



# Vinita Mehra

## Speaker Credentials – India + Asia-Pacific Markets

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Understanding the Indian market is crucial for businesses, whether they are exploring the idea of establishing a presence in India, or are already operating in India and are ready to revise their approach to business in order to operate more effectively. Vinita frequently presents to public and private companies about key strategies and possible legal issues they may face when deciding to do business in India. She covers the unique aspects U.S.-based companies will face when dealing with India transactions, including outsourcing agreements, joint ventures, greenfield projects, brownfield projects, logistics and distribution restructuring, exporting overseas, tax structuring, mergers and acquisitions, project financing, investment and divestment issues, technology transfer, licensing, intellectual property protection, and management and operational strategies.

### Experience in Global Markets

As Kegler Brown's Asia-Pacific team leader, Vinita is dedicated to serving the incoming surge of inbound and outbound foreign investment involving the Asian-Pacific market. Vinita understands the legal landscape throughout the Asia-Pacific region, which is paramount to effectively advising global businesses with current or planned operations in China, India, Japan, Indonesia, South Korea and Vietnam, among other key Asian markets. She also manages Indian projects for Ohio business and government entities of all sizes. Vinita is one of only a handful of attorneys in the Midwest to hold a dual license, admitted to practice in both Ohio and in India.

Vinita's training and practical experience in India makes her an ideal partner for U.S. businesses looking to do business in the subcontinent because of her vast commercial and cultural understanding of India's sociopolitical climate. She has extensive international transactional experience, which allows her to navigate international projects seamlessly and cost-effectively.

### About Vinita

Kegler, Brown, Hill + Ritter global business attorney and director, Vinita Bahri-Mehra leads the Ohio-based firm's Asia-Pacific team. Vinita is steadfastly committed to helping her Asian-Pacific clients prosper, and is well-known for overcoming both cultural and logistical obstacles by devising practical solutions to often complicated questions involving participants from multiple cultures.

As a result of Vinita's extensive professional networking within the Asia-Pacific communities, both in the U.S. and abroad, Vinita's clients gain access to her many working relationships throughout this diverse and global community. And as an active member of SCG-Legal, a global network that connects law firms and attorneys worldwide, she is able to continue to developing global relationships.

Vinita is an active member of the Ohio Indian community, receiving numerous awards for her advocacy on behalf of Ohio businesses with operations in India, including the 2011 Rising Star of the Year from the Federation of Indian Associations. She was honored as the only "Expert" attorney in the Midwest for Indian business matters by *Chambers Global*, recognized as an Ohio Rising Star by Super Lawyers, and was inducted into the 2012 class of Forty Under Forty by *Columbus Business First*.

### Frequently Presented Topics

- + Entry Strategies for U.S. Businesses
- + Key Legal Issues for Doing Business in India
- + The Differences Between the American and Indian Judicial Systems
- + Cultural Considerations When Operating in India
- + Best Practices for Succeeding and Growing Your Business in India

### India Project Experience

- + M+A and joint ventures
- + Equity and debt investments
- + Business + technology sourcing transactions
- + Manufacturing, licensing + distribution
- + Indirect tax laws and double-tax avoidance agreements
- + Real estate purchase, sale and management
- + International labor and employment challenges
- + Intellectual property protection
- + Global trade compliance
- + Regulatory approvals and corporate investigations

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