

Piramal Enterprises Limited

Financial Services Day

30th August 2018



Piramal Enterprises Limited

Legal

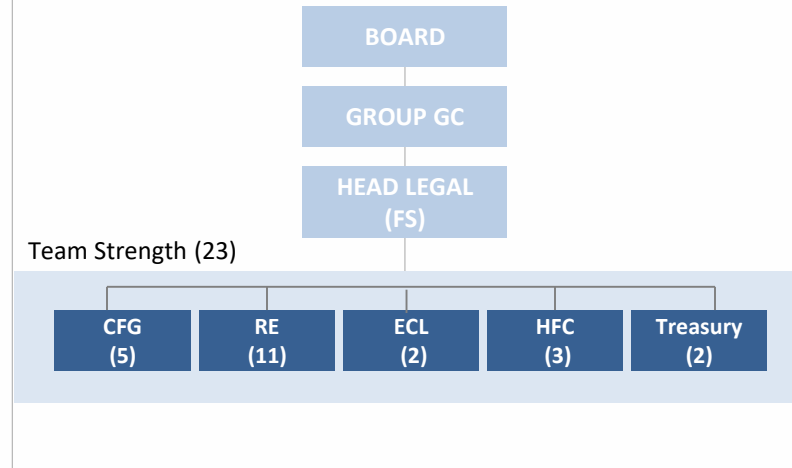


Legal Team : Financial Services

Focus Area

- Integrated legal set-up for Financial Services
- Regional set-up with local expertise
- Centralised Dispute Resolution & Litigation Team for recovery & security enforcement
- In- house Trusteeship company
- Regulatory Committee to make representations before Govt. authorities

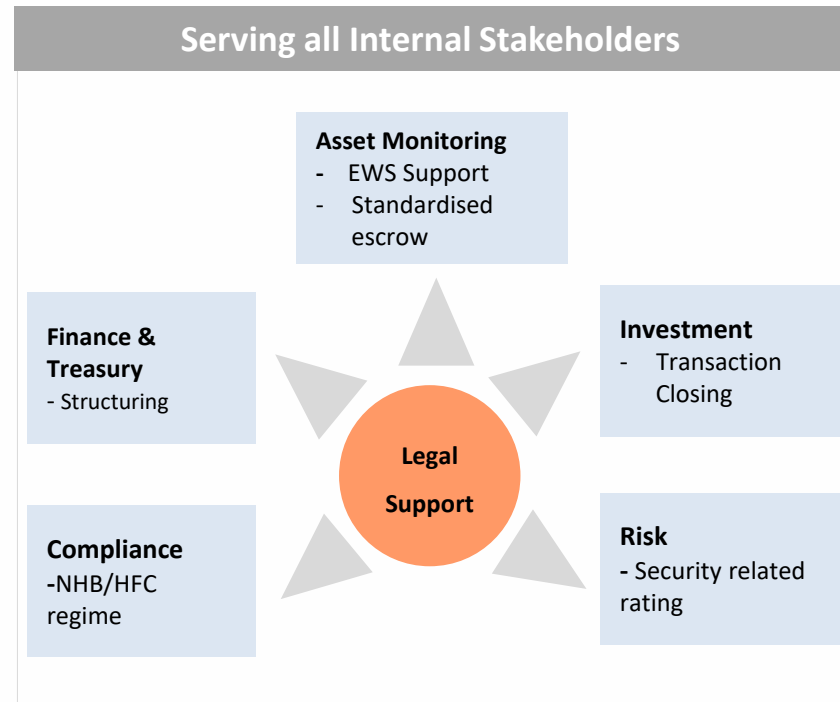
Team Structure



Recognised as “One of the best In-House Legal Team” in BFSI Sector by “The Legal 500 GC Power List: India” in 2017

Legal Team – Financial Services

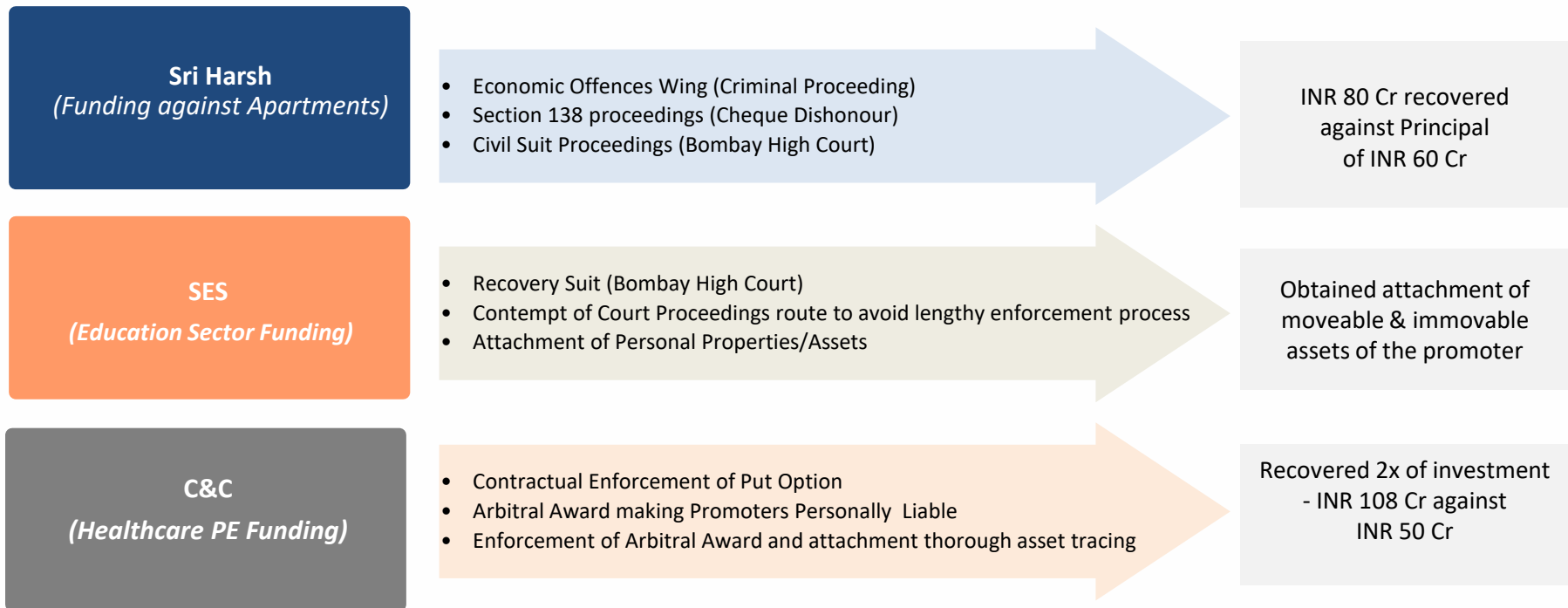
Presence across Deal Lifecycle	
Origination	<ul style="list-style-type: none"> • Structuring: Robust and Ring Fenced Structuring • Term Sheet: Vetting & Providing relevant Inputs • Deal Clearance Committee: Strategic Advise
Closure	<ul style="list-style-type: none"> • Law Firms: Appointed by Legal Team • Due Diligence, Documentation & Negotiations: Internal expertise coupled with top law firms • Legal Sign Off Process: Disbursement & Deviations
Post Closure	<ul style="list-style-type: none"> • Post closure Compliances: Along with external auditors • Dispute Management: Participation in EWS meeting • Exit Facilitation: Legal inputs on potential exits



Security Interest Mechanism & Enforcement

Security Cover Covers Loan Outstanding	Escrow on Cash flows Secures Debt Servicing	CG / PG / PDC / DPN* Additional Mitigation Mechanisms	Continued Monitoring via Contractual Rights Identification of Early Warning Signals
<ul style="list-style-type: none"> • Adhere to minimum cash cover prescribed • Mortgage • Share Pledge 	<ul style="list-style-type: none"> • Hypothecation of Receivables / Charge on Project Escrow Account • Obtain end use certificates from auditors • Monthly monitoring and tally 	<ul style="list-style-type: none"> • Corporate Guarantee – Holding Company • Personal Guarantee – All Individual Promoters • Post-dated Cheques /Demand Promissory Notes – To be collected post disbursement 	<ul style="list-style-type: none"> • Affirmative rights on key decisions • Form and participate in Project Management Committee (for RE deals) • Active role in key commercial decision • Events of Default Consequences: Right to appoint Directors, Management & Project Step-in Rights

Litigation and Dispute Management - Case Study



No litigation in the current portfolio till date, other than Pre-2014 legacy transactions

Piramal Enterprises Limited

Thank you

