technology and media deals, regulatory matters, and commercial law issues across various sectors.

She has a special focus on intellectual property, gaming, media, and data protection. She is a member of the Intellectual Property and Entertainment Law Committee of the International Bar Association.

**Jaideep Reddy**

Nishith Desai Associates

**Leader, Technology Law and Fin-tech Practice**

Jaideep is a technology lawyer whose practice focuses on disruptive technologies and their interaction with the law. In particular, he advises on fin-tech regulations, privacy and cybersecurity, e-commerce, telecom, and other technology-related regulatory, public policy and contentious issues.

Jaideep led the firm's representation of the Internet and Mobile Association of India in a landmark Supreme Court case where a central bank restriction on virtual currencies was set aside by the Court.

He also led the drafting of an independent submission made by the firm to the Government of India on virtual currencies, as well as the drafting of a self-regulatory code of conduct for the industry. He was recognized as a Notable Practitioner by Chambers and Partners for its India Fintech Guide. He is qualified to practice in India and California, U.S.A.

**Jennifer Tiang**

Willis Towers Watson

**Regional Cyber Lead – Asia**

Jennifer is a qualified lawyer with over 9 years' experience in risk advisory and insurance broking, working both client-side and carrier-side, specializing in technology and digital risk. As Regional Cyber Lead for Willis Towers Watson, Jennifer is passionate about ensuring clients have access to appropriate knowledge, expertise and solutions to equip them to meet the challenges of running an organization in the digital age amidst technology-driven risks and perils.

Jennifer holds 4 years' experience as a commercial litigator representing banks, finance companies and technology companies in commercial disputes and 5 years' experience as a commercial lines broker advising large multinational clients on financial lines risks in Australasia.

She has also spent 3 years at Tokio Marine, underwriting APAC cyber risks on behalf of Tokio Marine HCC. She completed Bachelor of Laws and Bachelor of Arts (Management) from University of Auckland, New Zealand and has been admitted to the New Zealand Bar since 2009.

**Lee Frederiksen**

Hinge Marketing

**Managing Partner**

Lee Frederiksen is the Managing Partner at Hinge Marketing, leading the firm's unprecedented research initiative to understand how high-growth firms approach marketing. With a Ph.D. in Behavioral Psychology, Lee left a tenured professorship to lead the Organizational Consulting Practice at one of the 'Big 8' accounting and consulting firms following which he became an entrepreneur and never looked back. Lee has focused his career on helping businesses grow. Over the course of his career he has worked with clients from a wide variety of industries, ranging from tech start-ups to Fortune 100 companies.

He has written and co-authored numerous books based on his research, including The Visible Expert®, Online Marketing for Professional Services, Spiraling Up and Inside the Buyer's Brain. He also revised the latest edition of Marketing Professional Services. He has written extensively in professional journals and has appeared in the New York Times, USA Today, Wall Street Journal, Entrepreneur and Advertising Age. As a Visible Expert in the industry, Lee has lectured around the globe on strategy, marketing and organizational management. Lee also serves on the BOTAs (Board of Trusted Advisors) for Nishith Desai Associates.

**Meyyappan Nagappan**

Nishith Desai Associates

**Leader, International Tax Practice**

Meyyappan Nagappan is a Leader in the International Tax Practice at Nishith Desai Associates. He leads the tech and tax practice, impact investment, social finance, tax policy and GST practices at NDA. He regularly advises several top technology companies on tax and structuring issues, from an international tax and GST perspective including on upcoming technologies and digital products such as block-chain, crypto and gaming.

He has done extensive work advising some of the biggest non-profit foundations, development finance institutions and impact investment funds, including structuring advice in relation to India's first USD 1 Billion education outcomes fund and development impact bonds for the British Asian Trust.

He advises on litigation strategy and appears in select matters. He regularly speaks at the International Bar Association conferences and other tax conferences both in India and abroad.

**Mihir A. Parikh**

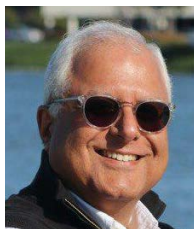
Nishith Desai Associates

**Leader, Research and Innovation and Strategic Legal Consulting Practice**

Dr Mihir A. Parikh leads Research and Innovation as well as Strategic Legal Consulting Practice of Nishith Desai Associates—an India-centric global law firm, from the firm's Silicon Valley office in Palo Alto, California.

He advises private equity and venture capital firms in investment decisions and creating value for portfolio companies by integrating technology and law as strategic assets. He helps companies understand and apply a strategic legal perspective to manage future business risks, defend competitive advantages, and create new growth opportunities.

Additionally, he heads the firm's initiative of setting up a Centre of Excellent (PACER) for thought leadership at the intersection of Technology, Law and Strategy. He is also an adjunct professor in the Management of Technology and Innovation department at New York University (NYU) and teaches in graduate programs.

**Neville Taraporewalla**

Brand Capital International

**President**

Neville is the President and Board Director of BCCL Worldwide Inc [The Times Group, North America] based in the San Francisco Bay Area and heads the North American operations of media conglomerate Bennett Coleman & Co Ltd (BCCL), The Times of India Group. Having set up the US operations, Neville has been responsible for overseeing the groups strategic investment arm Brand Capital International and built the consumer advertising business from North America for its media assets.

Prior to his current role, Neville has held senior executive leadership positions as General Manager at Microsoft Corporation, India; Country Manager and Director, Yahoo! India; CEO, Publicitas Digital, COO of Mid-Day Multimedia Ltd and General Manager-Times Interactive at The Times of India Group. Neville has been the Co-founder, past Chairman and Vice Chairman of the Internet and Mobile Association of India (IAMAI) in 2004 and 2005.

**Nishchal Joshipura**

Nishith Desai Associates

**Leader, Private Equity and M&A Practice**

Nishchal Joshipura heads the Private Equity and M&A Practice at Nishith Desai Associates. He is a Lawyer, Chartered Accountant and MBA. He has lead several high profile deals in M&A and Private Equity space in India and set up various Indian focussed funds. He advises strategic acquirers and Private Equity funds on legal and tax aspects of cross border deals in listed and unlisted space with a special focus on control deals.

He has designed and implemented some of the most innovative structures for M&A and Private Equity deals in India and his structures have been consistently recognized as most innovative by Financial Times of London and RSG. He also specializes in advising both offshore and domestic LPs and GPs on fund formation and has set up multiple funds across various asset classes such as private equity, distressed, venture capital, infrastructure, real estate, hedge funds, etc.

**Nishith Desai**

Nishith Desai Associates

**Founder and Managing Partner of Nishith Desai Associates**

Nishith Desai is the Founder of the research and strategy driven international law firm, Nishith Desai Associates ranked amongst the Asia-Pacific's Most Innovative Law Firms by Financial Times. Nishith's interest span a wide spectrum of law, society and ethics.

He is a renowned International lawyer, author, lecturer, researcher and a thought leader. Nishith himself is regarded as the 'Father of International Tax' in India and is a 'true pioneer' in the field of International Tax Law. He was also a director on the board of Singapore International Arbitration Centre (2011-2019). Soon after India opened its economy to the outside world in 1991, Nishith pioneered the roots of asset management industry in India. He established the first five India Focused Funds He played a seminal role in structuring several private equity funds in addition to structuring several domestic venture capital funds.

Nishith has driven the conceptualization and creation of Imaginarium AliGunjan a state-of-the-art research facility that stands as an ode to 'Blue Sky Thinking,' near Mumbai.

**Parul Jain**

Nishith Desai Associates

**Leader, International Tax Practice**

Parul co-heads the International Tax and Fund Formation Practices at Nishith Desai Associates. She focuses on international taxation, cross border transactions and fund formation practice areas including cross border investments and group reorganization strategies, M&A transactions and venture capital / private equity funding structures.

She has represented several prominent private equities, venture capital, growth and angel funds in setting up their onshore and offshore fund structures including assisting them with negotiations with LPs. She has also worked with technology companies in advising them on matters involving digital taxation. She was the India Branch co-reporter for the subject "Taxation and Fundamental Rights: Taxpayers' Procedural Rights in a Globalised World" for the IFA 2015 Basel Congress. She was also the Secretary to the panel on "Indirect Transfer of Assets" for the IFA 2014 Mumbai Congress and to the panel on "Tax Treaty Override" for the IFA 2019 London Congress.

**Payal Malik**

Competition Commission of India

**Adviser (Economics) and Head Economics Division**

Payal Malik is Adviser, Economics and Head of the Economics Division at the Competition Commission of India. She is on secondment from PGDAV College, University of Delhi, where she is an Associate Professor of Economics. She has several years of research and economic consulting experience in network Industries such as power and telecommunication, ICTs, Innovation systems, and Infrastructure. She was on the team that drafted the Electricity Act of India ushering competition into the sector.

Her research and professional collaborations have been with OECD, Orbicom, IDEI, University of Toulouse, University of Québec at Montreal, CEPR, JRC, European Commission, IPTS Seville, ICEGEC, Hungary, Department of Information Technology, TRAI, Ministry of Power, Ministry of Information and Broadcasting, Planning Commission of India, CSO, India, WSP-SA, World Bank and AFD, Paris.

She has a BA (Hons.) in Economics from Lady Shri Ram College, University of Delhi and an MA and MPhil in Economics from the Delhi School of Economics and an MBA in finance from University of Cincinnati.

**Payel Chatterjee**

Nishith Desai Associates

**Leader, International Dispute Resolution Practice**

Payel Chatterjee is a Leader in the International Dispute Resolution Practice at Nishith Desai Associates and heads the firm's European Practice. She focusses on International Commercial Arbitration and White-Collar Crimes and Investigations as well as anti-trust and consumer litigation. Payel advises and represents international clients in complex cross-border litigation and international commercial arbitrations and litigation arising out of international and domestic arbitration in Indian courts.

She has worked on several matters involving enforcement of foreign awards and judgments in India including successfully resisting enforcement in India of the USD 50 billion Yukos Oil arbitration award, the world's largest arbitration award. She is the only Indian to be appointed as member of the ICC Task Force set up on dealing with issues on Corruption in International Arbitration. She also contributed to the ICCA-IBA Joint Task Force on Data Protection in International Arbitration (2019-20). She is also on the panel of arbitrators of the Caspian Arbitration Group.

**Perzine Dadyburjor**

SHRM India, APAC &amp; MENA

**Associate Director – Knowledge and Advisory**

Perzine is an HR professional with ~ 15 years of experience and she currently works with SHRM India as an Associate Director in the Knowledge and Advisory vertical. Prior to this she has worked with Godrej & Boyce as part of the Corporate Learning and Development function and with CitiFinancial.

Her core expertise has been in the areas of Learning and Development, HR Capability Building, Knowledge Management, Content Design, Talent Management, Leadership Development, Competency Assessment and Development.

Perzine completed her Masters in Management Studies with a Specialization in Human Resource from Mumbai University. She is Certified as a Performance and Competence Developer (CPCD) by Carlton Advanced Management Institute, USA and is a SHRM Senior Certified Professional - SHRM-SCP as recognised by the Society of Human Resource Management, USA. She has also completed her Hogan Assessment Certification focussing on interpreting personality-based assessment inventories like HPI, HDS and MVPI.

**Preetha Soman**

Nishith Desai Associates

**Leader, HR Laws Practice**

Preetha Soman is a leader of the HR Laws (Labour and Employment) team at Nishith Desai Associates (NDA). From routine compliance matters to matters involving hiring, workforce management, retention and strategy, employee re-organizations and reductions in force etc., Preetha has worked on a wide range of complex and intricate labour law matters.

She also works very closely with industrial bodies and organizations including NASSCOM to conduct workshops, webinars and awareness programmes on Indian labour and employment laws. She has also been conducting training sessions for HR professionals, members of the management and leadership teams, Internal Committees etc. on varied employment law related aspects including the law on prevention of workplace sexual harassment.

Preetha has a keen inclination towards research and has published several articles with leading national and international journals including the Indian Business Law Journal, American Bar Association Section on Labor and Employment Law etc.



**Rajat Bansal**

Department of Revenue,  
CBDT



#### Chief Commissioner of Income Tax

Rajat Bansal is a senior IRS officer with the Government of India, and is currently Chief Commissioner of Income Tax.. He acted as India's Competent Authority for treaty negotiations, MAP, APA negotiations and exchange of information in respect of countries in Asia, Australia, Africa and Latin America for long.

India Japan MAP relationship in transfer pricing cases has won the OECD Award for 2019 for highest resolution, where he headed the Indian MAP team. He was also the first Transfer Pricing Officer in India in 2003 and set up the TP office at Delhi besides making the first TP adjustments in India.

He is at present a Member of UN Tax Committee on Cooperation in International Tax Matters in Expert/Personal capacity from 2017-21, where he is actively working on various areas such as tax challenges of digitalized economy, UN Model updating, UN Transfer Pricing Handbook revision and UN Dispute Resolution Handbook.

**Rakesh Maheshwari**

Ministry of Electronics and  
Information Technology



#### Sr. Director and Group Co-ordinator, Cyber Law and eSecurity

An Engineer in Electronics and Communications by Qualification from Delhi College of Engineering, Rakesh has spent a total of 24 years working with the government of India including the last 6 years working as Sr. Director and Group Co-ordinator, Cyber law and Cyber Security in Ministry of Electronics and IT.

As GC Cyber law, he has worked on all matters related to the IT Act including, designated Officer under 69A of the IT Act, the recent Intermediary Guidelines published by MeitY in 2021, court cases where the ministry has been made respondent, interaction with social media platforms, safety of women and children on internet and interaction with various Govt depts on Cyber Crime, Cyber Laws etc.

He was involved in the early work of PDP Bill as well as some of the JPC discussions after the bill has been presented in the parliament in 2019 end. He has also been involved in working with BIS on privacy management standard development.

**Ratandeep Roychowdhury**

Nishith Desai Associates



#### Leader, Private Equity and M&A Practice

Ratandeep leads the Private Equity and M&A Practice at Nishith Desai Associates. He has over 13 years of experience as a commercial lawyer, primarily with top law firms and in the last 3 years with one of India's leading private equity firms. He brings a unique mix of transactional experience and expertise in leading high profile, high stakes corporate litigation.

Having previously been a partner in one of India's leading law firms, his work included managing multi-layered teams for execution, client acquisitions and deepening the domain expertise of the firm. As the general counsel of a private equity fund his work focused on closely supporting investment professionals to efficiently and safely deploy capital, while ensuring overall management of legal risk (both investment specific and franchise level).



**Suman Bery**

Wilson Center

**Global Fellow**

From 2012 to 2016 Mr. Suman Bery was the Chief Economist of Royal Dutch Shell, and was based in The Hague, The Netherlands. He is currently a Non-resident Fellow of the Brussels think-tank Bruegel, as well as a Global Fellow of the Mastercard Center for Inclusive Growth, based in New Delhi.

He also serves on the board of the Shakti Sustainable Energy Foundation in New Delhi, a non-profit dedicated to supporting India's transition to a low-carbon future. Mr Bery served as Director-General (Chief Executive) of the National Council of Applied Economic Research (NCAER), New Delhi. He was a member of the Prime Minister's Economic Advisory Council, of India's Statistical Commission, the Task Force on National Security and of the Reserve Bank of India's Technical Advisory Committee on Monetary Policy.

Prior to NCAER, Mr. Bery was with the World Bank in Washington DC with a particular focus on Latin America and the Caribbean. His professional writing includes contributions on energy policy, the political economy of reform, financial sector and banking reform and energy trends and policy.

**Tanisha Khanna**

Nishith Desai Associates

**Member, Technology-Media-Telecom Practice**

Tanisha is a member of the Technology-Media-Telecom and International Dispute Resolution Practice Groups at the multi-skilled, research based international law firm Nishith Desai Associates. Tanisha has advised clients on IP, gaming laws, general commercial laws, and on privacy issues.

Apart from transactional and advisory work, she has also been integrally involved in a number of litigations and arbitrations and pre-litigation strategy in a range of industries. Tanisha has played a key role in the firm's policy initiatives and representations to the Government. She regularly writes thought leadership and research articles and papers for internationally acclaimed publications.

She is admitted to the Bar Council of Maharashtra & Goa and regularly appears before the Bombay High Court. Tanisha has completed her LLB in the UK as well as in India.

**Tarun Katial**

Serendipity Media Tech PTE

**Investor and Founder in Media Tech and Edu Tech**

Widely considered one of the most successful executives in the Indian media industry, he has a robust body of experience across media platforms. A Kellogg's alumnus, he comes with over 2 decades of leadership experience in the Indian media industry, having successfully worked across genres and media including reality programming, soaps, and comedy on Television to retro programming on radio to spearheading the evolution of on-demand video content in India through a leading OTT platform.

Tarun began his career with advertising agencies and subsequently moved to Star Network becoming the Head of Content and Communications across the network in India before moving to Sony Entertainment Television as Business Head. From there he moved to Big FM, where he was the Founder COO-CEO. Tarun then moved on to Zee Entertainment Enterprises Ltd., where he was responsible for steering ZEE5, India's largest and most comprehensive digital entertainment platform for language content, towards gaining a leadership position in the cluttered OTT market in India.

**Vaibhav Parikh**

Nishith Desai Associates

**Leader, M&A and PE and Technology-Media-Telecom Practice**

Vaibhav Parikh heads the U.S office of research and strategy driven international law firm, Nishith Desai Associates. Based in the New York office, he also leads the practice areas of Technology, Telecom, Mergers and Acquisitions, Private Equity, etc. For over two decades, Vaibhav has been advising major MNCs on Corporate and Securities laws, and Structuring of Inbound / Outbound Investments, Private Equity Investments, IP laws and Exchange Control Law.

He has also assisted several companies in facilitating cross border M&A transactions and consistently been engaged in advising several top end Technology and Telecom companies. Vaibhav has often played the role of key advisor to leading Cryptocurrency exchanges in India and continues to do so. Several leading financial publications often turn to him for his valuable insights on the subject.

Over the years, Vaibhav has also been advising several leading Indian e-commerce companies in their operations from a legal and regulatory standpoint and has facilitated some of India's largest e-commerce transactions.

**Vikram Shroff**

Nishith Desai Associates

**Leader, HR Laws Practice**

Vikram is the leader of the HR Law (Employment and Labour) team at, Nishith Desai Associates. With an experience over 22 years, has been consistently ranked as India's leading labour and employment lawyer by most of the leading international publications.

He advises leading technology, media and financial services sector companies in drafting and negotiating employment contracts; non-disclosure agreements and assignment of intellectual property; competition and solicitation restrictions; structuring of expatriate and secondment arrangements; HR policies and employee handbooks; compensation structuring; employee stock option and share purchase plans; employee transfer and post-merger integration; employment termination, lay off and redundancy; employment litigation; and employment related immigration laws. His expertise is often sought after for urgent and sensitive HR matters.

He also helps clients in employee fraud and anti-bribery policies and investigations. He regularly conducts training for employees, managers and committee members.

**Vinay Shukla**

Nishith Desai Associates

**Leader, Corporate and Competition Law Practice**

Vinay Shukla is a Leader in the Corporate and Competition Law Practice. Besides handling corporate matters, He also handles and leads merger control vertical of the firm. He has represented some of the ace investors in securing various merger approvals including green channel approvals from the CCI.

Additionally, he spends a lot of time advising and representing international and domestic clients on matters before the Competition Commission of India and leverages his deep expertise to devise innovative structures and provide strategic advice on behavioural pattern of the entities viz. anti-competitive agreements and abuse of dominance. Lately, he has been focusing his efforts in the domain of the intersection of AI/Data and Anti-Trust.

**Vivek Kathpalia**

Nishith Desai Associates

**Leader, M&A and PE and Education Practice**

Vivek Kathpalia heads the Singapore office of research and strategy driven international law firm, Nishith Desai Associates, leading the firm's various initiatives across East Asia including dynamic markets such as Japan and South Korea. He heads the Education, TMT and International Commercial Law Practice Groups.

Vivek has been advising clients from across the spectrum in the education space. This includes regulatory advice, structuring complex cross-border and domestic transactions including joint ventures, private equity, private debt, M&A and dispute resolution. The education team at the firm has developed a niche in the space as experts in education law in India. Clientele includes providers and investors.

These include K-12 including pre-primary, higher education including foreign universities, ed-tech companies and private equity and venture capital. The team is also involved in education policy and regulatory reform and is constantly engaged with like-minded organizations in this pursuit.

**Vivek Pandit**

McKinsey &amp; Co.

**Senior Partner, Global Co-leader Private Equity and Principal Investor Group**

Vivek is a Senior Partner and Global co-leader of McKinsey's Private Equity and Principal Investors Practice. Vivek serves the world's leading investors and shareholders on strategy, origination, transformations, sustainability and exits. Vivek works with leading family-owned businesses, pension funds, sovereign wealth funds, social impact and sustainability focused funds, private equity funds and investor-backed digital disrupters. Vivek joined McKinsey in New York and has worked across offices in North America, Europe, Japan and India.

Vivek serves as a Trustee of the Aspen Institute India, an Advisor to Social Finance India (Social Impact Bonds) and serves on a variety of non-profit education and healthcare boards including Magic Bus. He holds advanced degrees from Stanford University and the University of California. He currently resides in Mumbai with his family.

**Vyapak Desai**

Nishith Desai Associates

**Leader, International Dispute Resolution and Investigation Practice**

Vyapak Desai heads the International Dispute Resolution and Investigation Practice at Nishith Desai Associates. A senior attorney with the firm, Vyapak specializes in bringing in the highest level of analytical and innovative input in cross border, complex contentious matters, corporate/regulatory investigations while also leading the Corporate and Securities practice in the past at the firm.

Vyapak's vast experience in legislation includes representing clients as Counsel in a host of complex cases including investment treaty arbitrations, commercial disputes related to shareholder's agreements, international trade and contractual disputes across industries such as oil and gas, infrastructure, private equity, Pharma and Healthcare and TMT.

Vyapak has additionally cultivated expertise in bankruptcy, corporate and securities laws as well as in white-collar crimes. Known for his innovative, pragmatic and solution-oriented approach, he is also a trained mediator/conciliator and acts as Arbitrator across international jurisdictions such as London, Singapore, Malaysia and India.

## SUPPORTING PARTNERS



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## MEDIA PARTNER





Centre for  
The Digital Future

CDF was launched on 30th October, 2019, with a vision to conduct actionable research on the impact of digitization on the economy and society. The inquiries are analytical, without any pre-determined bias, multi-dimensional and evidence-based and provides policy and regulatory insights that enable the transition to an optimal digital economy and society.

The center was established and incubated as an entity by the India Development Foundation (IDF), a private non-profit research organisation set up as a Trust in 2003. IDF is powered by the belief that rigorous research should be undertaken through informed debates, discussions and decisions on matters of public policy. IDF research is based along four pillars: Fostering an innovation economy; Using technology for developmental objectives; Enhancing India's human capital; and Measuring the efficacy of development policies.

[www.cdfresearch.org](http://www.cdfresearch.org)



From a modest beginning in 1983, as a rural development communication initiative launched through a wall newspaper Gram Gadar ("Village Revolution"), CUTS International has achieved significant growth both geographically and in terms of its functional areas.

Its work spans a multi-pronged agenda targeted to the realisation of CUTS' Vision of 'Consumer Sovereignty' and its Mission of consumer sovereignty in the framework of social justice, economic equality and environmental balance, within and across borders. CUTS has emerged as a key centre for promoting regulatory reforms, private sector development, fiscal policy, consumer welfare, and competition law and policy across developing countries.

[www.cuts-international.org](http://www.cuts-international.org)



Established in 1927, FICCI is the largest and oldest apex business organisation in India. Its history is closely interwoven with India's struggle for independence, its industrialization, and its emergence as one of the most rapidly growing global economies.

A non-government, not-for-profit organisation, FICCI is the voice of India's business and industry. From influencing policy to encouraging debate, engaging with policymakers and civil society, FICCI articulates the views and concerns of industry. It serves its members from the Indian private and public corporate sectors and multinational companies, drawing its strength from diverse regional chambers of commerce and industry across states, reaching out to over 2,50,000 companies.

FICCI provides a platform for networking and consensus building within and across sectors and is the first port of call for Indian industry, policymakers and the international business community.

[www.ficci.in](http://www.ficci.in)



The Internet and Mobile Association of India (IAMA) is not-for-profit industry body registered under the Societies Registration Act, 1860. Its mandate is to expand and enhance the online and mobile value added services sectors. It is dedicated to presenting a unified voice of the businesses it represents to the government, investors, consumers and other stakeholders.

Representing the digital industry is at the core of IAMA's mandate. There is already talk of this industry contributing US \$1 trillion by 2022. IAMA's key role is to ensure the growth and sustainability of this industry. IAMA aspires to represent 400 million internet users and over 6,000 digital start-ups. It also has ambitions to connect 1 billion Indians, create global Internet companies from India and evolve India into a digitally driven economy and society.

[www.iamai.in](http://www.iamai.in)



International Fiscal Association (IFA) is a leading non-government international organization dealing with tax matters since 1938. Its members comprise of corporate, tax professionals, Government officials and academicians and it is a unique forum to discuss international tax issues. IFA is headquartered in the Netherlands and has over 12,000 members worldwide, from 95 countries, with 46 National Branches.

IFA is engaged in the study of international laws and policy through scientific research, holding of annual Congress, publications of its cahiers and other materials and co-operation with other like-minded organizations. IFA Congresses are attended by judges of the Supreme Court of different countries, senior Government officials, jurists, academicians, tax professionals, etc. The recommendations of IFA Congress are respected by Governments the world over.

The India branch of IFA was established in 1983 and has over 650 members. The IFA India branch includes as its members the Central Board of Direct Taxes, the National Institute of Public Finance and Policy, the Authority for Advance Rulings and the Reserve Bank of India. Representatives from public and private sector undertakings and eminent tax professionals and executives are also part of IFA India branch.

[www.ifa.nl](http://www.ifa.nl)



Indian Private Equity and Venture Capital Association (IVCA) is a member based national organization that represents venture capital and private equity firms, promotes the industry within India and throughout the world and encourages investment in high growth companies.

IVCA members comprise venture capital firms, institutional investors, banks, incubators, angel groups, corporate advisors, accountants, lawyers, government bodies, academic institutions and other service providers to the venture capital and private equity industry. Members represent most of the active venture capital and private equity firms in India. These firms provide capital for seed ventures, early stage companies, later stage expansion, and growth finance for management buyouts/buy-ins of established companies.

[www.ivca.in](http://www.ivca.in)

## NASSCOM®

NASSCOM, a not-for-profit industry association, is the apex body for the 194-billion-dollar IT BPM industry in India, an industry that had made a phenomenal contribution to India's GDP, exports, employment, infrastructure and global visibility. In India, this industry provides the highest employment in the private sector.

Established in 1988 and ever since, NASSCOM's relentless pursuit has been to constantly support the IT BPM industry, in the latter's continued journey towards seeking trust and respect from varied stakeholders, even as it reorients itself time and again to remain innovative, without ever losing its humane and friendly touch.

NASSCOM is focused on building the architecture integral to the development of the IT BPM sector through policy advocacy, and help in setting up the strategic direction for the sector to unleash its potential and dominate newer frontiers.

NASSCOM's members, 3000+, constitute 90% of the industry's revenue and have enabled the association to spearhead initiatives at local, national and global levels. In turn, the IT BPM industry has gained recognition as a global powerhouse.

[www.nasscom.in](http://www.nasscom.in)



TiE Silicon Valley, established in 1992, is a not-for-profit organization dedicated to fostering entrepreneurship. We believe, by assisting entrepreneurs, we can empower individuals and create wealth in communities. So, our mission is to foster entrepreneurship through mentoring, networking, education, funding and incubation. With a focus of giving back to the community, TiE is generating and nurturing the next generation of entrepreneurs.

TiE Silicon Valley brings to you 60+ events year round, such as TiECon (the largest conference of entrepreneurs in the world), TiE Angels, My Story, Domain Events, TiE Institute, Charter Member Events, TiE Young Entrepreneurs, Government Visits, Mentoring and Networking.

[www.sv.tie.org](http://www.sv.tie.org)



The U.S.-India Business Council represents top global companies operating across the United States, India, and the Indo-Pacific. Amid dynamic growth within the U.S.-India commercial partnership, we serve as the premier voice of industry and create connections between businesses and governments across both countries.

Through our flagship Washington, D.C. and New Delhi offices and presences across both countries, we work with members to identify and advance key policy priorities. Recognizing that U.S.-India trade is increasingly driven by new business hubs, USIBC is also focused on strengthening connections between cities and states.

[www.usibc.com](http://www.usibc.com)



The Wilson Center, chartered by Congress in 1968 as the official memorial to President Woodrow Wilson, is the USA's key non-partisan policy forum for tackling global issues through independent research and open dialogue to inform actionable ideas for the policy community.

The Wilson Center brings fresh thinking and deep expertise to the most pressing policy challenges we face today. It convenes scholars to create a global dialogue of ideas that Congress, the administration, and the international policy community can act on. In 2019, the Wilson Center was named the #1 regional studies think tank in the world.

[www.wilsoncenter.org](http://www.wilsoncenter.org)

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## MEDIA PARTNER



Brand Capital International (BCI), headquartered in San Francisco, California is the strategic investment arm of The Times Group, the largest media conglomerate in India. BCI channels its deep domain expertise and insights in the Indian Media landscape to steer early-stage and high-growth companies from across the globe into the Indian market – propelling our companies to thrive in one of the world's fastest growing markets.

To learn more about Brand Capital International, its investment thesis and its portfolio companies, visit our website.

[www.brandcapitalus.com](http://www.brandcapitalus.com)



# MCLE Credit for State Bars of California and New York

An application requesting MCLE/CLE credit for this activity is pending for approval by State Bars of California and New York.

If you wish to receive MCLE/CLE credit, please send an email to [Linette.h@nishithdesai.com](mailto:Linette.h@nishithdesai.com) including the following information:

- 1. The Code announced during the webinar**
- 2. Full name, Email address, Contact phone number**
- 3. State Bar No.**

## CONTACTS

[DigitalJune2021@nishithdesai.com](mailto:DigitalJune2021@nishithdesai.com)

**Deepshi Singh +91 99870 16527**

**Linette H +1 650 460 4330**

## About Nishith Desai Associates

At Nishith Desai Associates, we have earned the reputation of being Asia's most Innovative Law Firm – and the go-to specialists for companies around the world, looking to conduct businesses in India and for Indian companies considering business expansion abroad. In fact, we have conceptualized and created a state-of-the-art Blue Sky Thinking and Research Campus, Imaginarium Aligunjan, an international institution dedicated to designing a premeditated future with an embedded strategic foresight capability.

We are a research and strategy driven international firm with offices in Mumbai, Palo Alto (Silicon Valley), Bangalore, Singapore, New Delhi, Munich, and New York. Our team comprises of specialists who provide strategic advice on legal, regulatory, and tax related matters in an integrated manner basis key insights carefully culled from the allied industries.

As an active participant in shaping India's regulatory environment, we at NDA, have the expertise and more importantly – the VISION – to navigate its complexities. Our ongoing endeavors in conducting and facilitating original research in emerging areas of law has helped us develop unparalleled proficiency to anticipate legal obstacles, mitigate potential risks and identify new opportunities for our clients on a global scale. Simply put, for conglomerates looking to conduct business in the subcontinent, NDA takes the uncertainty out of new frontiers.

As a firm of doyens, we pride ourselves in working with select clients within select verticals on complex matters. Our forte lies in providing innovative and strategic advice in futuristic areas of law such as those relating to Blockchain and virtual currencies, Internet of Things (IOT), Aviation, Artificial Intelligence, Privatization of Outer Space, Drones, Robotics, Virtual Reality, Ed-Tech, Med-Tech and Medical Devices and Nanotechnology with our key clientele comprising of marquee Fortune 500 corporations.

The firm has been consistently ranked as one of the Most Innovative Law Firms, across the globe. In fact, NDA has been the proud recipient of the Financial Times – RSG award 4 times in a row, (2014-2017) as the Most Innovative Indian Law Firm.

We are a trust based, non-hierarchical, democratic organization that leverages research and knowledge to deliver extraordinary value to our clients. Datum, our unique employer proposition has been developed into a global case study, aptly titled 'Management by Trust in a Democratic Enterprise,' published by John Wiley & Sons, USA.

## OUR RESEARCH

### Research@NDA

Research is the DNA of NDA. In early 1980s, our firm emerged from an extensive, and then pioneering, research by Nishith M. Desai on the taxation of cross-border transactions. The research book written by him provided the foundation for our international tax practice. Since then, we have relied upon research to be the cornerstone of our practice development. Today, research is fully ingrained in the firm's culture.

Over the years, we have produced some outstanding research papers, reports and articles. Almost on a daily basis, we analyze and offer our perspective on latest legal developments through our "Hotlines". These Hotlines provide immediate awareness and quick reference, and have been eagerly received. We also provide expanded commentary on issues through detailed articles for publication in newspapers and periodicals for dissemination to wider audience. Our NDA Labs dissect and analyze a published, distinctive legal transaction using multiple lenses and offer various perspectives, including some even overlooked by the executors of the transaction. We regularly write extensive research papers and disseminate them through our website. Our ThinkTank discourses on Taxation of eCommerce, Arbitration, and Direct Tax Code have been widely acknowledged.

As we continue to grow through our research-based approach, we have established a four-acre, state-of-the-art research center, just a 45-minute ferry ride from Mumbai but in the middle of verdant hills of reclusive Alibaug-Raigadh district. The center is an apolitical platform to cultivate and stimulate imagination.

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**Nishith Desai** Associates  
LEGAL AND TAX COUNSELING WORLDWIDE

**MUMBAI**

93 B, Mittal Court, Nariman Point  
Mumbai 400 021, India

Tel +91 22 6669 5000  
Fax +91 22 6669 5001

**SILICON VALLEY**

220 S California Ave., Suite 201  
Palo Alto, California 94306, USA

Tel +1 650 325 7100  
Fax +1 650 325 7300

**BANGALORE**

Prestige Loka, G01, 7/1 Brunton Rd  
Bangalore 560 025, India

Tel +91 80 6693 5000  
Fax +91 80 6693 5001

**SINGAPORE**

Level 30, Six Battery Road  
Singapore 049 909

Tel +65 6550 9856

**MUMBAI BKC**

3, North Avenue, Maker Maxity  
Bandra-Kurla Complex  
Mumbai 400 051, India

Tel +91 22 6159 5000  
Fax +91 22 6159 5001

**NEW DELHI**

Hansalaya Building  
Flat No. 13-H, B.K. Road  
New Delhi 110 001, India

Tel +91 11 4906 5000  
Fax +91 11 4906 5001

**MUNICH**

Maximilianstraße 13  
80539 Munich, Germany

Tel +49 89 203 006 268  
Fax +49 89 203 006 450

**NEW YORK**

375 Park Ave Suite 2607  
New York, NY 10152

Tel +1 212 763 0080