

# Focused on India

## *Open up to the possibilities*

### **What we do for our clients**

As an emerging international market, India is of great interest to our clients and is seen as a country with significant potential for them. India attracted foreign direct investment of \$35 billion in 2008-2009. As with our clients, it is an area of major priority for us in terms of future investment. As we are not yet permitted to have a presence in India, we have established a dedicated India Group to assist our clients in India.

Our India Group is headed by Parmjit Singh and supported by a team of lawyers from across Eversheds International. We assist many of our international clients doing business in India from Booker Cash & Carry, Boeing, Mamas & Papas to Russell Reynolds and Tyco.

In 2008, Eversheds advised WNS (Holdings) Ltd on its multi-billion business process outsourcing (BPO) contract with Aviva plc. WNS acquired Aviva's offshore operations including its operation in India. Our team was awarded "Outsourcing Advisor of the Year" by the National Outsourcing Association. We are currently advising the Hinduja Group on one of the largest mega power station projects in India.

Increasingly Indian companies are looking outside India to grow and we are advising leading Indian companies who are doing business in the rest of the world including the Hinduja Group, ICICI Bank, Tata Consultancy Enterprises, Larson and Toubro, Mahindra & Mahindra and Polaris Software.

### **How we work with clients**

As the Indian market is not open to foreign law firms, Eversheds has established strong working relationships with some leading Indian law firms. Between them these firms cover the main business hubs in India, including Mumbai, Delhi, Bangalore, Chennai, Hyderabad, Kolkata and Pune. We carefully select the appropriate firm to work with according to our clients' requirements.

We can work in two ways. We can adopt our successful model of project management through a single point of contact at Eversheds. It is then our responsibility to deliver and manage the work through the Indian law firm. This ensures a uniformly high level of service and that we are really meeting our clients' needs in terms of delivery and cost management.

We also recognise that some clients would like direct contact, particularly where experienced in managing work across borders. In such cases we can set up direct relationships for them.

We are members of the United Kingdom India Business Council (which has been set up to encourage trade between the UK and India) and have strong links with intermediaries in India including accountants and banks.

Members of our India Group regularly visit India and would be happy to meet with your clients and contacts.



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## Did you know?

- 1** India is one of the most ancient civilizations and the largest democracy in the world.
- 2** India is the second most populous country with approximately 1.18 billion people.
- 3** Over 1,000 languages are spoken in India.
- 4** The Indian economy is the eleventh largest economy by nominal GDP in the world and the fourth largest by purchasing power parity.
- 5** The official national sport of India is field hockey – but cricket is the most popular sport.
- 6** The Indian State Railway is the world's second largest employer, behind the NHS and in front of the Chinese Army.
- 7** The 'Decimal System' was developed in India in 100 B.C.
- 8** India exports software to 90 countries.
- 9** India has 545 million mobile cellular telephone subscribers.
- 10** The population is currently growing by 20 million each year (the current population of Australia) and the medium age will be 25 until the year 2030.

## Key contacts

For more information, please contact:

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