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## India

Steptoe & Johnson LLP is a Washington, DC-based international law firm with more than 450 attorneys practicing in Washington, DC, New York, Chicago, Phoenix, Los Angeles, Century City, London, and Brussels.

The firm's relationship with India dates back nearly six decades, to the service of the firm's cofounder, Colonel Louis Johnson, as President Franklin Delano Roosevelt's Personal Representative to India with the rank of Minister. In that capacity, Colonel Johnson advanced the interests of India and befriended Prime Minister Nehru and other leading Indian statesmen.

Steptoe attorneys have built on this legacy, and over the last decade, have successfully developed a vibrant India practice assisting both foreign companies participating in the Indian marketplace and Indian companies expanding their businesses abroad.

Our India team is led by Ambassador Susan Esserman who previously held four senior positions in the US government, the most recent of which was Deputy US Trade Representative. While in government, Ambassador Esserman negotiated several trade agreements with the Government of India, sought to elevate the US-India economic relationship, and worked to expand bilateral trade and convergence of US-India interests. She remains active in promoting US-India ties as a Board Member of the US-India Business Council and through her law practice.

Steptoe's India practice includes leading attorneys from the firm's international trade, regulatory, competition, dispute resolution, corporate, tax, telecommunications, technology, life sciences, intellectual property, and legislative practices.

Steptoe provides insights arising from experience working with high-level Indian government and company officials. The firm also has well-established relationships with Indian lawyers and consultants. Further, we have worked on the most significant US-India and EU-India trade issues over the last decade.

Steptoe's breadth, depth, and dedication to client service has made us the law firm of choice for many leading US, EU, and Indian companies, financial institutions, and investors, as they address the diverse legal and business challenges they face.

Steptoe's practice areas on India matters include:

### **International Trade and Regulatory**

Our attorneys' work in this broad field includes international trade litigation and policy (e.g., anti-dumping, anti-subsidy; safeguards; and WTO); export controls, sanctions, and US Foreign Corrupt Practices Act; and immigration. Steptoe's international practice is top-ranked in the United States by the leading legal publication, *Chambers USA*.

## India

### REPRESENTATIVE MATTERS

- Defend several US agricultural industries against safeguard investigations in India.
- Represent US manufacturing companies in addressing tariff and non-tariff barriers in India.
- Represent the European spirits industry in its WTO challenge concerning imposition of illegal Indian customs duties.
- Defend Indian companies in various anti-dumping and anti-subsidy investigations around the globe and in particular the EU, the US, and Turkey.
- Represent Indian companies in a variety of US-India trade policy matters, including relating to GSP.
- Advise an Indian company in connection with US government review of an acquisition under CFIUS.
- Conduct several internal investigations involving corruption and money laundering issues in India, involving telecommunications, agriculture, financial services, and other industries.

### International Dispute Resolution

The firm has extensive experience in a wide variety of commercial, corporate, technology, energy, trade and investment disputes, through litigation, arbitration and ADR. Advice is also provided on a full range of dispute resolution issues that arise in transactions from negotiating and drafting dispute resolution clauses to enforcing or challenging arbitral awards in different countries.

### REPRESENTATIVE MATTERS

- Advise a major US company in connection with its civil and criminal litigation in India.
- Represent the Indian Licensee of an international clothing manufacturer in dispute with local shareholders, entailing three parallel proceedings in India and related proceedings in England.
- Represent an Indian telecommunications company in ICC arbitration arising from dispute with a leading US telecommunications provider.
- Represent an Asian conglomerate in connection with ICC arbitration claims under a joint venture agreement with a major US media corporation concerning ownership of India's largest advertising agency.

## India

- Defend an Indian party served with a worldwide freezing order issued by the Commercial Court in London.

### **Technology and Intellectual Property**

Steptoe focuses on the evolving areas of internet/electronic commerce, telecommunications, intellectual property, outsourcing, pharmaceuticals, medical devices, and biotechnology, and offers significant US and EU regulatory and transactional capabilities.

### **REPRESENTATIVE MATTERS**

- Counsel US and EU pharmaceutical companies and non-profit organizations on intellectual property and regulatory policy developments in India.
- Advise a number of leading global investment banks on the development of their telecommunications and IT infrastructure in India.
- Counsel a global internet-based retailer on regulatory issues relating to its Indian website.
- Advise a major Indian telecommunications company with respect to establishing and maintaining operations in the United States, Canada and the UK.
- Advise an Indian telecommunications company on US and EU competition issues pertaining to international telecommunications traffic.
- Assist an Indian telecommunications company in seeking patent protection in the United States, and in negotiating a technology license from a US company.

### **Corporate and Tax**

We provide representation and counsel to companies, financial institutions, private equity funds, and investors on domestic and international tax issues, venture capital and leveraged buyouts, investment fund formation, private and public acquisitions and divestitures, equity and debt capital markets matters (including AIM listings), and bank lending transactions.

### **REPRESENTATIVE MATTERS**

- Advise US investors in connection with participation in investments funds focusing on India.
- Advise US companies on foreign investment rules in India.

## India

- Counsel an international retailer on a joint venture and licensing arrangements with a major Indian media group to set up a lifestyle fashion business in India.
- Represent India's largest luggage company in the acquisition of certain assets of a major international luggage brand.
- Advise European company on tax strategy and litigation.
- Advise Indian telecommunications companies with respect to US federal and state taxation.

### Contacts

For more information or assistance, please contact any of the attorneys listed below.

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