



Dhruv Phophalia

Managing Director
India Leader - Disputes

- ⓘ Dhruv Phophalia is a Managing Director and leads the firm's Disputes and Investigations practice in India.
- ⓘ Mr. Phophalia has advised a wide range of organizations on litigation and arbitration matters in the United States, Europe, Asia and India. He has more than 20 years of experience and specializes in dispute consulting, litigation support, fraud investigations, business intelligence, anti-fraud programs and controls, regulatory compliance and bankruptcy matters.
- ⓘ Mr. Phophalia has served clients across a wide range of industries including infrastructure and logistics, hospitality, life sciences, telecom, oil and gas, manufacturing, financial services, consumer products, media and entertainment and technology.
- ⓘ He has advised clients on several litigation and arbitration matters involving:
 - breach of contract
 - claims for damages and lost profits
 - allegations of fraud
 - construction contracts
 - financial and operational issues
 - franchise and management contract disputes
 - buy-sell disputes and
 - bankruptcy-related matters
- ⓘ Mr. Phophalia has worked closely with companies and their legal advisors to develop coherent and over-arching financial case strategies, analyze complex financial data, provide independent assessment of facts, articulate findings and opinions and assist with witness preparation and rebuttal of opposition's opinions and arguments.
- ⓘ Mr. Phophalia has also advised clients on investigations involving financial and operational mismanagement, embezzlement of funds, financial statement fraud, misuse of corporate assets and improper remuneration to third parties. Several investigations required extensive use of data analytics, computer forensics and / or e-discovery tools to effectively analyze large volumes of data. His other engagements involved gathering business and market intelligence to collect and evaluate the subject's reputation and profile, conflict of interest situations, unethical conduct, misrepresentations and perform asset tracing exercises.



- Before joining A&M, Mr. Phophalia was a Senior Director (Partner) at Deloitte. He spent over a decade in Deloitte's U.S. office and played an instrumental role in establishing Deloitte's forensic and dispute services practice in India.
- Mr. Phophalia earned an MBA degree in finance from the University of Pittsburgh, and master of commerce and bachelor of commerce degrees in accounting from the University of Mumbai.

Key Litigation and Arbitration Experience

- Mr. Phophalia has provided dispute consulting services on a number of large and complex international arbitration and litigation matters, including:
 - International arbitration for a BIG 3 global automotive giants involving claims in excess of \$1 billion in the International Chamber of Commerce (ICC)
 - Multi-million dollar cross-border litigation involving claims for damages against a subcontractor on a large infrastructure project
 - Management contract dispute for a leading global hospitality company involving claims in excess of \$600 million
 - Litigation involving dispute of costs allocated between operator and partner on a nuclear power plant
 - Litigation involving a Fortune 100 global oil and gas corporation
 - Ad-hoc arbitration involving the sale of a plastics business
 - Pre-litigation settlement between the franchisor and franchisees involving sharing of certain costs, as required in the franchise agreements
 - Purchase price disputes involving distributions to sellers arising from earn-out calculations and purchase price adjustment provisions in buy-sell agreements
 - Fraudulent transfer and alter ego claims in litigation involving an industrial manufacturing business
 - Computer forensic data collection and analysis involving a dispute in the London Court of International Arbitration (LCIA)
 - Computer forensic and e-discovery support to an Indian life science company for a litigation involving developing and commercializing a drug molecule