



Ishan Johri

Partner

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Ishan Johri is a Partner in Mumbai. Ishan specializes in regulatory and commercial advisory in the Technology, Media & Entertainment and Telecom Sector. She focusses on regulatory, advisory and commercial contracting in the Technology, Media & Entertainment 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, filmmakers and celebrities. Ishan advises on a range of matters including commercialization of technology, software licensing, 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:

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.
- 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 with a presence across all four South Indian language music markets.

- 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 'Hyp'.
- 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. The transactions involved reviewing and negotiating a licensing contract, structuring the transaction from an Indian foreign exchange laws perspective, and regulatory advisory in relation to the print and digital media sector.
- Advised UFO Moviez India Limited in connection with its agreement with NeuralGarage Private Limited to co-develop and commercialize an innovative, language-agnostic AI solution.
- Advised Panja Sports Private Limited end-to-end for setting up the Pro Panja League as well as monetizing and distributing the Pro Panja League through franchisee agreements, distribution agreements etc.
- 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.
- Advised Murty Media LLP, on various media related matters, including book publishing agreements, production and distribution of animation series etc.
- Advised Skipper Pipes on its endorsement agreement with M S Dhoni for.
- Advised Sonakshi Sinha on several commercial contracts, including actor service contracts, endorsement agreements, etc.

Technology, Telecommunication and Fintech:

- Advised Discover Financial Services in connection with its regulatory and legal obligations related to the operations of its subsidiary, Diners Club International as a registered card network operator in India.
- Advised Olam Technology and Business Services Pte Ltd on a long-term technology services agreement pursuant to a group restructuring and demerger
- 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 NABARD on RFP inviting bids from IT / ITES companies for development of data lake and software solution.
- Advised Rakuten and LTI Mindtree on agreement suite for distribution and licensing of SaaS products

- Advised Nykaa on distribution and technological integration of Nykaa platform with Revolve
- Advised Vodafone Idea Limited (VIL), on structuring the launch of a digital shopfront on its native application.
- Advised DeNA Co., Ltd on setting up their social live streaming service ‘Pococha’ as a mobile application and website in India.
- Advised Samsung Electronics Co. Ltd. on applicable legal framework in India for its television streaming platform.