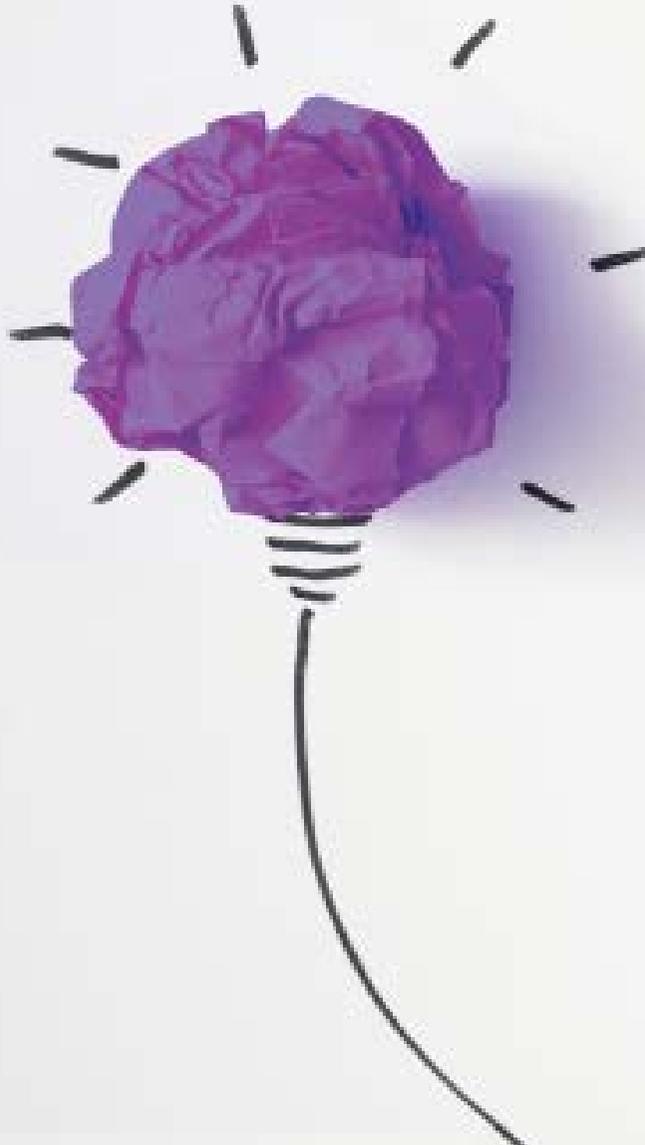


IKIGAI LAW

We are a law firm focused on  
**technology, innovation & entrepreneurship.**

# OUR MISSION



Our **mission** is to enable the **future**.

We do this by enabling technology, innovation and entrepreneurship, to make the world **smarter, inclusive** and **fun**.

“

An alternative law firm that focuses on technologies that can change the world.

”

- YourStory

# OUR CLIENTS

“ Ikgai Law assists various businesses, from startups to mature tech entities.. Its work has covered sectors such as blockchain, drones, space science and emerging tech businesses, and it often leads policy and regulatory debates in these areas.

”

- The Times Of India



# AWARDS & RECOGNITIONS

“ Numerous tributes are paid to the team’s ‘very serious focus on tech-centred businesses’.

”  
- Chambers and Partners Asia-Pacific

## ASIAN LEGAL BUSINESS

Boutique Law Firm of the Year  
2019 and 2020



Asia’s Best Law Firms to Work For  
2019



Innovative Technologies Law Firm  
2021



## IDEX LEGAL

Social Impact Law Firm  
2017 and 2018



Law Firm (Mid-size)  
2019



Best Legal Advisor to Startup Business  
2020



Employment Law Firm of the Year  
2021



Managing Partner of the Year  
2021



# Chambers AND PARTNERS

Technology, Media and Telecoms  
Band 2



Fintech  
Band 2



## INDIA BUSINESS LAW JOURNAL

Data Compliance and  
Cybersecurity  
2019-2023



Fintech  
2022



Policy and  
Regulation  
2022



Technology  
and Telecom  
2022-2023



Sports and  
Gaming  
2021-2023



Deal of the  
Year  
2021



## The Legal 500

Technology, Media and Telecoms  
Band 2



Data Protection  
Band 2



Financial Services  
Band 2



Aviation, Aerospace and Defence  
Band 3

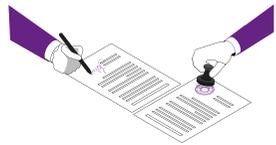


**BW** LEGAL  
WORLD

Startup and Investments Law Firm of the Year  
2019



# AREAS OF PRACTICE



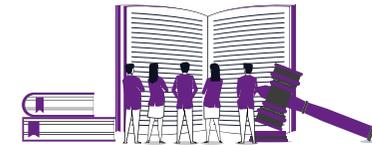
## Contracts and business advisory

Structure and re-think contractual arrangements and provide general corporate advice.



## Product

Structure business models to solve for regulatory risk. Develop user terms, model UI/UX, help businesses go-live.



## Public policy

Help create innovation-enabling regulatory frameworks through strategic advice and stakeholder engagement.



## Data

Advise on compliance and good-practices for processing of data through its life cycle.



## Dispute resolution

Niche dispute resolution practice that advises clients through complex technology and IP issues.



## Venture capital

Structuring, negotiating and drafting for venture capital and private equity investments, onshore and offshore.

# Contracts and business advisory

Structure and re-think contractual arrangements and provide general corporate advice.

We work closely with business teams to understand their business, commercial objectives and risks, and address them in simple, business-friendly legal documents.

01

Advised Pixxel Space, an aerospace company, on its contracts for satellite launches on an ISRO PSLV, a Russian Soyuz and SpaceX Falcon-9.

Advised Udacity, an ed-tech company, on master services agreements to provide massive open online courses (MOOCs) to enterprise customers in Asia.

02

03

Advised on the deployment of Whatsapp's much-publicised fact checking program to study misinformation during the Indian elections in 2019.



# Product

Structure business models and first-to-market products to solve for regulatory risk. We often help our clients develop their product and go-live strategy. This includes developing user terms and modelling UI/UX.

We understand technology and speak its language. We follow market trends and policy developments. Working closely with business and product teams, we attempt to provide commercially feasible and scalable solutions.

01

Advised neo-bank Fampay on the launch of India's first numberless card and also the first card targeted at minors.

Advised an alco-tech platform in enabling online sales of alcohol during the Covid19 lockdown.

02

03

Advised a leading gaming company on enabling p2p transfers between their closed wallets.



# Public policy

Help create innovation-enabling regulatory frameworks through strategic advice and stakeholder engagement.

Our policy and advocacy support is both proactive and reactive. It includes monitoring and intelligence, strategizing and developing policy positions, stakeholder engagement and advocacy plans, and research and writing.

01

Advised clients on data governance, including their submissions to the joint Parliamentary committee examining India's proposed personal data protection bill, the Justice Srikrishna committee on data protection, and the Kris Gopalakrishnan committee on non-personal data.

02

Advised a global technology platform on policy issues relating to online content regulation. We carried out stakeholder mapping to tailor outreach and messaging, undertook a cross-jurisdictional analysis of over 15 countries, and prepared government-facing position papers.

03

Advised a cloud service provider on a cloud first policy strategy for South Asia.

04

Authored a report, 'Digital Technology Policy for India's USD 5 Trillion Economy' for the Internet and Mobile Association of India.



# Data

Advise on compliance and good-practices for processing of data through its life cycle.

We help clients tailor their approach towards data management based on their business needs and applicable laws. We stress-test business models against legal requirements to assess impact on business practices like cross-selling, monetizing data, underwriting customers through data. We also advise clients on embedding data protection principles into tech architecture, UI/UX and business processes.

01

Advised a company that uses machine learning to collect and structure patient health records with a focus on school-going children. We structured its contracts with various stakeholders - including doctors, hospitals and educational institutions- with a key focus on protecting sensitive personal data.

02

Advised Cutting Chai Content on its data handling practices and the applicability of global privacy laws.

03

Undertook a clause-by-clause analysis of the various drafts of India's upcoming personal data protection law for a global cloud service provider, and assessed their implications on the client's India operations.



# Dispute resolution

Niche dispute resolution practice that advises clients through complex technology and IP issues and sometimes, existential crisis.

We help clients formulate dispute resolution strategy informed by our deep understanding of policy and regulatory frameworks and the business of technology.

01

Successfully represented India's leading crypto-exchanges before the Supreme Court in their challenge to banking ban on crypto-businesses. This was, globally, one of the most important lawsuits concerning the crypto-industry - the directive had resulted in the immediate closure of an industry accounting for billion dollar transactions each month.

Represented India's largest drones manufacturer in challenging the largest government tender issued to date for the use of drones for pan-India mapping by the Survey of India. We challenged the award of this contract to a competitor on the basis of ill-framed technical specifications, securing an interim order in favour of the client.

02

03

Secured landmark order allowing service of summons on Whatsapp for the first time. This order led to several similar orders from High Courts across India.

add another case study. "Advised leading crypto-exchanges on their response to scrutiny and action by the Enforcement Directorate on issues relating to violation of foreign exchange law, money laundering, etc.

04



# Venture Capital

Structuring, negotiating and drafting for venture capital and private equity investments, onshore and offshore.

We understand the startup and VC mindset. When drafting and negotiating investment documents, we bring our experience of having represented investors and promoters through market upswings and down rounds, promoter exits and investor disputes. Our clients, whether the company or investors, also benefit from our deep understanding of regulatory issues faced by technology startups.

01

Represented Stanza Living in its US\$50 million Series C investment round from Sequoia Capital, Matrix Partners, Accel and Falcon Edge.

Represented Alkemi Ventures in its investments in the consumer health sector - Doxper, a health digitisation company (US\$4 million), GoodVitamins, a foods and beverages company (US\$2 million) and PeeSafe, a feminine hygiene company (US\$4.2 million).

02

03

Represented climate-tech company Blue Sky Analytics in its US\$1.2 million fund raise from Singapore-based BeeNext and Rainmatter Capital, which also involved advice on corporate structure and globalisation of the company.

**FITTR**



# SECTORS



Artificial intelligence  
and machine learning



Blockchain



Metaverse



Drones



E-commerce



Telecom



Fintech



Gaming and esports



Health-technology



Online content



Social media



Space

# SECTORAL CASE STUDIES

“

An innovative and technology-focused practice, Ikigai Law is focused on helping pathbreakers and innovators bring their products to market in a complicated and ever-changing regulatory environment.

”

- Chambers and Partners Asia-Pacific



## Artificial intelligence and machine learning

We have advised on a range of AI solutions including a contextual voice assistance software, image-recognition based fashion assistance, health-diagnosis, and one of India's largest fact-checking platforms. We are familiar with legal issues unique to this industry. For a health-diagnosis tool, we tailored user agreements to shield the service provider from liability on account of an algorithmic anomaly. For another client, we built in safeguards to protect their IP from those of the service recipient, and designed clauses to prevent circumvention and reverse engineering of our client's offering. We have also advised our clients in building data protection and privacy frameworks for AI products.



## Blockchain

We advised on the set up of Koinex, India's first multi-cryptocurrency exchange. We advised on their operations amidst absolute regulatory uncertainty. We laid the foundation for self-regulatory structures adopted by several Indian exchanges.

In 2018, the Reserve Bank of India banned crypto-exchanges' access to banking services. The firm represented leading exchanges in their petition before the Supreme Court leading to a reversal of the ban. This was globally, the most important litigation for the crypto-industry, given the significance of the Indian market for the industry and its precedence-value.

We assisted the World Economic Forum in proposing a legal framework for smart contracts in India. We also advised the NITI Aayog on the legal aspects of certain use cases for blockchain in India, including electronic health records and land records.

**“ They fought the cryptocurrency battle when many stopped fighting - they are the ones who got it over the line and opened out the space.**

**”**  
- Client testimonial: Chambers and Partners Asia-Pacific



## Drones

We have worked extensively with all stakeholders in the drones industry: the regulator, think tanks, industry association, manufacturers (defence and civilian), training organisations, operators, a drones racing league, importers and traders. We advise the Drone Federation of India on legal, regulatory and policy matters and worked with them in facilitating industry comments in response to a public consultation for the UAV Rules 2020. Our contribution to the existing regulations is well-recognised by the industry and we were named as a 'pioneer' by the Economic Times for our involvement.

We secured an injunction on the largest government tender for drone-based mapping activity on account of ill-framed technical specifications. We have also advised a 'high altitude long endurance' drones manufacturing company in negotiating its contract manufacturing, pilot and test-site agreements.

“

**“Pioneers” for their “contribution to the drones regulations in India”.**

”

- Economic Times



## E-commerce

We advised an automotive e-commerce platform in its corporate restructuring to ensure compliance with the amended FDI policy and ensuring minimum disruption in operations on this account. We advised one of the World's largest e-commerce companies on issues related to sale of drugs on their platform. Our advice focussed on the current and upcoming legal framework governing online pharmacies. This was challenging given issues of product liability, lobbying by incumbents and on-going litigation.

We advised fresh meat supplier, Licious on variety of matters, including issues around pricing of meat during Covid-19, consumer complaints and liability from spoilt meat.



## Fintech

We advised a client on its go live strategy for a digital lending platform. We helped the client - (a) navigate the KYC regulatory regime and implement fraud mitigation measures; (b) contractual arrangements with vendors; (c) designing their customer journey/UI/UX to comply with privacy laws (existing and prospective).

On another instance, we advised a digital payments company catering to the whole family (including minors). Offering financial products to minors is a regulatory minefield. It also meant navigating relationships with banks (with whom the platform would partner) that are less inclined to offer products which face multiple regulatory hurdles. So, structuring the product and its use cases within the regulatory framework and the partner bank's internal policies needed some out-of-the-box legal thinking. It meant structuring the product flow and features to lower fraud/security threat and therefore make it more palatable to partner banks and regulators.

“

**Constant and high-quality support for our important contracts with parties that are far bigger in size than we are.**

”

- Client testimonial: India Business Law Journal



## Gaming and esports

We advised a blockchain-based electronic games developer developing skill and chance-based games for a global market. The mandate involved the study of law on electronic gaming and digital assets offering across several jurisdictions, including Singapore, Australia, Cayman Islands, Malta, Estonia, United States, United Kingdom and India. We suggested a unique structure that allowed for a digital assets offering from India, which is unprecedented.

In another instance, our client was asked by a potential investor to submit a report assessing their exposure to legal risks in the Indian gaming landscape. We drafted this report and compared the legal and business practices of the client with its competition. The areas of law we touched upon include - gambling, payments, data protection, content regulation, IPR, tax, consumer protection, and self-regulatory practices.

“

**They have often already experienced the seemingly unique situations that we take to them.**

”

- Client testimonial: Chambers and Partners Asia-Pacific



## Health-technology

We assisted Ghaswala Vision Foundation, that provides critical eye care to the underprivileged by connecting them to a network of care-givers (including doctors, pharmacies, hospitals), involving transmission of sensitive medical records through a vast array of caregivers. This involved drafting comprehensive consent forms which could be translated into vernacular languages.

Another client uses extensive machine learning and mathematical modelling to collect, structure and maintain individual health records of patients with a focus on school-going children. We advised the client in structuring its multi-party contracts with various stakeholders it interacts with, including health service providers like doctors and hospitals and educational institutions.

We advised a manufacturer and operator of remote-intensive care units (ICUs). Such tele-ICUs are valuable given the shortage of intensivists in the country. The operation of such units raises significant liability issues for the manufacturer and operators. For example, if there is a fatality owing to downtime in the system, loss of network or power. Our team assisted on contractual arrangements between the manufacturer, intensivists and hospitals and advised on containing liability risks for the client.

**“ Good grasp of the industry, domestic and international, and the policy and legal landscape’ and ‘a committed thought leader’.**

**”**

-Client testimonial: The Legal 500



## Social media

In the run-up to the 2019 general elections in India, we advised a leading social media client on its internal policies for dealing with fake news. Given its political ramifications during the elections, this issue was attracting significant regulatory scrutiny and was critical for the client. We also advised the client in managing its intermediary liability risk around offensive content, data protection and privacy and implementing take-down procedures.

The firm advised Protograph Studios on the deployment of Whatsapp's fact-checking program for studying the misinformation phenomena during the Indian elections in 2019. It also advised a b2c e-commerce company that retails ayurvedic products to a global audience, on intermediary liability issues across jurisdictions.



## Space

Our team advised Team Indus on their spacecraft launch contract for a planned moon mission with the Indian Space Research Organisation (ISRO). The contract was challenging for several reasons: a. Unclear regulations; b. A private lunar mission was globally unprecedented at the time; c. A high-value contract for a dedicated launch – the entire spacecraft was on the lease and not a portion of the payload capacity.

Ikigai Law advises India's only private sector space-tech training and capacity building institution (Specific Impulse and Rocketeers Research Institute) on issues relating to regulation of manufacture, distribution and sale of scaled-down training rockets. We advised a remote-sensing satellite manufacturing enterprise on contractual and corporate law matters and its satellite launch contracts for launches on ISRO's PSLV and Soyuz and SpaceX launch vehicles.

“

**A significant aspect of the practice involves advising on new fields of regulation, often resulting precedent-setting policy developments.**

”

- Economic Times



## Telecom

Our experience in telecom is niche and targeted. We advised a global cloud service provider on regulatory aspects of access to telecommunications infrastructure. We are advising a global technology company on the regulatory aspects of satellite communications. We advised Udacity, a leading American ed-tech company on navigating the TRAI's Telecom Commercial Communications Customer Preference Regulation while they were entering into an arrangement with a cloud telephony provider. We have also negotiated service terms with transactional message providers on behalf of an enterprise client.

We advised a client developing an operating system for smartphones that enables use of specific heavy mobile applications in areas with patchy internet connectivity. This company was later acquired by a major mobile telecommunications company. We advised the client on issues of net neutrality. We also advised them on the legality of device-specific data plans under the extant telecom laws.



## Metaverse

We advise a cutting-edge virtual reality (VR) company that makes VR applications for training, skilling and education. The client recreates actual industry environment in VR and gamifies it for skilling and training. The firm advised the client on its agreements with a large manufacturing business for the development of VR-based gamified Standard Operating Procedures training modules for its workmen.

# OURTEAM

We are a closely knit team of over 30 professionals, with a rich and varied background, and unique personal interests. Here are our senior members.

“ Influential, knowledgable and effective ”

- The Legal 500

“ Young, Competent, hungry and humble. ”

-Client testimonial: The Legal 500

“ They demonstrate a steep commitment to the work at hand, understand and orient themselves on the goals of our business. They are top of their game – approachable and self-driven to find viable solutions to business problems. ”

-Client testimonial: The Legal 500



**Anirudh Rastogi**  
**Managing Partner**

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LL.M. (Harvard Law School, USA)  
BA.LL.B. (Hons.) (National Law Institute University, India)



[anirudh@ikigailaw.com](mailto:anirudh@ikigailaw.com)

Anirudh's expertise lies in helping businesses navigate ambiguous, evolving and sometimes non-existent regulatory frameworks. He wears multiple hats, that of a business advisor, a lawyer and a policy counsel. He is a Chambers & Partners 'Band 1' practitioner for Fintech, 'Band 4' practitioner for Technology, Media and Telecom and 'Band 3' practitioner for Aviation. The Economic Times called him a 'pioneer' for his work on India's policy for drones. Business World magazine named him Achiever of the Year 2017 for his contribution to tech policy and entrepreneurship, including his advice on a privately-funded lunar mission. He has been involved in several first-of-their-kind mandates.

He was awarded Managing Partner of the Year 2021 by IDEX Legal and was named in the 'A-list' of Indian lawyers by the Indian Business Law Journal. He is a visiting faculty at the Indian Institute of Management-Indore, where he co-teaches a course on emerging tech, law and policy. A TEDx speaker, he has authored a book on cyber laws published by LexisNexis. Previously, Anirudh worked with a leading multinational law firm in their Singapore offices. Anirudh likes to go on cross-country motorcycle trips when he can and learns to play the drums.

**“ Maintains a particularly close focus on assisting innovative and potentially disruptive enterprises.**

**A client identifies him as the inspiration for his team's “forward-thinking, innovative and solutions-focused” approach, while other market sources name him as a go-to adviser for start-up companies or on “cutting-edge or policy-centric” issues.**

-Client testimonial: Chambers and Partners

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**Nehaa Chaudhari**  
Partner

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LL.M. (Harvard Law School, USA)  
BA.LL.B. (Hons.) (NALSAR University of Law, India)



[nehaa@ikigailaw.com](mailto:nehaa@ikigailaw.com)

Nehaa leads Ikigai’s advisory and public policy practice. She helps clients understand, strategize for, and navigate India’s regulatory and policy ecosystem. Per The Legal 500, Nehaa is one of India’s best data protection lawyers, ranked ‘Leading Individual’ in 2022 and 2021; also recognised for aviation and TMT. She is also a Chambers and Partners ranked TMT lawyer.

Earlier, Nehaa worked with the Centre for Internet and Society, India (CIS), and the Berkman Klein Center at Harvard University. At CIS, she was the only Indian civil society representative in copyright and broadcast treaty negotiations at the WIPO, and wrote on intellectual property rights for UNESCO.

Nehaa has taught at NALSAR- Hyderabad, NLU- Delhi, and IIM-Indore. She has regularly writes for academic and media publications, is oft-quoted by the press and on television news, and speaks at events around the world. A list of her publications, and details of her public engagements are on her LinkedIn profile. Nehaa is a trained Indian classical dancer, learning pottery, and loves to swim.

“

**Nehaa Chaudhari is one of the foremost legal and technology experts in India. She exemplifies the qualities of a legal counsel who understands the business model, the technology and then arrives at the most suitable legal solutions.**

”

-Client testimonial: The Legal 500



**Aparajita Srivastava**  
Partner (Product)

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B.A., LL.B. (SLS, Pune)



[aparajita@ikigailaw.com](mailto:aparajita@ikigailaw.com)

Aparajita heads the product and regulatory practice at Ikigai Law. She was recognized for her “ability to provide constant high-quality support” in the Indian Business Law Journal in May 2020. She is also recognized as an India expert by OneTrust Data Guidance. At Ikigai Law, she advises technology companies on their go-live strategy, product development, and design. She helps tech businesses navigate regulatory environments while they launch and scale. One of her core practice areas is fintech, especially digital payments, neo-banking, and lending. She has helped launch and scale several first-to-market fintech products. Before joining Ikigai Law, she was an in-house counsel at PayU and Hike Messenger and a corporate lawyer with J. Sagar Associates and AZB & Partners.

“ Well rated for her ‘high degree of understanding of the data economy’ ”

Client testimonial: Legal 500

“ Provides constant high-quality support. ”

-Client testimonial: India Business Law Journal



## Sreenidhi Srinivasan Partner

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LL.M. (Columbia)  
B.B.A., LL.B. (Hons.) (NLUJ)



[sreenidhi@ikigailaw.com](mailto:sreenidhi@ikigailaw.com)

Sreenidhi leads the firm’s data practice, advising the world’s leading technology companies, startups, premier industry bodies, VC funds and several others, on data governance. She is recognised as a go-to lawyer for data protection by The Legal 500 and was a finalist for the ALB India Law Award 2022 for India’s best data protection lawyer. Sreenidhi is a dual qualified lawyer (New York and India), and has extensive experience engaging with technology laws in the US, the EU and other regions. Before Ikigai, Sreenidhi has worked at the Vidhi Centre for Legal Policy advising government ministries and at the Georgia Tech Scheller College of Business as research faculty. She speaks regularly at panels and to the media, and has published widely in leading publications like TOI and Quartz, and academic journals. Sreenidhi is an amateur film critic, with a passion for speculative fiction.

“

Has a strong working knowledge of technology law and the data protection regulations governing the sector in India.

”

“

“I would rate Sreenidhi highly in the team who works with dedication and commitment.

”

-Client testimonial: The Legal 500



**Aman Taneja**  
Principal Associate

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LL.M. Law and Technology (Tilburg)  
B.A., LL.B. (Hons.) (WBNUJS)



[aman@ikigailaw.com](mailto:aman@ikigailaw.com)

Aman is an experienced IP, technology and disputes lawyer. At Ikigai, he has focused on online content, intermediary liability, online gaming, alco-tech and drones. In a previous avatar, he spent 4 years litigating at Anand and Anand, where he was a part of the firm's IT and ecommerce law practice group. He represented clients in numerous IP disputes before the Delhi High Court, advised on compliance with IT laws including due diligence and data protection, intermediary liability, the conclusion of online contracts and the validity of digital signatures. He also managed license compliance campaigns for large software publishers. Aman received the Netherlands Fellowship Program scholarship to pursue his master's degree in law and technology from Tilburg University. At Tilburg, he specialised in privacy and data protection (GDPR), cloud contracts, e-commerce, health tech regulation and EU approaches to IP. Before joining Ikigai, he also spent a short stint with the IT legal team at Shell's IT hub in Bangalore. His views on Indian law and policy have been carried by media houses and publications such as the [Economic Times](#), [the Indian Express](#), [Times of India](#), [Medianama](#), [the Citizen](#), [Tech Circle](#), [India Ahead TV](#) and [Mojo Story](#). Aman loves traveling with his dog, Betty, and aspires to start a dog travel vlog one day.

-Client testimonial: The Legal 500



## **Nimisha Singh Dutta** Counsel

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B.A.LL.B. (Hons.) (NLS Bangalore)



[nimisha@ikigailaw.com](mailto:nimisha@ikigailaw.com)

Nimisha is the Lead Counsel – VC at Ikigai. As a senior member of the VC team, she regularly advises on venture capital and private equity investments, onshore and offshore. She particularly enjoys working with technology-driven start-ups and entrepreneurs, understanding their businesses and products, and helping them navigate through various stages of funding and complex structuring exercises. She was recognized as one of the leading legal practitioners under the age of 45 in India (40 under 45) by Indian Lawyer 250, which is one of the guides to the leading business law firms of India. She was also awarded the “Exceptional Women of Excellence” award by Women Economic Forum 2018. Before Ikigai, Nimisha worked at Clarus Law Associates where in addition to corporate commercial work, she also specialized in Infrastructure, project finance, and trade and policy. Besides being a hands-on mother to her twin girls, Nimisha also passionately heads ReLawnch - a project that aims at enabling women to get back to work after a sabbatical.



**Astha Srivastava**  
Principal Associate

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B.Com., LL.B. (Hons.) (GNLU)



[astha@ikigailaw.com](mailto:astha@ikigailaw.com)

Astha focuses on providing regulatory and strategic advice to new-age innovation led businesses. She has advised clients across diverse sectors including aviation, FMCG, hospitality, e-commerce, electric mobility, pharmaceuticals, venture capital, and financial services. Before Ikigai, she was corporate counsel at IndiGo. Earlier, she was also external legal counsel for PepsiCo India where she advised on the transfer of PepsiCo’s business in south and west India to Varun Beverages Limited. She spent over 3 years with the corporate advisory team at J. Sagar Associates. She also had a stint with Themis Associates where she worked with the transaction advisory team and advised Sequoia Capital on its investments. When not lawyering, Astha writes poetry and short stories.

“

**Astha Shrivastava is valued for her fintech-related regulatory experience.**

”

Legal 500 2022

“

**Astha comes across as very polite and most importantly curious to deliver the best.**

”

Client testimonial: Legal500



## Vijayant Singh

Principal Associate

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BA.LL.B.(Hons.) (Jindal Global Law School, India)



[vijayant@ikigailaw.com](mailto:vijayant@ikigailaw.com)

Vijayant specialises in cybersecurity, data, cloud, telecom, and related sectors. He provides end-to-end strategic policy and advisory support to large-scale technology companies, start-ups, industry associations, and VC funds. He also advises on cross-jurisdictional matters – including on data, cybersecurity, and cloud-focused regulations of the EU, USA, Sri Lanka, Nepal, and Bangladesh. He led the drafting of a whitepaper for the Data Security Council of India, which offers recommendations for a balanced encryption policy in India. He also contributed to the drafting of a first-of-its-kind report on India’s gaming ecosystem and regulatory environment.

Before Ikigai, he was a litigating lawyer, and was part of a team that successfully argued for a fundamental right to privacy before the Supreme Court of India. His writing has been featured in the Quint, Inc42, and YourStory. His views on cybersecurity have been quoted by Medianama.

Vijayant is also a part-time DJ, loves travelling, and swimming.



**Rutuja Pol**  
Lead- Government Affairs

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B.S.L, LL.B (DES Law, Pune) and  
LL.M. (Georgetown University Law Center, USA)



[rutuja@ikigailaw.com](mailto:rutuja@ikigailaw.com)

Rutuja leads the government affairs vertical at Ikigai where in addition to working with relevant government stakeholders & industry associations, she helps build strategic partnerships for our clients, across sectors in the tech space. Healthcare being one of her core areas, she works closely with the healthtech team, providing business specific GR and policy advisory to healthtech start-ups and hospital chains. Prior to this, she worked with Dua Consulting on some Fortune 500 company mandates requiring interaction with the PMO, DPIIT, Dept. of Heavy Industries, MoHFW, investment cells of various state governments like Maharashtra, Uttar Pradesh etc. She has also worked with the UNICEF, Nepal and the Hague Conference on Private International Law on a treaty making project on parentage/ surrogacy. She also has experience of working with a few Senators in the U.S. Congress, specifically on amending the US Generalized System of Preferences to promote labour rights for US's trade partners such as Vietnam and Cambodia. She started her career in criminal litigation in Mumbai. In her free time, she enjoys experimenting in cooking and reading books on history.



**Isha Mital**  
Senior Associate

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BA (Hons.), LL.B., LL.M.  
(International Business Law)



[isha@ikigailaw.com](mailto:isha@ikigailaw.com)

Isha is a law and policy professional with nearly ten years of experience across a variety of roles. She began her career clerking at the Delhi High Court, working across a range of civil and criminal matters. She has since practiced in chambers and law firms, across a variety of practice areas, including intellectual property, TMT, consumer disputes, civil matters, corporate affairs and regulatory litigation, and across multiple fora, including the Supreme Court, Delhi High Court, TDSAT, and NCDRC. Among other matters, she worked on disputes involving the calculation of adjusted gross revenue and spectrum usage charge, and matters involving University Grants Commission guidelines.

Isha leads the hardware vertical at Ikigai, following her experience with the electronics manufacturing industry at the India Cellular & Electronics Association (ICEA). She advises on customs and indirect taxes, labour, ease of doing business, e-commerce, and intellectual property.

Isha is an avid reader, gardener, and foodie.



**Pallavi Sondhi**  
Senior Associate

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BA.LL.B.(Hons.)



[pallavi@ikigailaw.com](mailto:pallavi@ikigailaw.com)

Pallavi is a Senior Associate in Ikigai's Advisory and Public Policy team. She advises leading technology companies, ecommerce giants, OTT platforms, digital media companies and Indian and global industry associations on a variety of issues including internet regulation, intermediary liability, data protection laws, content regulation, ecommerce laws, as well as emerging technologies such as AI, among others.

She also works on strategic litigation for trademark and copyright infringement disputes, with focus on music licensing disputes in the media and entertainment industry. She has advised on trademark/brand protection strategy and trademark, copyright and design registration. Her writing has been featured in various publications including MediaNama and the Bastion.

Pallavi is also a trained Jazz dancer, a huge Bollywood buff, pop culture enthusiast and loves to travel to new places.



**Bobby Jain**  
Senior Associate

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BA.LL.B.(Hons.)



[bobby@ikigailaw.com](mailto:bobby@ikigailaw.com)

Bobby is an experienced IP and tech lawyer. At Ikigai, he wears multiple hats - handling IP, space-tech, commercial contracts, data protection, disputes, and policy advisory for a diverse client base, ranging from multinational corporations to startups. As a space nerd, Bobby advises one of the world's largest satellite communications service providers with a mission to deploy over 3000 low-earth-orbit satellites to connect remote areas globally. He has also advised one of India's leading space-tech firms in satellite development and launches.

Bobby excels in sectors defined by innovation. In his previous role at Anand and Anand, Bobby has represented notable inventors, such as a leading telecom antenna manufacturer, major pharmaceutical companies, and renowned fashion designers in IP disputes across various courts. Among other path-breaking matters, he was notably part of the team that secured patent rights for a computer-related invention, for the first time in India.

Outside of his professional life, Bobby enjoys the outdoors; is a professional cricketer; and relishes treks.



**Rahil Chatterjee**  
Senior Associate

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LL.B., M.A (Criminology and Justice)



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Rahil is a senior associate in Ikigai's government affairs and public policy practice. He has a keen interest in the intersection of politics, society, technology and enterprise. He advises various technology companies and government clients on issues related to Internet governance, platform regulation, online gaming, and telecom, among others. His versatile experience allows him an intersectional perspective to tech policy.

Prior to this, he worked as a legislative aide to a Member of Parliament, running their parliamentary office and helping them formulate policy positions on diverse issues spanning multiple sectors. After an undergraduate degree in History and a Master's in Social Work, he worked around the criminal justice system in various roles, specialising in death penalty sentencing, rehabilitation of victims, community organising, research and advocacy, before pursuing a law degree. He is also a trustee of a socio-legal aid organisation working in Delhi's urban villages on issues of access to justice.

Outside of work, Rahil has an interest in theatre and is an avid traveller and sports enthusiast.



**Kritika Srinivasan**  
Counsel

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B.A., LL.B (Hons.) (GGSIPU)



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Kritika is a Counsel at Ikigai and a senior member of the corporate practice group. She has a diverse portfolio encompassing general corporate, commercial law and employment law as well as hybrid transactions involving elements of both private equity and general corporate, with a special focus on transactions in the technology space. She advises clients on a wide range of matters, including cross border commercial contracts, founder agreements, technology agreements, ESOPs, etc. Kritika has previously led private equity rounds and debt refinancing transactions as the inhouse counsel to a hospitality company. Kritika is a certified lactation consultant. Kritika is an avid camper and likes to do cross country road trips with her partner and their kid.



## Aradhana Lakhtakia

Counsel

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B.S.L, LL.B.



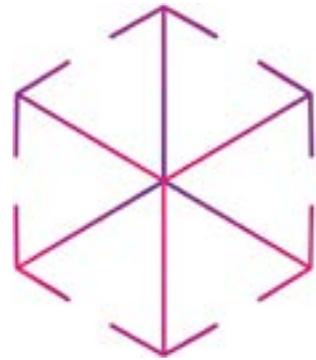
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Aradhana specialises in corporate-commercial disputes and has significant experience managing litigation portfolios of multinational companies in courts across India. She has represented several technology, e-commerce, media and FMCG companies in legal disputes spanning constitutional law, intellectual property law, information technology law and criminal law, and on issues surrounding defamation, content removal, privacy, consumer protection and fundamental rights. She represents clients before courts and tribunals, regulatory authorities and law enforcement authorities.

Aradhana also advises and represents domestic and international companies and start-ups across industries on information technology law, data protection and privacy and strategy.

She is qualified to practice as an advocate in India and is also qualified as a solicitor in England & Wales.

When she's not working, Aradhana enjoys conducting culinary experiments, learning various dance forms and travelling.



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