

FIRM PROFILE

Introduction

Isaac & Jacob is a full service corporate and commercial law firm based out of Kochi, Kerala. With the deepest commitment to client satisfaction and in-depth experience of our Partners, who have worked in law firms/companies in Mumbai, Bangalore and Chennai prior to setting up Isaac & Jacob in Kochi, we endeavour to provide the highest quality of legal services with a solution-oriented approach.

The Firm provides advice in a timely and efficient manner based on a thorough understanding of the client's needs and requirements. One or both of our Partners are involved in each and every transaction that the Firm handles and the Firm can be relied upon to provide service with experienced hands, personalised attention and an eye for detail.

Core practice areas

We advise our clients on all aspects of corporate and commercial law in India and provide commercially-oriented legal advice and services in relation to all sectors of the economy. Our areas of specialization include:

- Corporate and commercial law advisory services
- Banking and Finance
- Real Estate
- Labour and Employment
- Technology Law
- Infrastructure
- Intellectual Property law
- Litigation and Commercial Arbitration advisory services

Corporate and Commercial Advisory Services

We provide a broad range of legal services to domestic as well as foreign companies through all stages of their corporate existence, from the incorporation and capitalisation of the company, through all aspects of its development and operation. This includes advice on ensuring that cross-border investments and technology transfers are structured in compliance with all relevant foreign exchange laws and regulations. We provide legal advice and assistance in connection with acquisitions and strategic investments including carrying out legal due diligences, drafting and vetting of investment agreements, joint venture contracts, shareholders' agreements, share purchase agreements, share subscription agreements etc.

We are extensively involved in drafting, reviewing and negotiation of a range of commercial contracts for our clients including vendor and supplier contracts, service provider agreements, franchise agreements, sales and distribution contracts, marketing contracts, consulting agreements, business collaboration agreements, hire-purchase agreements, agency contracts, etc.

Banking & Finance

The Firm has extensive experience in advising clients in the banking and finance sector on a wide array of matters including drafting of credit and loan agreements, project and structured finance, security documentation, securitization of assets, commercial banking transactions, advice on registration and stamp duty etc. We also assist our clients in structuring and documenting various types of secured transactions for both borrower and lender, including creating security interests with respect to all forms of tangible and intangible property.

The Firm also provides advice to various clients in the financial services sector including those providing online payment services, portfolio management services etc.

Real Estate

The Firm provides advice and assistance to its individual and corporate clients (both Indian and foreign) in relation to a wide array of real estate transactions including sale and acquisition of property, lease, leave and licensing, property development, mortgages and hypothecation etc.

The Firm regularly carries out title searches and due diligence work in property related matters across Kerala.

Labour & Employment

We provide services in relation to various aspects of the employer-employee relationship. The Firm regularly provides assistance with drafting/vetting employment contracts, employee handbooks, employee benefit policies (both statutory and non-statutory), employee stock options and advice on managing employer-employee relations, alternate staffing arrangements, consultancy agreements, statutory obligations, disciplinary issues, advice on re-organization or reduction of work-force, dispute resolution and employee safety & health policies.

We also actively provide advice and assistance with compliance with sexual harassment laws in India and Partners of the Firm also are representatives on the (Sexual Harassment) Internal Complaints Committees of our client organisations.

IT & ITES

The Firm provides legal advice to IT & ITES companies, right from their inception and through their day-to-day business operations and management as well as their expansion and re-organisation. The services provided in this area includes advice on legal and regulatory compliance, structuring and drafting of IT services contracts, actions for intellectual property protection, technology transfers and licensing agreements, data privacy and confidentiality related issues etc.

We also regularly provide advice and assistance with software development, licensing and provision of related services and have assisted our clients in drafting software development agreements, software licensing agreements, software subscription agreements, services agreements etc. The Firm also routinely assist in drafting terms of use, privacy policy for websites/apps of clients.

Intellectual Property

We advise on all aspects of the acquisition, development and exploitation of intellectual property rights including licensing agreements, technology transfer agreements and franchise agreements. Advice also includes putting together of company systems and policies such as policies on internet usage and access, non-disclosure and confidentiality agreements, assignment of IPR agreements and non-compete agreements to safeguard the protection of a company's intellectual property rights.

We advise clients on issues of availability, selection, use and registration of trademarks as well as protection on trademark infringement. The Firm is also equipped to provide services relating to protection of other intellectual property rights including copyrights, patents and designs.

Infrastructure

The Firm is equipped to provide advice and assistance to its clients in the infrastructure sector including advice on their entry or participation in various sectors and compliance with regulatory requirements. Its partners have experience in drafting, reviewing and negotiating power purchase agreements, concession agreements in the roads, ports and oil & gas sectors, EPC contracts, O&M contracts and project finance documentation.

Litigation and Commercial Arbitration advisory services

We provide advice in relation to litigation and commercial arbitration and are closely associated with lawyers and law firms that undertake litigation. In this practice area, we provide a hand-holding approach to our clients in strategizing on litigious matters, liaising with litigating counsels to initiate and defend law suits, preparation of legal notices and replies etc. and provide timely and commercially oriented updates and advice on matters pending before courts and arbitral tribunals.

Partner profiles



Robi Isaac

After graduating from National Law School of India University with a B.A. LL.B. (Hons.) in 1998, Robi joined ICICI Bank, India's largest private sector bank. Areas handled by him at that time included infrastructure / project finance, special / stressed assets and venture capital finance.

Robi then went on to work in law firms Dua Associates (in their Mumbai and Bangalore offices) and IndoJuris-Kurian & Kurian, Chennai, where he handled a wide range of matters including advice on foreign investments and joint Ventures, legal due diligence exercises on mutual funds and their asset management companies (in connection with proposed acquisition), food and packaging laws, control orders and regulations (in relation to the packaged-foods business), labour laws compliance (including drafting employee contracts, appointment letters, non-disclosure & noncompetition agreements and advice on retrenchment and termination of employees), property transactions and various commercial agreements. He also provided advice on the efficacy and stamp duty benefits of an "application-based" structure for retail loan documentation, acquisitions and joint ventures in the UK and UAE including preparation of business transfer agreements and shareholders agreements, ESOP schemes including the drafting of the scheme and ancillary documents, the restrictions and obligations under the MRTP Act and the Competition Act, commercial arrangements including dealership and franchise agreements for developing a client's sales network throughout India, venture capital investments including conducting legal due diligence exercises, labour law-related issues, resolution of contentious issues in partnerships, acquisition of property including property due diligences and drafting of deeds and ancillary documents, business and commercial contracts including software development agreements, software bundling and marketing agreements, call-centre agreements, and advising clients (including some based in Technopark, Trivandrum) on intellectual property rights issues, etc.

Robi was then recruited laterally as a Partner of Kochhar & Co, in their Chennai office. His responsibilities included being in charge of, and responsible for development of, the Firm with specific focus on banking, infrastructure and general corporate matters. Areas handled included advice on and assistance with foreign investments in India, equity, project and finance-related issues and documentation, banking and finance, HR and labour contracts, policies & advice, winding-up of companies, acquisitions, commercial contracts of all sorts, property matters (sales, leases and title due diligence), advice on miscellaneous corporate matters, advice on intellectual property rights issues and managing certain litigation matters before the High Court and DRT.

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Legal Advisers

Robi re-joined ICICI Bank in 2007 and worked in their Mumbai and Chennai offices resigning from the Bank in 2013 as Joint General Manager, Corporate Legal Group. His responsibilities during his second stint with the Bank included overseeing and meeting the legal requirements for the North and East Zones of the Bank, all international subsidiaries, branches and representative offices of the Bank and the structured finance, treasury and resource raising, commercial banking, technology and strategy teams of the Bank. Robi was also involved in strategic matters relating to the domestic subsidiaries of the Bank.

Robi moved to Kochi in 2014 to set up "Isaac & Jacob".

Enrolled with the Bar Council of Karnataka and entitled to practice law throughout India.



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Rupa Jacob

Rupa has over 20 years' experience in practising corporate law. After graduating from Government Law College, Mumbai in 2001, she has worked in several law offices across the country. Prior to joining Isaac & Jacob, she worked as a Partner, Corporate & Commercial Practice, in Kochhar & Co, at their Chennai office.

Her areas of specialisation include advice on general corporate & commercial laws, foreign investment, assistance with and drafting/review of investment agreements, shareholders' agreements, share subscription agreements, joint ventures, share purchase agreements, business transfer and asset purchase agreements and drafting, reviewing and negotiating of various commercial contracts for clients across various business sectors including in the banking & finance, IT and technology sectors.

Rupa also has extensive experience advising and assisting IT & ITES enabled clients with software development, licensing and provision of related services and has assisted in drafting and review of software development agreements, software licensing agreements, software subscription agreements, services agreements terms of use, privacy policy for websites/apps of clients.

She also regularly advises and provides assistance with labour and employment laws and has drafted various employment related documents including employee policies and handbooks, letters of appointment, employment agreement, confidentiality and assignment of inventions agreements as well as provided advice in connection with termination of employees, retrenchment etc. Rupa also serves as an external member for a number of client companies on their internal committee (IC) constituted under the statute for prevention of sexual harassment and has assisted in conducting inquiry proceedings, filed before the ICs of these companies. She has obtained her POSH certification from Rainmaker and is on Rainmaker's panel of external IC members.

Rupa is enrolled with the Bar Council of Tamil Nadu and Puducherry and is entitled to practice law throughout India.

Indicative list of Clients

- Adtech Systems Ltd.
- Agreya Investment Advisors LLP (Mumbai)
- Amtech Digital Pvt. Ltd.
- Appyhigh Technologies LLP (Delhi)
- Arthashastra Fintech Pvt. Ltd. (Epay Later) (Mumbai)
- Bio Natura Solutions (Kochi)
- Bunge (Singapore)
- Citibank N.A (Mumbai)
- Clippd India Services Pvt. Ltd.
- Contentio Pvt. Ltd.
- CSLabs (Bangalore)
- DentCare Dental Lab Private Limited (Muvattupuzha)
- Duru Cooperation Pvt. Ltd.
- enParadigm Performance Solutions Pvt. Ltd. (Mumbai)
- FullContact Technologies Pvt. Ltd. (Kochi)
- God TV (Chennai)
- GOL Travels Private Limited (Lakshadweep)
- Airlines Pro
- Al Tomouh IT Pvt. Ltd.
- Amarakosha Technologies Pvt. Ltd. (Bangalore)
- Autobahn Holdings LLC, Dubai
- Arkay Energy (Hyderabad)
- BizChef Ventures Pvt. Ltd.
- Canna Corporate B.V (Netherlands)
- Cherian Varkey Constructions (Kochi)
- Cloutrack Software Labs Pvt. Ltd.
- Concrete Ventures Pvt. Ltd (Kochi)
- Copious Consult Pvt Ltd (Kochi)
- Divum Corporate Services Pvt. Ltd.
- Edurupt Technologies Pvt. Ltd.
- Evelabs Technologies Private Limited (Kollam)
- Fluidra Middle East FZE (Dubai)
- Good Methods Software Solutions Pvt. Ltd. (Trivandrum)
- Green Earth Hotels (Kochi)

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- Hatio Innovations Pvt. Ltd. (Mumbai)
- Hevea Rubber Technologies Pvt. Ltd. (Kottayam)
- Ideacart Technologies Pvt. Ltd. (Kochi)
- INNfinit IT Ventures Pvt. Ltd. (Kochi)
- Joboy Software Design Pvt. Ltd. (Kochi)
- Meriiboy
- MobME Wireless Solutions Ltd (Kochi)
- Nippon Group
- Paramount Digital Press (Kochi)
- Polyglotted Ltd (UK)
- Polytan GmbH (Germany)
- Rainmaker Online Training Solutions (Mumbai)
- Seanext DMCC (Dubai)
- Steeleye India Private Limited (Bangalore)
- Techversant Infotech (Trivandrum)
- Verseau Swimming Pools LLC (Dubai)
- Heinrich
- ICICI Bank (Mumbai)
- Ind-Bharat Gencom Power Ltd. (Hyderabad)
- Innovative Foods Ltd.
- Launmark India Pvt. Ltd. (Kochi)
- Mitsogo Inc.
- Muthoot Group (Kochi)
- ParamNetwork India Pvt. Ltd. (Bangalore)
- Pienza Tech India Pvt. Ltd.
- Pupilfirst Pvt. Ltd.
- Redlands Ashlyn Motors (Muvattupuzha)
- Saina Video Vision (Kochi)
- Synnpact Ventures Pvt. Ltd.
- Storiyoh DMCC (Dubai)
- ThoughtsArena Solutions Pvt. Ltd. (Trivandrum)
- Yalochat India Pvt. Ltd.

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Legal Advisers

Contact Details

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