



Ishan Johri

Partner

Mumbai

M: 91-9970137897

E: ishan.johri@khaitanco.com

Practice/s

Technology, Media &
Entertainment, Telecom
Corporate & Commercial

Education

ILS Law College, University
of Pune (2014)

Professional Affiliation/s

Bar Council of Maharashtra

Ishan Johri is a Partner in Mumbai. Ishan specializes in corporate, commercial and regulatory matters in the Technology, Media & Entertainment and Telecom Sector.

Ishan has experience in advising both domestic and foreign clients in setting up businesses in India, strategic acquisitions, commercial contracts, and advisory on legal and regulatory compliances in India. She has advised several technology and media clients, such as OTT platforms, social media platforms, digital media, music labels, print media, broadcasting companies, technology and AI companies.

Ishan advises on a range of matters including commercialization of technology, software licensing, IT and business process outsourcing, cloud, hosting and managed services agreements, technology collaborations, licensing and acquisition and distribution of content, production of content, advertising and branding deals, talent engagements and celebrity partnerships, joint ventures and strategic acquisitions

REPRESENTATIVE MATTERS

In her areas of expertise, Ishan has advised and represented on the following recent matters:

Technology, Telecommunication and Fintech:

- Advised Olam Technology and Business Services Pte Ltd (Mindsprint) on their outsourcing agreement governing IT, Infosec and global business solutions services pursuant to a group restructuring and demerger;
- Advised Discover Financial Services in connection the operations of its subsidiary, Diners Club International as a registered card network operator in India, including outsourcing of business processes, cloud / hosting services;
- Advised NABARD on outsourcing of development services for a data lake and software solution. Managed RFP process and finalized transaction with awardee;

- Advised Honda on outsourcing arrangements with TCS and TTL for manufacturing of automotive hardware and software development in India;
- Advised an Insure-tech company on outsourcing of technology services;
- Advised BIT, Mesra on setting up of AI Lab in association with NVIDIA, along with outsourcing of management and support services for AI Lab;
- Advised IT/ ITeS companies like Rakuten, LTI Mindtree and Kelp on documentation for distribution and licensing of SaaS products;
- Advised Nykaa on distribution and technological integration of Nykaa's platform with Revolve;
- Advised Tata Communications Limited in relation to acquisition of 100% of the shares of Kaleyra Inc. for USD 113 million and the assumption of all outstanding debt;
- Advised Vodafone Idea Limited on structuring of a digital shopfront on its native application;
- Advised Samsung Electronics Co. Ltd. on applicable legal framework in India for its television streaming platform; and
- Advised UFO Moviez India Limited in connection with its agreement with NeuralGarage Private Limited to co-develop and commercialize a language-agnostic AI solution.

Media & Entertainment:

- Advised Reliance Industries Limited and Viacom 18 Media Private Limited in structuring and negotiating their INR 11,500 crore strategic joint venture with The Walt Disney Company to merge the digital streaming and television assets of The Walt Disney Company and certain group entities with Viacom 18 Media Private Limited. Review of outsourcing arrangements entered into by target companies as part of advisory and diligence under the transaction;
- Advised Saregama India Limited on its strategic investment in Bhansali Productions, founded by Sanjay Leela Bhansali, through subscription to CCPS for a INR 325 Crores, along with acquisition of rights by Saregama for all music produced by Bhansali Productions;
- Advised Warner Music India on strategic acquisition of a majority stake in Divo TV Private Limited, a leading digital media and music company in India;
- Advised RPSG Group's Editorji Technologies Private Limited on acquisition of several assets comprising the India Lifestyle Network media division of Mensa Brand Technologies Private Limited including digital media publications 'MensXP' and 'iDiva', and the influencer marketing agency 'Hypp';

- Advised RPSG Group in licensing of publication rights for Indian editions of 'The Hollywood Reporter' from The Hollywood Reporter, LLC., 'Esquire' from Hearst Magazine Media, Inc., and 'Robb Report' from Robb Report Media, LLC;
- Advised Yahoo Finance LLC on structuring and evaluating various potential models for its financial news and information platform in India, in view of Indian foreign exchange laws; and
- Advised Murty Media LLP, on various media related matters, including book publishing agreements, production and distribution of animation series etc.