



Avnish Sharma

Partner

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Practices:

Real Estate

Education:

LL.M., London School of
Economics and Political Science,
University of London (2006)

LL.B. (Hons.), Amity Law School,
New Delhi (2005)

Professional Affiliations:

Solicitor, England and Wales

Bar Council of Delhi

Avnish Sharma is a Partner in the Real Estate practice group in New Delhi office. Avnish specialises in Real Estate and has advised some of the major Indian and International companies, along with advising the Government of India on critical policy issues.

Avnish has worked with the Ministry of Housing and Urban Poverty Alleviation, Government of India, in drafting of subordinate legislation under the Real Estate, (Regulation & Development) Act, 2016 and in drafting of Model Contract for PPP in Housing Sector.

He has extensive experience in matters pertaining to foreign investment in real estate, onshore & offshore structuring, development and collaboration transactions, local law advisory, SEZ investments, private equity investments and transaction management.

Representative Matters:

In his areas of expertise, Avnish has represented and advised the following key clients:

Private Equity and Acquisitions:

- **DLF Limited** on the sale of 33% stake held by the promoters of DLF through its 3 (three) group companies through sale of CCPs in DLF Cyber City Developers Private Limited (DCCDL);
- **Tata Realty & Infrastructure Limited** and **Standard Chartered Private Equity Advisory (India) Private Limited** on the acquisition of 100% share capital of an SEZ company in Gurugram and Mumbai;
- **Medanta Holdings Private Limited** on investment from Carlyle and Temasek into 1,000 bedded super specialty hospital in Lucknow and acquisition of land;
- **A Chinese Real Estate Developer** on a development agreement for setting up of a group housing project in New Delhi;
- **A Chinese Infrastructure Park Developer** on its proposed concession agreement with the Haryana State Industrial



Development Corporation for allotment and development of a 1,500-acre industrial township in Manesar;

- **A Japanese corporation** on its maiden investment in a residential colony in Gurugram spread over 5 acres;
- **Brahma Management Limited**, a US based fund, in two projects involving setting up of an integrated township and a commercial project in Gurugram;
- **A Real Estate Player** on various issues involving their FDI investment in India and represented them before the Enforcement Directorate in connection with show-cause notice on foreign exchange laws violations;
- **Bharti Realty Limited** on various issues relating to the extant foreign direct investment laws in India, in particular on investments into commercial projects; and
- **Signature Asset Management Company Limited** on investments in Integrated Township of 400 acres in Ghaziabad.

Collaboration and Development Agreement:

- **A Real Estate developer** on a development agreement and LLP agreement for development of a five-acre land parcel with a Mumbai based developer;
- **Karamchand Realtech Private Limited** on their development agreement with Vipul Limited for a commercial project in Gurugram;
- **Godrej Properties Limited** on co-development of commercial space in Chandigarh; and
- **Bharti Land Limited** on a collaboration for setting up a 156 acre integrated township in Faridabad.

Leasing and Local Law Advisory:

- **Wal-mart India Private Limited** on the different models of leasing adopted by Wal-mart India Private Limited for its cash and carry stores pan India;
- **H & M Hennes & Mauritz India (P) Limited** on setting up stores in India;
- **Bill & Melinda Gates Foundation** on commercial leasing for its office space;
- **United Nations Development Programme** on leasing of commercial premises;
- **BHP Billiton Marketing Services India Private Limited** on leasing of commercial premises in New Delhi and Gurugram;
- **International Monetary Fund** on leasing office space to set up the South Asia Regional Training & Technical Assistance Centre;



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- **International Finance Corporation** on leasing of office space in New Delhi;
- **Boston Scientific Private Limited** on the lease of property for its research and development, and back office operations in Gurugram;
- **Experion Developers Private Limited** on legal advice on application letters and unit buyer agreements; and
- **American Express** on the commercial leasing of office space in India and compliances with pollution control laws.

Publications and Presentations:

Avnish has jointly authored the following contributions:

- **"Affordable Housing key to real estate recovery"** published in India Business Law Journal, 2009;
- **"Fair Builder Buyer Agreement"** published in Property Observer, 2013; and
- **"FDI in Retail to benefit Real Estate too"** published in Property Observer, 2014.