

MALTI GOPICHAND BHAGCHANDANI
ADVOCATE, LEGAL COUNSEL
B.COM, LLB

RESIDENCE: Sholay, 406, Janki Niwas, Raheja Complex
Seven Bungalows, Andheri West, Mumbai 400 061, India

CURRICULUM VITAE

VALUES, STRENGTHS THAT HELPED ME TO ACHIEVE MY PROFESSIONAL OBJECTIVES

Deliver Firm' vision, value Client' legal needs by providing credible opinions.
Driver of good ideas by Self, Team through inspiration, motivation to provide solutions.

Opinions, its quality, developed through various mentorships, bear a testimony of hard work, deep research, strong analytical skills, truth-reflecting results, formulated with essence of empowering Client with a thorough guideline, recourse, repercussion, through the personality of advice.

Bring nearly 2 decades experience from both worlds, Corporate, Law Firms along with training from esteemed Counsels so as to build strong opinions.

JANUARY 2011 TO 2019, TENURE 7.5 YEARS

SET UP OF LEGAL PRACTICE.

PORTFOLIO: INTELLECTUAL PROPERTY RIGHTS, CORPORATE LAWS, REAL ESTATE LAWS.

In January 2011, set up a small Law Firm "MALTI & ASSOCIATES" through participation/memberships in esteemed Global Legal Associations, inter alia consisting of International Bar Association, International Trademark Association.

This empowered me with key insights on:

- A) Global Legal Associations constituting the Power of One Lakh Plus Law Firms.
- B) Network of Consultants/ Specialists on various subjects of laws.

SEPTEMBER 2007 TO JANUARY 2010 – TENURE 2.5 YEARS

JUNIOR PARTNER, PRACTICE HEAD

KOCHHAR & CO., MUMBAI

**KEY RESPONSIBILITY: REVIVE INTELLECTUAL PROPERTY DIVISION.
PORTFOLIOS HANDLED: INTELLECTUAL PROPERTY RIGHTS, CORPORATE
REGULATORY, IP LITIGATION, REAL ESTATE LAWS.**

KEY RESULT AREAS:

- ❖ Performed as Profit Centre, Mumbai-Head of Intellectual Property Practice- Enabled increase in Receipts from various sectors.
- ❖ Set-up team of young Lawyers, Apprentices, introduced training programs, improved research/drafting skills, improved communication skills techniques for Client interaction, designed, customized fee quotes, timely execution-need for early Receipts from Clients without default, raised timely invoices, methodical use of precedents as guideline to enable Team to research more comprehensively and use their individual inherent strengths for total solutions, thus improving Team efficiency, increasing responsibility, making Division self-reliant for small yet important decisions.
- ❖ Inputs obtained pertaining to size of Firm, strong presence in fields of laws, strategic global presence, memberships to esteemed Associations, Firm' achievements used with efficacy. Firm' systems, processes used to manage well defined Division with quick Turn around Time, noble service levels, leading to awareness to Global Clients.
- ❖ Prepared concrete business plans, setting objectives for the Division thus increasing new Client base both in India, Globally.
- ❖ Appropriate strategies exercised along with noble service standards with objective of providing total quality Solutions, introducing Clients to Firm' core Practice Areas.
- ❖ Principles of Key Account Management used for "Contribution Driven Business Model" vis-à-vis "Volume Driven Business Model".
- ❖ Active use of Firm' International Legal Networks, Associations to obtain new Intellectual Property work through an effective pricing.
- ❖ **Built strong International Network of Lawyers.**
- ❖ Participation at International legal Conferences through effective planning, organizing leading to high rate of conversion.
- ❖ **Won trust of Firm' erstwhile dissatisfied clients. Extended satisfied Clients to Firm' Core Practices, viz. Corporate, IP Litigation, Real Estate to the extent of Rs. 45 lakhs. Serviced IP Clients on Corporate, IP Litigation, Real Estate matters.**
- ❖ **Revived the IP Profit Centre, Mumbai to the extent of Rs. 87 lakhs, Generated new business for the Firm to the extent of Rs. 2.5 crores.**

IP EXPERTISE

Trademark, Copyright, Design & Patent prosecution, business transactions (licensing, IP audits / Due Diligence, etc.), litigation (including enforcement).

TRADEMARK, SERVICE MARK

- ❖ Prosecution, Registration, Renewal, Protection, Portfolio Maintenance.
- ❖ Analyzing and enforcing Intellectual Property Rights violations.
- ❖ Oppositions, Representation of Clients before TM Office, Appellate Board.
- ❖ Negotiating, drafting Assignments, Recording Assignments.
- ❖ Caution Notices, Protest Letters, Undertakings, Co-Existence Agreements.
- ❖ Intellectual Property Transfers, Licensing.
- ❖ Infringement Suit at High Court.

PATENT

- ❖ Initial investigations into potential patentability of Inventions.
- ❖ Prosecution, Re-examination, Registrations, Licensing.

COPYRIGHT

- ❖ Copyright Clearance, Developing Copyright Protection Strategies.
- ❖ Prosecution, Registrations.

DESIGN

- ❖ General Opinion on availability of Design, Prosecution, Registrations.

INTERNET AND DOMAIN NAMES

- ❖ Registration, Transfer, Infringement.

BUSINESS TRANSACTIONS

- ❖ Licenses, Periodic Intellectual Property Audits, Due Diligence Investigations.

CORPORATE MATTERS

- ❖ Corporate Regulatory Advisory.

REAL ESTATE

- ❖ Probate, Will, Leave and License agreement, Sale Deed.

IP LITIGATION

- ❖ Trademark Infringement, before High Court, Mumbai.

REPRESENTATIVE EXPERIENCE:

- ❖ **Engineering Company, India**, in IP Portfolio Management, Protection, IP Audit, Trademark Infringement Suit, Global Trademark Registration.
- ❖ **Insurance Company, India**, in Trademark, Copyright Portfolio Management, Protection.
- ❖ **Global Technology Company**, in IP Portfolio Management.
- ❖ **Engineering Company, U.S.A.**, in Trademark Management, Protection.
- ❖ **Confectionary Company, Spain**, in Trademark Portfolio Management.
- ❖ **Apparels-Fashion, Canada**, in Trademark Portfolio Management.
- ❖ **Apparels Company, India**, Global Trademark Registration, Patent in India.
- ❖ **Textiles Exporter, India**, in Trademark Portfolio Management, Copyright Protection, Global Trademark Registration.
- ❖ **Communication Group, India**, in IP Protection.
- ❖ **Paper Company, Sweden**, in Trademark Portfolio Management.
- ❖ **Beverage Company, India**, in Trademark Management, Design Protection.
- ❖ **Timepieces Company, Hong Kong**, in Trademark Portfolio Management.
- ❖ **Golf Clubs, Cricket Clubs, Global**, in Trademark Portfolio Management.
- ❖ **Textiles, Hong Kong**, in Trademark Portfolio Management.
- ❖ **Pharmaceuticals, Belgium**, in Trademark Portfolio Management.
- ❖ **Indian Marketing Communications Network** on patentability of inventions, prior art search, assignment of patent registration in India.
- ❖ **Business-to-business online portal, Cayman Islands**, on domain name assignment in India.

SENIOR LAWYER, TEAM PRINCIPAL

KELLEY DRYE & WARREN LLP, UNITED STATES - INDEPENDENT AFFILIATE OFFICE, WAKHARIYA & WAKHARIYA, MUMBAI.

RESPONSIBILITIES: CORPORATE, REAL ESTATE, INTELLECTUAL PROPERTY LAWS, LABOUR LAWS, CUSTOMS MATTERS.

KEY RESULT AREAS:

- ❖ Independent functioning, exclusively serviced, maintained Intellectual Property Portfolio of a Global Cosmetic Brand. Sizable raise from 1 Opposition to 450 Applications, Oppositions.
Generated new work for the Firm to the extent of Rs. 9 crores.
- ❖ **Appeared before the Commissioner of Customs (Exports) in show cause notices, which led to noble results.**
- ❖ **Successfully negotiated with Australian Bank on Leave and License agreements.**
- ❖ **Settled employee handbooks for Global IT Company successfully.**
- ❖ **Due Diligence for acquisition of a Microsoft Partner.**
- ❖ **Appeared before Intellectual Property Offices in India, Appellate Board in Applications, Oppositions, and Appeals, which led to noble Results, more work from Global Cosmetic Brand.**
- ❖ Appreciation from Foreign Companies, Law Firm by way of communication and performance linked incentives for reducing legal expenses through in-house opinions.
- ❖ Successfully created a System, Task driven self-reliant responsible Team. Introduced systems and processes, training programs-especially on research, drafting, and status updates.

CORPORATE

- ❖ Due Diligence, general report on Due Diligence findings.
- ❖ Pre and Post Incorporation matters.
- ❖ Indian Corporate, Regulatory matters.

LABOUR

- ❖ Employment issues, employee contracts, handbooks.

REAL ESTATE

- ❖ Sale deeds, Leave and License Agreements.
- ❖ Stamp duty and Registration, Co-operative Society matters.

CUSTOMS

- ❖ Appearance before Commissioner of Customs in Show Cause Notices.

ARBITRATION

- ❖ Enforcement of Arbitration Awards in India.

TAXATION

- ❖ Regulatory Approvals from Government Departments, FIPB, SIA.

TRADEMARK, COPYRIGHT

- ❖ Prosecution, Registrations,
- ❖ Worked on numerous Oppositions and settlement negotiations regarding Global Cosmetic brand' trademark Oppositions.
- ❖ Supported Cosmetic brand's online enforcement program, by identifying brand abuse and brand infringement, analyzing and enforcing Intellectual Property Rights violations.
- ❖ Due Diligence and IP Portfolio advice, monitored third party misuse of trademarks, Caution Notices, Protest Letters, Co-existence Agreements.
- ❖ Appearance before Appellate Intellectual Property Board.
- ❖ Rectification for removal of trademarks, Interlocutory Petitions.

REPRESENTATIVE EXPERIENCE:

- ❖ **Microsoft Partner, United States**, in acquisition of Indian Microsoft Partner; headed Team in Legal Due Diligence.
- ❖ **Global Financial Telecommunication Company**, in negotiations on Leave and License agreements.
- ❖ **Australian Bank**, in negotiations on Leave and license agreement.
- ❖ **Global IT Company**, in settling Employees Handbook, representing before Commissioner of Customs.
- ❖ **Money Management Firm, United States**, on Employment Contracts.
- ❖ **Global Cosmetic Giant**, in IP Portfolio Management, Protection, Oppositions.
- ❖ **Healthcare Products Company, Australia**, on IP Protection Strategy.
- ❖ **Entertainment Company, United States**, on enforceability of Foreign Awards.

JUNE 1995 TO JULY 2004, TENURE 9 YEARS 2 MONTHS

LEGAL, SECRETARIAL MANAGER

ZODIAC CLOTHING CO. LTD.

RESPONSIBILITIES: CORPORATE, REAL ESTATE, CIVIL, CRIMINAL, ARBITRATION, SECTION 138, CONSUMER PROTECTION, RENT, LABOUR, INTELLECTUAL PROPERT RIGHTS, TAXATION MATTERS.

- ❖ Established foundation in diverse areas of Laws.
- ❖ Liaison with Directors at the instance of Company Secretary to understand legal needs of Company. Handled more fields of Laws after winning trust of seniors on initial matters from foundation to strong establishment.
- ❖ Created schedules, deadlines for timely action, which facilitated follow up with Consultants. Groundwork done, research, drafts prepared for specific opinion of Consultants. This saved dependency on Consultants.
- ❖ Created Lawyer' Network for global branding.
- ❖ Liaison with esteemed M/s. A.H. Parpia & Co., leading Solicitors in Real Estate, M/s. Kanga & Co., Corporate Solicitors, and other esteemed Solicitors and Consultants, Mr. H. W. Kane, Mr. Kishor Karia, Mr. M. L. Bhakta, Mr. Obed Chinoy, Mr. Dilip Jhangiani, Mr. Rajiv Narula, Late Mr. T. Daruwalla.

CORPORATE

- ❖ Minutes of Board, Annual General Meetings, Statutory Registers, Annual Reports, Returns of ZODIAC Group, Distribution Schedule.
- ❖ Application to Reserve Bank of India under various Regulations.
- ❖ Liaison with Registrar of Companies.
- ❖ Procedural formalities for change of corporate name.
- ❖ Compliance with procedural formalities under Listing Agreement, SEBI Takeover Regulations. SEBI complaints.
- ❖ Indemnity Bonds, Affidavits for issue of duplicate certificates, dividend. Liaison with bankers for payment of dividend to shareholders. Share transfers, member' grievances.

REAL ESTATE

- ❖ Liaison with Mr. Aziz Parpia, Ms. Ameeta Parpia, assisted in preparation of Declaration, Apartments Deeds, and Floor Plans to form Association of Apartment Owners in respect of Apte Industrial Estate.
- ❖ Liaison with Mr. Parpia, Ms. Parpia, assisted in sale deeds, conveyance deeds, lease deeds, leave and license agreements.
- ❖ Gift Deeds, Wills.

TRADEMARK, DESIGN, COPYRIGHT

- ❖ Trademark, Design, Copyright Registrations, Portfolio Maintenance.
- ❖ Oppositions, Counter Statements, Affidavits, Responses to Office Action.
- ❖ Cease, Desist Notices, Co-existence Agreements, Rectification.
- ❖ Assisted Advocates, Mr. H.W. Kane, Mr. Daruwalla before IP Office, Courts.
- ❖ Registered User Agreements, Assignment Deeds- License Agreements.
- ❖ Global Trademark Filings, Oppositions, Cancellation Applications.

CIVIL

- ❖ Plaints, Written Statements, Rejoinders, Execution Petitions.
- ❖ Appearance before City Civil, High Court, Esplanade Court.
- ❖ Memorandum of Understanding, Franchise Agreements.

CRIMINAL MATTERS, SECTION 138 COMPLAINTS

- ❖ Notices, Complaints, Appearance in Section 138 matters.
- ❖ Writ Petitions at Delhi High Court to quash complaints against Directors.
- ❖ Liaison with Company' Lawyers across India-follow up action.

ARBITRATION

- ❖ Submission, Appearance before The Textiles Committee, Mumbai.

CONSUMER PROTECTION

- ❖ Written Submissions before the Consumer District Forum, Aurangabad.
- ❖ Legal advice regarding Consumer Forum matters.

TAXATION

- ❖ Direct Taxes-Dividend, Taxation of NRIs, DTA Act. FIPB, SIA Approvals.

LABOUR

Liaison with Counsels, Appearance in Labour Court.

EDUCATIONAL QUALIFICATIONS

- ❖ **L.L.B., April 2005**, Jitendra Chauhan College of Law (SVKM Group), Vile Parle, Mumbai, University of Bombay.
- ❖ **Intermediate Company Secretary, August 1994**, Institute of Company Secretaries of India, Delhi.
- ❖ **Bachelor of Commerce, April 1992**, Mithibai Motiram Kundnani College of Commerce & Economics, University of Bombay.
- ❖ **Secondary Schooling Certificate, March 1987**, St. Josephs Convent High School, Maharashtra Board, Mumbai University.

BAR ENROLMENT, ADMISSION

2005, Bar Council of Maharashtra & Goa, India

PERSONAL DETAILS

DATE OF BIRTH: September 12, 1971

MARITAL STATUS: Unmarried

LANGUAGE CAPABILITIES: English, Hindi, Marathi, Sindhi

INTERESTS: Art, Reading, Music, Cooking.

REFERENCES

Mr. Anees Y. Noorani, Chairman, Zodiac Clothing Co. Ltd.

Mr. A. Pillai, General Manager, Volkswagen India.

Mr. John M. Callagy, Ex-Chair, Now Partner, Kelley Drye & Warren LLP.

Mr. Rohit Kochhar, National Chairman, Kochhar & Co.

MALTI GOPICHAND JANKI BHAGCHANDANI

Thursday, March 24, 2022

Mumbai, India