



SUHAIL NATHANI | PARTNER



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Corporate & Commercial | Competition Law & Policy | Capital Markets & Securities Laws | International Trade & Customs | Private Equity & Venture Capital

Suhail Nathani is a co-founding Partner of ELP, and co-heads the Corporate & Commercial and Private Equity & Venture Capital practices of the firm.

With over 24 years of experience, Suhail has advised clients on clients on transactional and advisory aspects of private equity Investments, mergers & acquisitions, joint ventures, strategic alliances and corporate restructuring across multiple sectors. He regularly advises Indian and multi-national companies on cross-border transactions, foreign direct investments, and commercial contracts. He has advised listed as well as unlisted companies, and intermediaries on various aspects relating to Indian securities laws.

Some of Suhail's recent transactions include advising **Johnson Controls** in relation to its global air conditioning business joint venture with Hitachi Appliances, Inc (Japan) and Hitachi Limited (Japan). **The joint venture is said to be world's largest commercial air conditioning provider. This deal has been recognised one of the Deals of the Year by Inhouse Community's Asian Mena Counsel in its Deals of the Year 2015 award.** He was also involved in advising **New Vernon Private Equity Limited** and **Hilson Estates Limited** in the sale of their entire shareholding held in Carwel Estates Limited and Faery Estates Limited respectively to Canada Pension Plan Investment Board (CPPIB) and Shapoorji Pallonji Group's joint venture company SPREP Pte. Ltd. for the acquisition of SP Infocity IT Park in Chennai. **This deal has been recognised as the Real Estate Deal of the Year by India Business Law Journal in the Deal of the Year Awards 2015.**

Suhail has been recognised **amongst the top 30 International Trade practitioners in the world** by the **Best of the Best Expert Guides 2016**. He has been ranked by the **Chambers Asia-Pacific 2012 to 2016** for his expertise in for his expertise in Competition/Antitrust, Corporate M&A and International Trade and has been recommended as a **Leading Lawyer** by **The Legal500 Asia-Pacific for the past 7 years**. He has been recognised for his expertise in the **Who's Who Legal 2013**

Chambers Asia-Pacific 2015

Suhail Nathani has a wide range of expertise spanning private equity, as well as M&A and international trade work. Interviewees report he is "extremely responsive" and his "knowledge is encyclopaedic."

RSG India Report 2015

Described as "an exceptional lawyer and adviser" who is "responsive, smart, and always has excellent junior partners and associates available to assist." "He has a broad understanding of Indian business and the challenges faced by [foreign companies] investing in the country." "He provides excellent guidance to firms looking to ensure the safety of their investments and needing to navigate the complex regulatory and legal environment that India presents."



to 2015; and has also been identified as a **Leading Lawyer** by *Asialaw Leading Lawyers 2014 & 2015*. He has also featured a **Leading Lawyer** in *IFLR1000 Financial & Corporate 2015 & 2016*. *He has recently been on the jury for BW Businessworld-PwC I-bank 2016 Awards.*

Suhail is also heads the International Trade & Customs, Competition Law & Policy and Capital Markets & Securities Laws practices of the firm. He has recently been appointed as a member of IBA's India Contact Group and is also a part of the Host Committee which is organising the 5th Asia Pacific Regional Forum Biennial Conference for the IBA Asia Pacific Regional Forum. He is an Honorary Adjunct Professor at the Jindal Global Law School in India; and also serves as an independent director on three listed companies in India, including a scheduled bank. He also sits on the board of a privately held "strategically important" NBFC.

Suhail earned his Master's Degree at Cambridge University, England and has also received an LL.M. from Duke University, USA. Apart from India, he is also admitted to the State Bar of New York. Prior to ELP, he was the General Counsel in a start-up FCC licensed telecommunications carrier in Washington, DC that went public.

