



Varun Sehgal

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Practice Areas

Corporate

Sectors

Ecommerce

Energy

Infrastructure

Manufacturing

Mines and Minerals

Technology, Media and Sports

Telecommunications and Broadcasting

About

Varun Sehgal is a Partner at JSA's Corporate practice and is based out of Mumbai.

Varun has over 16 years of professional experience in Corporate and M&A practice with a focus on strategic acquisitions, joint ventures, corporate restructuring, and commercial agreements.

His sectoral expertise spans various sectors including retail trade, e-commerce, technology, energy and infrastructure, manufacturing, and industrials.

As a part of his private practice career, Varun has advised various multinational corporations (including multiple Japanese corporations) on a range of corporate-commercial transactions, including strategic acquisitions, joint ventures, corporate restructuring, and commercial agreements.

Prior to joining JSA, Varun worked as OYO's Vice-president - Legal. He was previously a partner at Cyril Amarchand Mangaldas & Co. ("CAM") and Shardul Amarchand Mangaldas & Co's ("SAM") where he was

a key member of Japan desk at SAM/CAM and focused on developing M&A/PE mandates from law firms in Japan and South Korea.

At OYO, Varun was part of its global legal and compliance team, and his areas of focus were transaction management (domestic and international M&A), managing compliances and restructuring of the debt facilities of the OYO group and handling general corporate and regulatory matters.

Experience

An indicative list of Varun's previous assignments are listed below:

Mergers & Acquisitions / Joint Ventures

- Acquisition of Denmark based vacation homes rental management company Bornholmske Feriehus through Dancenter, a subsidiary of OYO. With over 700 vacation homes, Bornholmske is one of leading holiday homes operator in Bornholm Island - Denmark.
- Omron, Japan in relation to its co-investment in a healthcare technology start-up in India.
- Mando Corporation in relation to its joint venture for manufacturing of electric mobility products in India.
- Amazon Inc. on its co-investment in single brand retail trade business in India
- Fuji Electric Co., Ltd., Japan in relation to acquisition of Consul Neowatt Power Solutions Private Limited, a major power electronics manufacturer in India.
- Ichibanya & Co., Ltd., Japan in relation to its joint venture and franchise with Mitsui to enter the Indian market to run Japanese curry restaurant under the brand name "CoCo Ichibanya".
- Mitsui & Co., Ltd., Japan in relation to:
 - its joint venture with an Indian tea producer to manufacture and sell branded tea in India and abroad.
 - proposed investment in a leading listed healthcare company.
 - its acquisition of a minority stake and subsequent exit from Arch Pharmed Labs, a pharmaceutical company in India.
 - an investment in commercial vehicles leasing business in India.
- Toshiba Carrier Corporation, Japan in relation to its joint venture with United Technologies Corporation for manufacturing and distribution of HVAC products in India.
- Toshiba Corporation, Japan in relation to acquisition and subsequent exit in step-down subsidiary of GreenStar Corporation US in India.
- Sumitomo Corporation, Japan in relation to its investment in a technology-based mobility services company India.
- AVX Corporation, US in relation to acquisition of TT Electronics Sensing and Control India.
- Suez Environment in relation to its acquisition of Driplex Engineering and Driplex International, group companies engaged in the business of industrial water treatment solutions in India.
- Carrefour SA in connection with firming up their entry strategy in multi-brand retail trade sector in India by way of franchise arrangement or joint venture with an Indian partner

- Par Pharmaceuticals Inc., a NYSE listed company in connection with 100% acquisition of Edict Pharmaceuticals Limited.
- Alstom SA in relation to its joint venture with Bharat Forge Limited for manufacturing of super-critical and sub-critical turbines islands (steam turbines and generators, heat exchangers and auxiliary equipment).
- Genpact Limited in relation to its acquisition of offshore centres of Headstrong Corporation located in India.

Projects & Infrastructure

- GE Transportation in relation to the bidding process for the Madhepura Locomotive Factory Project and Marhowra Locomotive Factory Project of the Ministry of Railways, Government of India.
- Norfund, a Norwegian entity in the finalization of their entry strategy for development and implementation of hydro power projects.
- Mittal Energy Plc., in connection with its equity investment and farm-in opportunity in Prize Petroleum Company Limited, an upstream oil & gas company.
- Mitsui Ocean Development & Co., Ltd. in relation participation in a tender floated by ONGC Limited for charter hire of a floating, production, storage and offloading (FPSO) vessel.
- Trinity Capital in relation to their investments in various real estate projects including Phoenix Mills, Manjeera Constructions and Pipavav Shipyard.
- Omaxe Group, a leading Indian real estate developer in relation to raising of private equity investments for its various greenfield projects from Azorim (an Israel based fund).
- Japan Bank for International Cooperation for conducting a detailed study on IPPs in India and also conducting a study on Solar PV Thermal Power Project.

General Corporate Advisory

- Benesse Japan in relation to setting up of educational support services business in India.
- Denso Corporation Japan in relation to cold chain delivery and data collection business.
- NTT Finance Japan in relation to financial transactions for its data centers in India
- NS Solutions Corporation Japan in relation to setting up of cloud-based network system in India.
- GungHo Online Entertainment, Inc. Japan, in relation to online gaming industry in India.
- NTT Communications Corporation, Japan in relation to data protection regulations in India.

Lectures and Seminars

- Speaker at the webinar on Investing in India during Covid – 19 – organised by In-house Community E-congress Japan October 2020
- Jointly organised a webinar with:
 - ICCK Korea on 2021 – Policy Reforms in India (PLI & Budget focus) February 2021
 - Anderson Mori & Tomotsune on Legal issues arising out of Covid – 19 September 2020
 - Anderson Mori & Tomotsune on Distressed Assets M&A in India September 2020

Memberships

Bar Council of Rajasthan, India

Education

BBA; LL.B. (Hons.) National Law University, Jodhpur – Year 2006

Languages Spoken

English

Hindi
