



LAKSHMI KANTH

A Corporate Affairs Professional & Legal Counsel

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National Capital Region, Delhi, India

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CORE COMPETENCIES

- Corporate Affairs
- Government Liaising
- Public Policy
- Regulatory Compliance
- Legal Affairs & Consultation
- Due Diligence
- Land Acquisition
- Licences, Permits & Clearances from Ministry
- External Relations
- Litigation
- Economic Offences & Company Law
- Contracts
- Motor Vehicle Act
- National Company Law Tribunal (NCLT)
- Electricity Act
- IT/Cyber Law
- Arbitration, Mediation and Reconciliation
- General Counsel
- Project tendering
- Business Development & Strategic Initiatives
- Investment Banking

ACADEMICS

Master of Business Administration -

American International University

Bachelor of Laws (LLB) - Chaudhary

Charan Singh University, Meerut

PROFESSIONAL EXPERIENCE

Managing Partner, Penchant Law LLP, New Delhi (Enrolled with Delhi Bar Association)

Jun 2018 – Present

- Providing leadership and direction to a full-service law firm by offering top-notch legal, financial, and business solutions to clients in order to achieve business objectives.
- Delivering corporate advisory, conducting solicitation activities, managing litigation matters, and representing clients before all the Courts/Commission/Tribunal across India
- Possessing substantial experience in handling various legal matters, encompassing a wide range of domains such as economic offenses, MV accident claim tribunals, national company law tribunals, data privacy, IT law & cyber security.
- Directly overseeing counterparts located in different locations to assist with licensing work and liaising with state and central agencies to obtain necessary licenses, permits, regulatory clearances, and pollution control clearances as well as facilitating the setup of companies or acquisition of land.
- Tendering large-scale projects and expediting various projects from the governments while cultivating and sustaining connections with clients, stakeholders, and industry peers to drive business expansion and enhance the firm's reputation and brand.
- Managing the investment banking activities, encompassing both equity and debt, for high-net-worth individuals (HNWI) located in India and abroad.

General Manager - Corporate Affairs, Vandana Group, New Delhi (Group's Activity : Steel, Power & Mines)

Jan 2010 - Nov 2017

Accomplishments:

- Successfully handled the company's legal affairs and court matters.
- Formulated MOUs for new projects in Karnataka and Gujarat.
- Obtained environmental clearances for multiple high-impact projects.
- Procured mining lease for iron ore, coal linkage approval, and coal block allocations.

PROFESSIONAL SUMMARY

A highly accomplished Lawyer with more than 20 years of vast experience in Corporate Affairs, Public Policy, External Relations, and Legal Affairs with Multinational Companies in India and Abroad as well as a litigation Expert on Economic Offences, National Company Law Tribunal, Motor Vehicle Accident claims, Data Privacy and Cyber Security. Delivered innovative legal and business solutions through sound and resourceful strategies. Passionate about client advocacy and representing the company on various external platforms and also liaising with senior bureaucracy and ministerial levels in all States and at the Centre.

SYNOPSIS

Possess an expert-level comprehension of the structure and legislative processes of the Government of India at federal, state, and local levels, and proven proficiency in navigating its complexities.

- Adept in handling licensing and related issues across multiple industries, including Steel, Power, Cement, Construction, Real Estate, Trading, Healthcare, and FMCG units.
- Remarkable ability to establish solid ties with influential officials and bureaucrats in Ministries both in New Delhi and across various states.
- Illustrated expertise in providing comprehensive legal services, including litigation, solicitation, and representation before all the Hon'ble Courts across India.
- Demonstrated exceptional skills in policy advocacy, with a proven ability to influence policymakers and expedite approvals and regulatory clearances from diverse Ministries
- Possesses extensive hands-on experience in land acquisition matters across multiple states.
- Strong track record in liaising with banks and financial institutions to secure funding for diverse projects and facilitate debt resolution of distressed assets.

- Acquired government and private land in Rajasthan and Gujarat for development and solar projects.
- Secured a waiver of payment default and penalty of Rs. 20 Crores.
- Raised funds in total around 2000 crore for various projects from banks and financial institutions.
- Commissioned 2 PV Solar Energy projects in Chattisgarh
- Attained regulatory clearances for the Hydropower project in Nepal.
- Obtained separate wagon allotment from Railway Board and RTC approval for private siding in Karnataka.

Responsibilities:

- Successfully represented the company at senior levels, built strong networks with government stakeholders, and advocated for the organization in legislative matters, securing necessary approvals, permits, and licenses for company products and services.
- Regularly kept board members informed about regulatory updates and changes in the economic landscape while providing timely legal, regulatory, and contractual advice to senior management.
- Designed and executed initiatives to promote the company's value proposition, coordinated the company's engagement with government officials, industry groups, media, and public-private partnerships, and leading the organization's lobbying activities.
- Oversaw all legal matters, including corporate and regulatory affairs, litigation, banking, land acquisition, new projects, and business development.
- Served as Head of the renewable energy group and also oversaw operations related to steel, conventional and renewable power
- Handled a team of 11 employees and reported directly to the Managing Director and Chairman.
- Developed and maintained strong relationships with the press to promote the company's interests effectively.
- Managed all litigation portfolios, including hiring and directing appropriate counsel, developing legal strategies, and representing the company in court.

**Corporate Manager, Abdullah Fouad Group, Saudi Arabia
(Group's Activity : Trading, Real Estate and Contracting)**

Apr 2007 - Jan 2009

- Orchestrated and executed diverse corporate meetings, and devised corresponding action plans to ensure seamless execution.
- Maintained a cohesive interface with SBU Heads, clients, and business partners, ensuring a streamlined flow of communication and collaboration for optimal results.
- Played an active role in producing Management Information Systems (MIS) and other high-quality reports, ensuring accuracy and relevance to support informed decision-making.
- Furnished vital information and insights on business intelligence, business development possibilities, and export potentials, aiding in the formulation of strategic business decisions.

Managed Own Consultancy Firm, New Delhi

2003 – 2006

- Offered comprehensive management and licensing consultation services to diverse clients, while optimizing approval processes through strategic planning.
- Guided and assisted clients in navigating the complex process of obtaining licenses from governing authorities.
- Invested in slum rehabilitation real estate projects in Mumbai, while overseeing the licensing process for slum rehabilitation real estate projects.
- Expedited the process of acquiring mining leases for small-scale miners, while ensuring compliance with all relevant regulations and guidelines.

Corporate Executive Assistant, Pepsi Cola Bottling Company, Saudi Arabia

Mar 1994 - Jun 2002

- Managed all operations and administrative functions for the Board of Directors, ensuring the efficient and effective functioning of the organization.
- Conducted regular audits of daily operational reports for all Strategic Business Units (SBUs), clients, and business partners, and presented detailed and accurate reports to the President and Managing Director.
- Assumed responsibility for special projects assigned by the President/MD and provided data/inputs on Business Intelligence, Business Development potentials, and Exports.
- Independently managed all corporate communication and affairs of the President/MD, effectively representing the company's interests to various stakeholders.
- Proactively initiated and followed up on special projects assigned by the President/MD, delivering quality results and contributing to company growth.

Executive Assistant, A.V. Birla Group, New Delhi

Aug 1992 - Feb 1994

- Prepared and submitted proposals and representations to bureaucrats and ministers, and diligently followed up on them to ensure positive outcomes for the company.
- Monitored policy changes and updated the Senior Management regularly, ensuring they were well-informed.
- Established valuable networking connections with various trade bodies, effectively influencing governmental policies to protect the company's interests.
- Participated in bidding with DGS&D and expedited payments, while also establishing contacts with embassies and high commissions to explore potential business tie-ups.

Personal Dossier:

Date of Birth : 10 May 1971

Nationality : Indian

Languages : English, Hindi, Malayalam & Tamil

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