



## INDIA & SOUTHEAST ASIA

### India and Southeast Asia's Growth Story

Gunderson Dettmer has been serving emerging growth companies and investors in India and Southeast Asia for over 15 years. In 2016, we opened our Singapore office, the first of its kind, to support the growth in venture activity across India and Southeast Asia.

With dedicated lawyers on the ground, our Singapore team advises emerging growth companies throughout their lifecycle and acts for venture and growth equity investors on some of the largest financing rounds and M&A transactions in the region. Our Singapore team works closely with our Beijing, New York, Boston, Austin and California offices to provide comprehensive capabilities for clients throughout the region.

### Market Leadership

Our Singapore team has developed a track record advising on some of the most significant and landmark transactions in Southeast Asia and India.

Our Singapore office is consistently recognized as the "most active venture capital law firm" in Southeast Asia & India by PitchBook's Global League Tables, a publication that recognizes the excellence of the firm's global practice groups and strategic growth in the region. Since the office's opening, Gunderson Dettmer has handled more venture and growth equity transactions in India and Southeast Asia than any other law firm in the world.

In 2021 alone, the 129 reported deals handled by the Singapore team relating to India and Southeast Asia included over 100 companies, 560 investors and more than US\$15B raised for the most promising emerging technology companies in the region.

Chambers Asia-Pacific ranked our Singapore office Band 1 for Startups and Emerging Companies (Singapore) and the India Business Law Journal named our practice one of the "Top 20 Significant Players for Leading Foreign Law Firms handling India-related deals".

Our Singapore office managing partner Jonathan Pentzien ranks among the very top practitioners in the region, having been named by Chambers Asia-Pacific as a Band 1 Leading Individual for Startups and Emerging Companies (Singapore) since 2021 and named to the International A-List by India Business Law Journal since 2020.

### Committed to Southeast Asia and India

Southeast Asia and India's start-up ecosystems continue to thrive and we are proud to represent some of the most active investors and innovative companies across the region. Our clients benefit from what we believe are the four key aspects of our practice:



- **Local knowledge with extensive international experience.** Clients appreciate our deep understanding of the local cultures and markets, and the intricacies and nuances of how deals are done in India and Southeast Asia. We are able to bridge the gap between the expectations of investors and companies across these cultures and markets. Our diverse Singapore-based team previously practiced in top-tier local and/or other international law firms. Our lawyers are qualified in multiple jurisdictions and fluent in several languages.
  - **Strong investor relationships.** Notable Southeast Asia and India-based venture fund clients include Asia Partners, Beenext, EDBi, Insignia Ventures Partners, Jungle Ventures, Lightspeed India, Mistletoe, Monk's Hill Ventures, Sequoia India, Tanglin Ventures and Wavemaker Partners.
  - **Extensive cross-border experience.** Our team has extensive experience advising on some of the largest financing rounds and M&A transactions driven by parties based in India, Southeast Asia, South Korea, Australia, Middle East and the United States. We are well-versed in corporate governance and legal issues involving companies in various jurisdictions (including Singapore, India, Cayman, BVI, Delaware and California), and supported by our unmatched network of local counsel and other advisors.
  - **Embedded in the Southeast Asia and India venture ecosystem.** Our lawyers are sought out as mentors and strategic advisors to early-stage startups and aspiring founders in the region. We actively participate and speak at SVCA (Singapore Venture Capital Association), IVCA (India Venture Capital Associations), Law Society of Singapore and Endeavor events, among others and are firmly embedded within the local venture networks. Our Singapore office managing partner has been quoted by *Business Times* and other media outlets seeking insights into the venture market.
  - Corporate Governance & Strategy
  - Entrepreneurs & Emerging Companies
  - Fund Portfolio Investments
  - Licensing, Strategic Partnering & Commercial Transactions
  - Mergers & Acquisitions
  - Pre-Venture, Venture and Growth Financings
  - Private & Public Companies
  - Venture Capital & Growth Equity Funds
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