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Room To Grow

Lex Favios is a full-service law firm with offices in Delhi and Mumbai. Managing Partner, Sumes Dewan, tells us more about how the firm's commitment to its clients and its strategy for growth.

As a multi-disciplinary law firm providing a wide range of corporate advisory and legal services, Lex Favios is committed to finding practical solutions that produce tangible and cost-effective results for its clients.

"The cornerstone of our philosophy is to safeguard and advance the clients' interest effectively and efficiently," explains Managing Partner Sumes Dewan.

The nature of the services Lex Favios offers span from corporate advisory to litigation, encompassing in its scope matters ranging from real estate, hospitality to banking & finance and dispute resolution including insolvency and it has grown from strength to strength since its inception.

Despite being young, the firm already has a great reputation and has several prestigious accolades under its belt, not least the Capital & Finance Market – Law Firm of the Year' award in 2016 from the Indian National Bar Association, as well as having consecutively being awarded as IFLR1000's Financial and Corporate Notable Firm in the IFLR1000 2017, 2018, 2019 and 2020 rankings.

Further, Sumes Dewan, Managing Partner has been named in Asia Law's Leading Lawyers survey 2007, 2008, 2009, 2010, 2011, 2012, 2013 and 2014 as one of the most highly-acclaimed legal experts in the Asia-Pacific region in the practice area – Capital Markets & Corporate Finance.

Sumes talks openly about the environment in which Lex Favios operates and how the Indian legal market is dominated by large family-run firms.

"One of the key reasons for setting up a law firm is to not only provide quality legal advice, but also to provide opportunities for all lawyers to grow."

This is why Lex Favios nurtures talent – its aim being to set up an institution which not only provides legal advice services but is also recognised as an exemplary institution in the legal fraternity, where all members are stakeholders and can collectively grow the organisation to greater heights.

Lex Favios has a diversified profile equipped to handle multiple legal transactions and issues. Along with well experienced team the firm has consultants from each specialised field to guide it through various issues.

The firm endeavors to provide real time solutions and a constant presence and comfort to its clients, through all legal processes and is continuously looking to grow its portfolio of legal practices in order to offer more. It seeks to differentiate by implementing an unrelenting

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system of internal checks to ensure that the quality of services being churned out remain relevant and match the highest of expectations in the presently competitive space.

"Our unique selling point is the turnaround time and cost-effective services we offer, which is welcoming during the Covid pandemic," states Sumes. "During this time we have seen large organisations hiring the services of our law firm, as our firm not only provides specialised sector-specific advice, but is also offering a retainership model to corporates, wherein we offer legal assistance on a fixed retainership fee and act as part of their in-house legal team."

At Lex Favios, teamwork is key and the firm is united in its goal to improvise client experience that creates a culture of collaboration and mutual success. Furthermore, the team ensures that everyone is oversharing so that everyone is on the same page, ensuring time and resources are not lost due to miscommunication.

Sumes is keen to mention Associate Partner, Rupul Jhanjee, who has been instrumental in the growth of the firm's banking practice and has contributed immensely to the firm's overall growth and development as a whole.

Lex Favios, by virtue of being a relatively young law firm, has faced challenges characteristic of any young entity chartering a course for itself in a growing industry. In the course of its journey so far, the firm has highlighted its capabilities and earnest enthusiasm for growth, believing that only in doing so would it continue to steadfastly forge newer and stronger professional relationships.

"One of the key challenges we face is the competition from larger law firms," says Sumes. "In attempt to overcome this, we have tied up with international legal alliance networks such as Legal Netlink Alliance and also forged alliances with regional law firms in multiple cities in India and internationally."

It is clear that growth and development is a key area for focus regarding the future and Sumes elaborates on the firm's plans, which include expansion and a move to a larger office space.

"We are also looking to expand into areas such as Insolvency Laws, Data Protection and Competition Laws and this year we plan to expand our array of services to have more specialised legal counsels."

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