



Atman Desai

Partner

Ahmedabad

Practices:

Project Development
Commercial Contracting
Bid Advisory
Regulatory & Policy
Acquisitions & Joint
Ventures
Project Finance

Education:

LL.M., Monash University
(2008)

Company Secretary (C.S.),
Institute of Company
Secretaries of India (2006)

LL.B., MS University
Vadodara (2006)

B.Com., MS University
Vadodara (2003)

Professional Affiliations:

Bar Council of Gujarat

Institute of Company
Secretaries of India

Recognitions & Accomplishments:

'Highly Regarded' in Project
Development by
IFLR 1000 (2021-23)

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Atman Desai is a Partner in the Energy, Infrastructure and Resources practice group. Atman has over 15 years of experience in advising developers, investors, contractors and lenders on transactions involving various infrastructure sectors such as ports, data centers, power (conventional and renewables), mining, highways and oil and gas (downstream).

He regularly advises on regulatory aspects involving public private partnership projects, bidding for infrastructure projects and assists clients in negotiating a broad spectrum of commercial and project development contracts.

Representative Matters

In his areas of expertise, Atman has represented and advised several prominent clients including:

Construction

- **Reliance Industries Limited** on development of data centers and its collaboration with Microsoft Inc. on AZURE cloud computing platform;
- Various hyper-scale and co-location data center operators (such as **Reliance JIO, Adani Connex, Amazon, COLT, Rackbank**, etc.) on projects involving construction, development and operation of data centers in India;
- **MICRON**, a leading US based semiconductor manufacturing company, on construction and development of a facility for manufacture of memory packages and assembly of modules in Gujarat;
- **Tata Projects Limited** on its joint venture and project contracts in relation to the BDD chawls redevelopment project in Worli, Mumbai;
- The **Lilavati Group** on construction and development of a 500-bed state of the art hospital complex at GIFT city in Gujarat; and
- The **Welspun Group** on the construction and development of warehousing facilities in various states of India.

Ports

- Provided bid advisory services to the **Adani Group** on Vizhinjam, Ennore, JNPT, Diamond Harbour and several other ports/ terminals in India. Assisted the Group in finalizing the concession agreements and negotiating EPC contracts for the development of various ports awarded to the Group; and
- The **Adani Group** on its joint venture with CMA CGM and project contracts for the development of a container terminal at Mundra, Gujarat.

Oil & Gas

- **Reliance Industries Limited** on the EPC and licensing contracts for the development of Phase III expansion of Jamnagar Refinery in Gujarat;
- Downstream oil and gas marketing companies such as (a) **Adani Total Gas Limited** on development of 600 TPD bio-gas plant at Barsana (Uttar Pradesh), collaboration with various OMCs on setting up of multi fuel retail outlets in India, COCO/ DODO/ CODO arrangements with dealers, and (b) **Essar Oil** and **Mahanagar Gas Limited** on COCO/ DODO/ CODO arrangements and related regulatory aspects; and
- **Morgan Stanley** (through its North Haven fund) and **Ashoka Buildcon Limited** on their joint venture in Unison Enviro Private Limited (holding CGD license in Ratnagiri) and their subsequent divestment in favour of Mahangar Gas Limited.

Power

- The **GVK Group** on project contracts for development of 850 MW hydro power project in J&K;
- Various renewable energy developers such as **Engie, Energon** and **Adani Green** on EPC contracts for development of various wind and solar projects in India; and
- **Adani Power Limited** on EPC contract for construction of 2 x 800 MW supercritical thermal power project at Mahan, Madhya Pradesh.

Mining

- Various **mining companies** on bids for appointment of mine developer and operator for coal blocks such as Gare Pelma III Block, Kerandari Block, Gondh Bahera Unjheni Block, Manoharpur Block, Jitpur Block, Tara (East and West) Block, etc;
- Companies such as **Adani Enterprises Limited, SICAL, Vedanta, Essel Mining, Sainik Mining**, etc. on MDO, overburden removal and transportation contracts; and
- **Adani Group** on acquisition of majority stake in Sanghi Industries Limited, giving it ownership of Sanghi's cement plant and captive jetties in Gujarat.

Disputes/ Claims Management

- Various infrastructure groups/ companies (namely the Tata Group, L&T, Adani Group, Mahanagar Gas Limited) on disputes/ claims management.