



Law Office of

**PRASHANT AJMERA & ASSOCIATES**

Residency and Citizenship By Investment



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Email : [uae@ajmeralaw.com](mailto:uae@ajmeralaw.com)

### Your Options For Residency And Citizenship By Investment

Country Passport	Minimum Investment	Program Name	Processing Time	Residency by Investment	Real Estate Investment	Business Investment Visa	Minimum Stay Requirements	Permanent Residency (PR)	Naturalisation Time for Citizenship	EU Schengen Member	UK visa needed	USA visa needed	Double Citizenship	Visa free travel countries*	Passport Reputation (out of 10)
Australia	A\$ 1.5 million	Investor stream	4 Months	Yes		Yes	2 years	After 4 years	PR + 1 years	No	No	No	Yes	168	9.4
United States of America (U.S.A)	\$ 500,000 - 1 million	EB-5 Investor visa	18 Months	Yes	No	Yes	50% of time in US (2.5 out of 5 yrs)	Immediate	5 years	No	No	NA	Yes	172	9.7
Canada (Quebec)	CAD 1,200,000 (Net Assets \$2.0 million)	Quebec Immigrant Investor Program	8-10 Months	Yes	No	Possible (10 options)	Yes	3 years	5 years in total	No	No	No	Yes	170	9.5
New Zealand	NZ\$ 1.5 million	Business Investor Visa	3-4 Months	Immediate Residency	Possible	Yes	146 days per Year	2 Years	5 years	No	No	No	Yes	170	9.6
U.K.	£2 million	Tire-1 Investor	3-4 Months	Immediate Residency	No	Yes	Yes	5 Years	5 - 7 Years	No	NA	No	Yes	173	9.6
<b>Caribbean</b>															
Antigua & Barbuda	\$ 100,000 (Govt fee + \$50,000)	Citizenship by investment	3 Months	No	Yes (minimum \$400,000)	\$1.5 million	No requirement	NA	NA	No	No	Yes	Yes	133	8.5
Dominica	\$100,000 to \$200,000	Citizenship by investment	8-10 Months	No	\$200,000	NA	None	NA	NA	No	No	Yes	Yes	113	7.5
Grenada	\$100,000	Citizenship by investment	2 Months	No	\$350,000	No	None	NA	NA	No	No	Yes	Yes	120 USA E2 Visa	7.8
St Lucia	\$100,000 from Jan 2017	Citizenship by investment	2-3 Months	No	\$300,000	\$3.5 million	None	NA	NA	No	No	Yes	Yes	121	7.9
Saint Kitts and Nevis	\$250,000 (Govt fee \$50,000 included)	Citizenship by investment	8 Months	No	\$400,000	NA	None	NA	NA	No	No	Yes	Yes	145	8.3
<b>Europe</b>															
Bulgaria	€ 512,000	Investor visa	7 Months	Yes		No	Yes	-	Immediate	After 5 Years	pending	No	Yes	Yes	9.0
Cyprus	€ 2.15 million (Real Estate)	Cypriot (EU) Citizenship by Investment	3 Months (Immediate passport)	No	Yes	€ 5 million	None	5 Years	NA	No	No	Yes	Yes	158	9
Greece	€ 250,000 (Real Estate)	Greece Golden visa	3-4 Months	Immediate Residency	Yes	No	None	Immediate PR granted	7 Years	Yes	No	No	Yes	167	9.3
Hungary	€ 300,000 (Government bonds)	Hungarian Investment Immigration Program	4-5 Months	Immediate Residency	No	No	None	Immediate PR	8 Years	Yes	No	No	Yes	163	9.2
Malta	Approx € 1.12 EU Citizenship	Malta Individual (MIIP)	3 Months	No	€ 350,000 (optional) or Rent	No	None	5 Years (waived)	5 Years (waived)	Yes	No	No	Yes	167	9.5
Portugal	€ 500,000	Portugal Golden visa	3-4 Months	Yes	Yes	€ 1 million	7 days per Year	After 5 years	6 Years	Yes	No	No	Yes	170	9.6
Spain	€ 500,000 (Real Estate)	Spanish Golden visa	3-4 Months	Yes	Yes	No	None	After 5 Years	10 Years (5+5 Years)	Yes	No	No	Only with Spanish speaking countries	169	9.5

For more information & other business immigration options email us @ : [prashant@ajmeralaw.com](mailto:prashant@ajmeralaw.com)  
 web : [www.ajmeralaw.com](http://www.ajmeralaw.com)

# 10 reasons for Indian HNIs to consider Residency @ Citizenship by Investment:

By Prashant Ajmera - Advocate

## What is Residency and Citizenship by investment?

Residency and Citizenship by investment is a program which allows successful businessmen, HNIs and Start Ups to obtain residency or citizenship of a foreign country by making a suitable investment. This program is fast becoming very popular with HNIs all over the world who desire residency in a country other than their country of origin for various reasons.

## Reasons for investing abroad:

There are many reasons why HNIs and businessmen, especially those from Asian countries, would want to investment abroad.

Residency and Citizenship by Investment is a very powerful tool that allows these individuals to achieve several personal objectives.

Following are the major reasons why Residency @ Citizenship by Investment is gaining traction, especially in India:

## 1. Children's education:

Several surveys show that Asian parents give top priority to their children's education and are particularly keen that they study abroad. However the cost of education is very high in many foreign countries. Alternatively, if the parents obtain residency and citizenship in these countries by investing the required amount, their children can avail the following benefits :

- Reduce fees for university education
- Easy on campus recruitment and no discrimination regarding the child being a foreign student.
- Possible to work during and after study period in the adopted country and no need to look for sponsors for work visa or immigrant visa.
- Children can start their own business without any problem including a Start Up.



Children's Future

## 2. Quality of life:

HNIs in India and other Asian countries now have sizeable assets and disposable incomes. Hence foreign travel and pleasure trips abroad have become a frequent occurrence. After having travelled abroad, they aspire to achieve the quality of life lived by people in developed countries. For this they are ready to invest and live abroad, although they continue to maintain their business operations and family ties in their home countries. In India, the new liberalized foreign exchange policy allows HNIs to purchase their own real estate in countries they wish to live in or visit frequently.



Quality of Life

## 3. Expansion of business:

Even though India is an economic powerhouse and Western countries are keen to develop trading ties with India, many Indian businessmen face hindrance in travelling abroad for business and/or in establishing a new business in foreign countries. Residency or Citizenship by Investment can enable these businessmen to travel hassle-free in and out of India to their preferred destinations for business expansion, collaborations, forming alliances or bringing in new technology to India and vice-versa.



Business Expansion

## 4. NRI (Non Resident Indian) status:

Investing in foreign countries facilitates businessmen in obtaining NRI status. They can avail of many tax exempted benefits associated with NRI status. This is also beneficial to the Indian economy as NRIs reinvest in Indian businesses, remit foreign currency and bring in new business ideas and opportunities.



Non Resident Status (NRI)

## 5. Visa free travel around the world:

Exporters, businessmen or investors from India who travel abroad frequently for work can obtain citizenship of certain countries (especially Caribbean countries) that do not require physical stay but provide a foreign passport and visa free travel to more than 130+ countries.



Visa Free Travel

## 6. Reunion with family living abroad:

Due to the strict visa regimes of many countries, families are split apart. The Residency @ Citizenship by Investment program of many countries allows relatives abroad to make an investment on behalf of their relatives back home (EB-5 USA visa) and enable them to immigrate to a foreign country.



Family Reunion

## 7. Retiring abroad:

Individuals can take advantage of this program to retire in a country of their choice by making an investment and thus enjoy the best of both worlds.



Retirement

## 8. Tax planning

Investing abroad can assist Indian HNIs in tax planning by virtue of NRI status, investing through legitimate international trusts and the DATT agreement signed by India with many countries around the world.



Tax Planning

## 9. Wealth management @ Portfolio diversification:

Investing in developed countries through this program is a very viable option for wealth management and portfolio diversification for savvy investors and HNIs who wish to explore the global stock markets.



Diversification of Portfolio

## 10. Political reasons:

In today's world, unrest and uncertainty are perils of daily living. Having a second passport provides a sense of security to ensure the safety and well-being of your loved ones.

# Immigration & Nationality Law Firm of the Year

Law Office of  
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Residency and Citizenship By Investment

**PRASHANT AJMERA & ASSOCIATES**

INDIA

## FIRM PROFILE

Law Office of Prashant Ajmera & Associates is boutique law firm with very specialized practice in the area of Residency and Citizenship by Investment for High Net-worth Individuals (HNIs) and Start Ups in India.

A pioneer in the practice of Residency and Citizenship by Investment, the law firm of Prashant Ajmera & Associates is the only law firm in India exclusively providing legal services to clients in this area of practice.

The firm has an extensive network of other related professionals and preferred partners to provide allied services to HNIs and Start Ups who wish to invest and expand their businesses in foreign countries.

The law firm has presence in India, Canada, USA and UAE and associates in several other countries globally.

## ABOUT PRASHANT AJMERA



Prashant Ajmera is a reputed Indian lawyer and Canadian citizen with more than twenty-five years of experience in the field of corporate and migration law and international trade. His law practice is based on the solid foundation of providing honest and accurate legal advice to his diversified clientele who wish to obtain Residency and Citizenship through Investment.

Mr. Ajmera holds undergraduate and post graduate degrees in science and law respectively from India. He began his career as a lawyer at the High Court of Gujarat and was associated with the office of Additional Central Government Standing Counsel (Federal Attorney's office) for five years.

In 1992 he was awarded a double professional degree from the Institute of Company Secretary and Administration (ICSA) while studying at the London School of Business, UK.

In 1993, he joined a Montreal, Canada, based law firm specializing in residency and citizenship for professionals and businessmen as an Associate Lawyer responsible for the Asia-Pacific region. In 2001, he started his independent practice in Canada, assisting foreign businesses to set up or expand their business in North America.

A visionary, he recognized the future of 'Residency and Citizenship by Investment' and conducted the very first EB-5 Investment Program seminar in India in 1999 in Mumbai.

Over the years he acquired practical knowledge regarding the residency and citizenship laws of various countries around the world through self-study and extensive travel. During this time he also established associations with various law firms in more than 35 countries around the world. This expertise and knowledge gives him a unique edge – he not only provides his clients with detailed information and advice regarding a particular country's residency and citizenship program but also offers customized legal solutions suited to their individual circumstances and needs.

His profound understanding of the laws and legal documents of Indian and foreign jurisdictions aid in guiding HNI clients every step of the way, especially apropos to source of funds and supporting documents, the most pertinent and crucial aspects of any residency and citizenship by investment petition.

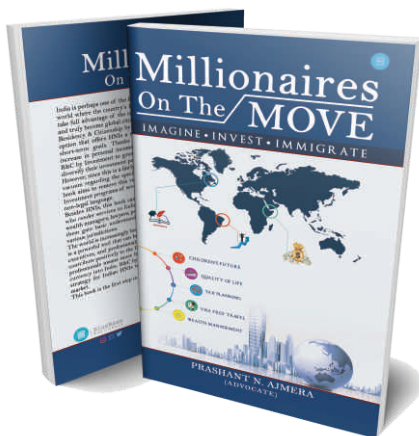
Mr. Ajmera is a member of the International Bar Association (IBA) and has addressed the IBA Annual Conference as a speaker on two occasions (Cancun-2001 & Durban-2002).

He has been a delegate on the Team Canada Trade Mission with Ex-Prime Minister of Canada, Rt. Hon'able Jean Chretien, on two occasions - to India and Japan in 1996 and 1999 respectively. He regularly conducts seminars in various countries such as USA, Canada, India, Indonesia, Pakistan, UAE and Malaysia on corporate migration. He is an expert speaker for industry bodies such as the Gujarat Chamber of Commerce and Industry, Hindustan Chamber of Commerce, The Indian Merchants Chamber and Canadian Trade Office on the subject of "Doing Business in Canada". He regularly contributes to online media and publications such as the Times of India and the Journal of Institute of Chartered Secretaries and Administrators (ICSA). He has also conducted and participated in radio and television shows related to corporate migration.

He has also contributed a chapter on "Indian commercial secured transactions" for an international law book published by Carswell.

Mr. Ajmera is a very active member of Rotary International and as Club President (2016-17) he has initiated many worthy social projects for assisting and empowering the underprivileged and less fortunate members of society. He is the Director of "Wings To Fly", an NGO working for the rehabilitation and economic empowerment of women with a criminal past.

*Written by Adv. Prashant Ajmera,  
a one-of-its-kind guide offering a synopsis of the various  
Residency and Citizenship by Investment programs*



Also available on:



## CONTACT

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Residency and Citizenship By Investment



**Mr. Prashant Ajmera,**  
Founder, Prashant Ajmera and Associates

**“Investing in international real estate is a growing interest amongst Indian HNIs but it is a very complex process requiring sound legal advice. This becomes even more crucial when an investor attempts to obtain residency or citizenship of a particular country by making an investment into that country's real estate market or opts for any other form of investment. ” says Mr. Prashant Ajmera, Founder, Prashant Ajmera and Associates**

## INVESTMENT IN THE INTERNATIONAL REAL ESTATE ALLOWS HNIs TO

Ensure Foreign Education & Secure  
The Future Of Their Children

Expand Their Business  
Globally

Diversify Their Investment  
Portfolio



**“More than 30+ countries in the world offer residency and citizenship by investment, mostly in real estate. Indian HNIs are now eagerly looking into this prospect which enables them to travel freely around the world and expand their business network. ”**



India Law Office of  
**PRASHANT AJMERA & ASSOCIATES**  
Residency and Citizenship By Investment

## LAW OFFICE OF PRASHANT AJMERA & ASSOCIATES

**“Our law firm is a pioneer in the area of Residency & Citizenship by Investment in Asia's third largest economy. We have more than 25 years of experience in assisting HNIs in India and abroad to obtain residency and citizenship of the country of their choice by making an investment in real estate.”**



Mr. Prashant Ajmera,  
Founder, Prashant Ajmera  
and Associates

Law Office of Prashant Ajmera & Associates is boutique law firm with very specialized practice in the area of Residency and Citizenship by Investment for High Net-worth Individuals (HNIs) and Start Ups in India. A pioneer in the practice of Residency and Citizenship by Investment, the law firm of Prashant Ajmera & Associates is the only law firm in India exclusively providing legal services to clients in this area of practice. The firm has an extensive network of other related professionals and preferred partners to provide allied services to HNIs and Start Ups who wish to invest and expand their businesses in foreign countries. The law firm has presence in India, Canada, USA and UAE and associates in several other countries globally.

A successful business is spawned when an entrepreneur stumbles upon a hurdle in his own life that needs to be solved. By addressing that pain point, he/she becomes deeply connected to his/her mission. The seed of Prashant Ajmera's entrepreneurial journey sprouted back in 1988 when he wished to tour Europe by train as a back packer. Interaction with multiple travel agents in Ahmedabad and Mumbai to obtain travel visas went in vain with a single disappointing reply. They told him that he would never be granted a tourist visa since his case was not supported by any tax returns in his name, neither did he have a bank account, nor did he possess any property in his name. “This prompted me to study immigration law and I began to understand the process and principles behind visa issuance. On 29th March 1988, I stood in line for a UK visa (the first

country I applied for a visitor visa) and was granted one for a period of 2 years. In those days there was no Schengen visa and one had to apply separately for each individual country. After my Europe tour, I decided to stay back in London and pursue further studies. I enrolled for a double degree in Company Secretary & Administration (ICSA) at the London School of Business. In September 1992, I met an immigration attorney from a prestigious law firm in Montreal, Canada, in London. This law firm specialized in Canadian immigration matters and was looking to expand their practice in India. I proposed to him that we could work together and start immigration practice in India,” Prashant recalls his journey of establishing the Law Firm of Prashant Ajmera & Associates.

**Mr. Ajmera thanks for joining us. As a licensed lawyer, you have been a pioneer in this field in India. How did you nurture Prashant Ajmera & Associates as a trusted name in the industry?**

We started our boutique law firm in India in 1993 with a primary focus in the area of immigration and visa services. Back then we were associated with a reputed law firm in Montreal, Canada, and our concentration was on skilled worker, entrepreneur and investor visas of Canada. Presently the focal point of our practice is Residency & Citizenship by Investment programs for different countries around the world. Our client base has evolved from professionals and skilled workers to HNIs and topnotch business persons. Till date, I don't know of any law firm in India whose primary practice is dedicated solely to Residency and Citizenship by Investment. We provide an honest and candid opinion in every case. We listen to our clients - understand their objectives, needs and circumstances and then suggest appropriate options.

**OUR JOB IS TO PROVIDE THE RIGHT LEGAL ADVICE AND NOT SELL ANY SPECIFIC IMMIGRATION AND OR VISA PROGRAMS.**

For us, it's always the client's welfare and satisfaction that matters. Our forthrightness & sincerity have paid off and we have been able to build our brand over the past 25 years. For us, quality of work is more important than quantity or volume and we have always strived to maintain this work integrity.

**How did you make your mark in the industry and in the heart of the customers as well?**

When we started out, there were already many travel agents and visa agents in India who worked for a very small fee. It was therefore difficult for people to believe initially that a lawyer could provide services related to visa and immigration matters. But slowly and surely we were able to gain the

trust of our clients by providing the best professional services in the market. Maintaining lifelong relationships with our clients is more important to us than making money from them. Successful business persons, professionals, leading real estate developers, bureaucrats, politicians, CEOs and CFOs of banks and multinational companies, deans and professors of universities, wealth advisors, chartered accountants, lawyers and many such outstanding people have come to us for advice and eventually become our clients.





**With more than 25 years of experience in residency and citizenship by investment and his expertise in EB-5 investor visa of US, Canada investor program and such other investor programs have gained him recognition as one of the leading lawyers in India in the field of Residency and Citizenship by Investment.**



### What are the services offered under the gamut of Prashant Ajmera & Associates?

We started our practice by providing immigration and visa services for professionals and skilled workers. We successfully processed our first Residency and Citizenship case in 1997 for Canada for a leading industrialist family in Gujarat. Slowly we started diversifying and began providing these services to more business persons and entrepreneurs. Presently 90% of our practice is concentrated on providing Residency and Citizenship by Investment services to High Network Individuals (HNIs) and business persons. Our law firm has formed associations with various law firms and professionals in over 30 countries to provide optimum services to our HNI clients in India.

### In this age of mistrust, are you seeing an evolution in how consumers trust brands, or are they still for the most part doubtful?

Yes, there is a fair amount of mistrust in our industry as such due to heavy competition and lack of proper regulation. In India, anyone can open shop as an immigration or visa consultant. But when clients see our profile and impressive track record, they are convinced about our authenticity. We are very up-front with our clients regarding their chances of obtaining immigration or any type of visa for that matter. If they do not qualify for whatever reason, we are very forthright in informing them that they do not meet the requirements. Most of our clients come through past references or by word of mouth. So basically our work speaks for us and our clients provide us with free publicity!

### Throw some light over the expansion binge of Prashant Ajmera & Associates.

I have been invited to speak at two International Bar Association conferences, and at various prestigious business organizations. I have contributed articles related to immigration and visa matters to a number of magazines and newspapers over the years, including The Times of India (Mumbai edition) in 1996 and 1997. We were the first law firm to conduct a seminar for EB-5 Investor Visa Program in Mumbai in 1999. Recently the British legal magazine, 'Lawyer Monthly' has awarded us with the legal award titled, 'Immigration & Nationality Law Firm of the Year 2017-India'. I will be also speaking at several upcoming conferences, in India and abroad.

### Any new categories or changes this year...

Yes, we will be providing Residency and Citizenship by Investment services not only for USA and Canada but also 35+ other countries, including European and Caribbean countries. This month we have signed an agreement with a TOP immigration law firm of USA to cater to our US based clients or clients having problems with US immigration. Real Estate developers from all parts of the world are approaching us to sell their real estate projects to Indian HNIs. We are being approached by many law firms and related professionals from around the world to facilitate their entry into the Indian market.

### How has been your journey as an entrepreneur?

It has been a very fulfilling journey. I have now reached a stage where work has become a hobby and I am enjoying that. It gives me great satisfaction when clients, who have already successfully immigrated, come to me and credit me for their success in a foreign country. That I have been able to make a difference in their lives is immensely rewarding. By giving them the

right advice, I have, in a small way, helped them realize their lifelong dream.

### What do you hope to accomplish within the next year from personal as well as professional point of view?

In next 12 months, we wish to travel all over the country and establish ourselves as the only law firm in India providing Residency and Citizenship by Investment services to HNIs.

### A piece of advice for the young entrepreneurs...

Honesty is the best policy. There are no shortcuts in life and only hard work and perseverance can help you achieve your dreams and goals. Also, your reputation and integrity should come before everything else. If these are intact, success will not be far behind.

Despite the great interest and willingness to invest, there is lack of basic knowledge when it comes to investing in international real estate amongst Indian professionals and businessmen. Educating them by means of seminars, expos and trade shows can provide them with the appropriate guidance so that Indian HNIs can take advantage of this wonderful opportunity become global citizens.

We have participated in and organized many trade shows, seminars and expos related to investing in international real estate. Through a network of more than 30 associates in different countries around the globe, we can assist Indian real estate developers, who wish to expand their business globally, to make suitable investments in international projects or establish joint ventures with real estate developers in different countries around the world.

**For Details Kindly Contact :**

9898698184 / 7926460679

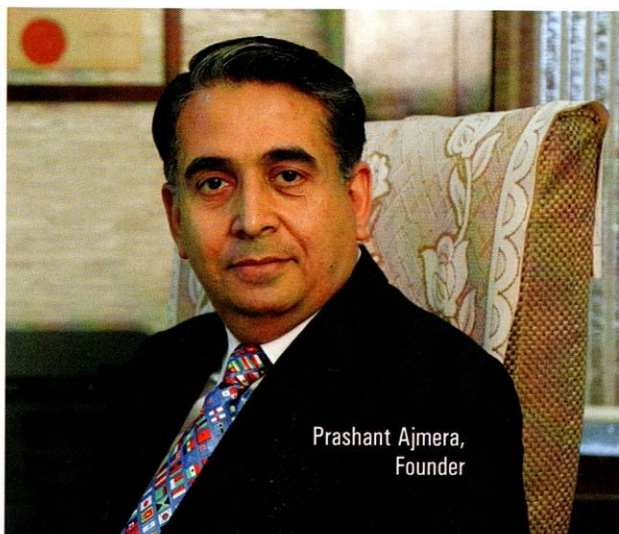
**Email :** prashant@ajmeralaw.com

**Website :** www.ajmeralaw.com



# Prashant Ajmera & Associates:

## A Brand Name in Residency and Citizenship by Investment Practice



Prashant Ajmera,  
 Founder

**F**inding opportunity is a matter of believing it's there' – once quoted Barbara Ann Corcoran, a successful American business woman, holds true for Prashant Ajmera & Associates, one of the most reputed immigration law firms in India.

It all started when Prashant Ajmera, an Indian lawyer, embarked on his maiden visit to the UK and experienced many hurdles in obtaining a visa as he was 'not an ideal candidate'. This experience prompted him to study immigration and visa laws of different countries. Soon curiosity turned into passion, paving the way for establishing the law firm of Prashant Ajmera & Associates.

While in London, Mr. Ajmera met with a well-known Canadian lawyer who was a partner in a reputed law firm specializing in immigration. The Canadian lawyer was highly impressed with Mr. Ajmera's astute business acumen and his knowledge of immigration laws and regulations. Grabbing this opportunity, Mr. Ajmera informed the Canadian lawyer regarding the tremendous potential for immigration practice in India. He proposed to open up an office for the Canadian law firm in Ahmedabad, India. In 1993, Prashant established a law office in India that exclusively practised immigration law.

Mr. Ajmera reminisces, "We started off promoting Canada immigration. The distinguishing factor for us was that we were lawyers not consultants or agents. Other agencies dealing with immigration could not help their clients with legal complexities of immigration. In-depth understanding of immigration law, along with honest and correct advice, was our USP. Slowly people started seeing the difference between hiring a lawyer and hiring a consultant for their

immigration needs and we gained a strong foothold in the industry.

### Expertise in Specialized Area

The Law Office of Prashant Ajmera & Associates carries with it a legacy of 25 years of serving thousands of skilled professionals, businessmen, investors, corporates and HNIs. Since the last few years, the law firm has narrowed down its area of practice to assisting HNIs and top level executives in obtaining residency and citizenship of over 30 countries around the world.

Elaborating on the reason behind this change, Mr. Ajmera states, "Residency and/or citizenship by investment is a pretty new concept in India. During my years of practice, I have realised there are 4 core reasons why people want to immigrate – children's future, business expansion, tax planning and ease of travel. India now competes with




We provide customized legal solutions after considering our clients' circumstances, objectives and background. Instead of promoting any particular country or program, we provide them with different options most suitable to their needs



western countries in the number of HNIs and investors. Taking advantage of this fact, we decided to concentrate on this emerging market."

The law firm has an exclusive network of related professionals in several countries globally to provide allied services to HNI clients and Start Ups. Headquartered in Ahmedabad, the firm has its presence in Canada, USA and UAE. The firm has been awarded the Immigration & Nationality Law Firm of the Year 2017.

He adds, "We are very discreet and straight forward in dealing with our clients. We provide customized legal solutions after considering their circumstances, objectives and background. Instead of promoting any particular country or program, we provide them with different options most suitable to their needs."

Mr. Ajmera is also renowned public speaker and Director of a NGO working for the empowerment and rehabilitation of women with a criminal past. 



# Revolutionizing immigration and visa services in Asia's 3rd largest economy since 1993: Prashant Ajmera & Associates

Pooja Kundoo • The CEO Magazine

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him that we could work together and start immigration practice in India," Prashant recalls his journey of establishing the Law Firm of Prashant Ajmera & Associates.

Here are the edited excerpts of the recent chat held with Prashant focusing on the 25 – year long voyage of his venture.

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Our forthrightness and sincerity



Prashant Ajmera  
Founder, Prashant Ajmera & Associates

have paid off and we have been able to build our brand over the past 25 years. For us, quality of work is more important than quantity or volume and we have always strived to maintain this work integrity.

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Maintaining lifelong relationships with our clients is more important to us than making money from them. Successful business persons, professionals, leading real estate developers, bureaucrats, politicians, CEOs and CFOs of banks and multinational companies, deans and professors of universities, wealth advisors, chartered accountants, lawyers and many such outstanding people have come to us for advice and eventually become our clients.

**What are the services offered under the gamut of Prashant Ajmera & Associates?**

We started our practice by providing immigration and visa services for professionals and skilled workers. We successfully processed our first Residency and Citizenship case in 1997 for Canada for a leading industrialist family in Gujarat. Slowly we started diversifying and began providing these services to more business persons and entrepreneurs. Presently 90% of our practice is concentrated on providing Residency and Citizenship by Investment services to High Networth Individuals (HNIs) and business persons.

Our law firm has formed associ-

ations with various law firms and professionals in over 30 countries to provide optimum services to our HNI clients in India.

**In this age of mistrust, are you seeing an evolution in how consumers trust brands, or are they still for the most part doubtful?**

Yes, there is a fair amount of mistrust in our industry as such due to heavy competition and lack of proper regulation. In India, anyone can open shop as an immigration or visa consultant. But when clients see our profile and impressive track record, they are convinced about our authenticity. We are very upfront with our clients regarding their chances of obtaining immigration or any type of visa for that matter. If they do not qualify for whatever reason, we are very forthright in informing them that they do not meet the requirements. Most of our clients come through past references or by word of mouth. So basically our work speaks for us and our clients provide us with free publicity!

**Throw some light over the expansion binge of Prashant Ajmera & Associates.**

I have been invited to speak at two International Bar Association conferences, and at various prestigious business organizations. I have contributed articles related to immigration and visa matters to a number of magazines and newspapers over the years, including The Times of India (Mumbai edition) in 1996 and 1997. We were the first law firm to conduct a seminar for EB-5 Investor Visa Program in Mumbai in 1999. Recently the British legal magazine, 'Lawyer Monthly' has awarded us with the legal award titled, 'Immigration & Nationality Law Firm of the Year 2017-India'.

I will be also speaking at several upcoming conferences, in India and abroad.

**Any new categories or changes this year...**

Yes, we will be providing Residency and Citizenship by Investment services not only for USA and Canada but also 35+ other countries, including European and Caribbean countries. This month we have signed an agreement with a TOP immigration law firm of USA to cater to our US based clients or clients having problems with US immigration. Real Estate developers from all parts of the world are approaching us to sell their real estate projects to Indian HNIs. We are being approached by many law firms and related professionals from around the world to facilitate their entry into the Indian market.

**How has been your journey as an entrepreneur?**

It has been a very fulfilling journey. I have now reached a stage where work has become a hobby and I am enjoying that. It gives me great satisfaction when clients, who have already successfully immigrated, come to me and credit me for their success in a foreign country. That I have been able to make a difference in their lives is immensely rewarding. By giving them the right advice, I have, in a small way, helped them realize their lifelong dream.

**What do you hope to accomplish within the next year from personal as well as professional point of view?**

In next 12 months, we wish to travel all over the country and establish ourselves as the only law firm in India providing Residency and Citizenship by Investment services to HNIs.

**A piece of advice for the young entrepreneurs...**

Honesty is the best policy. There are no shortcuts in life and only hard work and perseverance can help you achieve your dreams and goals. Also, your reputation and integrity should come before everything else. If these are intact, success will not be far behind.

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PRASHANT AJMERA,  
FOUNDER

COMPANY OF THE MONTH



Chethana Marla,  
Co-Founder,  
EmpowerGenie

## LAW OFFICE OF PRASHANT AJMERA & ASSOCIATES

INFUSING 'RESIDENCY & CITIZENSHIP BY INVESTMENT'  
PROGRAMS GLOBALLY WITH THE TRUST OF LEGITIMACY

₹150



# LAW OFFICE OF PRASHANT AJMERA & ASSOCIATES

INFUSING 'RESIDENCY & CITIZENSHIP BY INVESTMENT'  
PROGRAMS GLOBALLY WITH THE TRUST OF LEGITIMACY

*By Sujith Vasudevan*

**T**he world is always on the move. It was in the early 1980s when the international migration culture began to take the world by storm to make the decade witness a growth of 62 percent in the number of migrants worldwide. Today, India is the largest country of origin of international migrants (17 million), followed by Mexico, Russia, China, Bangladesh, Syria, Pakistan and Ukraine.

This number includes a niche segment of HNIs who particularly gravitate towards the 'Residency & Citizenship (R&C) by Investment' program, for various reasons ranging from children's education, tax planning, portfolio diversification, ease of visa-free travel to multiple countries, and much more. Something that flares-up in magnitude with the amount of money involved

with the R&C by Investment program is the complexity of regulations & immigration laws, which makes qualified and knowledgeable attorneys the most important aspect of the immigration process.

Someone who foresaw this opportunity as early as the late 1980s was Prashant Ajmera, a highly successful Indian lawyer, NRI, a Canadian citizen and founder of The Law Office of Prashant Ajmera & Associates (LOPA). The law firm prides itself on its enviable 25-year old legacy of serving thousands of skilled professionals, businessmen, investors, corporates and HNIs. Headquartered in Ahmedabad, the firm today has its presence in Canada & UAE and offers services for 30+ countries around the world, including European and Caribbean countries.

**Prashant Ajmera,  
Founder**

*Prashant is an established Indian lawyer (Gujarat Bar Association), Canadian citizen, and a NRI since 1988, with more than 25 years of experience in Residency & Citizenship by Investment. A member of the International Bar Association (IBA), he also has several years of experience in corporate migration law and international trade.*



## The Origin of the Passion

The seed of Prashant's legal entrepreneurial journey sprouted back in 1988 when he wished to tour Europe by train as a backpacker. Fervent visits to multiple travel agents in Ahmedabad and Mumbai to obtain travel visas concluded with a single disappointing reply: "you are not an ideal candidate and you are never going to get a visitor visa". He soon realized that this is not a rare phenomenon in a country where rejections for visitor visas are commonplace, especially amongst single, unmarried candidates with no sizeable assets under their names.

An established High Court lawyer by then, this experience prompted Prashant to study visa regulations and immigration laws of different countries. It took no time for his curiosity to turn into passion, paving the way for establishing LOPA in 1993 with a primary focus on immigration law & visa services – projected towards skilled workers, entrepreneurs & investors, and associated with a reputed immigration law firm in Montreal, Canada.

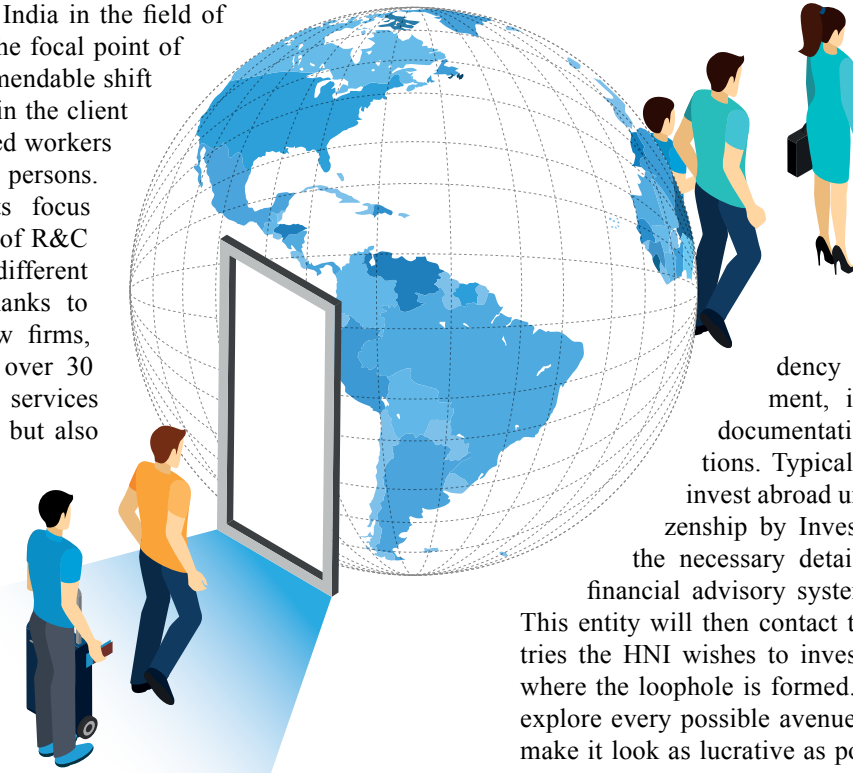
Cut to the present, Prashant's expertise is most demanded for investor programs such as the EB-5 Investor Visa of U.S., Canada Investor Program, and many more across the globe. His understanding and grasp of the subject matter has brought him recognition

as one of the leading lawyers in India in the field of investment based immigration. The focal point of his law firm has also seen a commendable shift over the years with an evolution in the client base from professionals and skilled workers to HNIs and top-notch business persons. LOPA currently has shifted its focus entirely to the exclusive practice of R&C by Investment programs for different countries around the world. Thanks to its associations with various law firms, professionals and developers in over 30 countries, it provides optimum services to HNI clients not only in India, but also around the globe.

## The Differentiator

One doesn't have to ponder much to comprehend the extra mile that LOPA goes for its clients. In India, the immigration consulting industry is flooded with consultants and agents who enter into the market with hardly any experience. They frequently face roadblocks while helping their clients with legal complexities of immigration and when the client's case is not straight forward. And this compels them to seek help from a qualified attorney to get the applications processed and find legal solutions for problematic applications. This is exactly where LOPA makes the difference. While rendering comprehensive immigration services, this professional law firm evinces an extra sense of commitment in ensuring the highest standard and quality of services offered. Its associates are also professional practitioners bound by the respective code of conduct of their particular jurisdictions and by a common ethic of putting the client's welfare above everything else.

In addition to having meticulous understanding of immigration laws, LOPA listens to its clients to understand their objectives, needs and circumstances with an ultimate aim to proffer honest and precise counsel. This philosophy of providing honest advice and putting the clients' interests above everything else is integrated into the work ethic of LOPA. Prashant elaborates, "Our job is to provide scrupulous and honest legal advice and not sell any specific immigration and/or visa program or promote any particular country. For us, the quality of work is more important than quantity, and we have always strived to maintain this work integrity. It's always the clients' welfare and satisfaction that matter most to us". The firm's



forthrightness and sincerity have paid-off to build a brand for itself over the past 25 years.

## When End-to-End Services Meet Professional Acumen

To be called as a right service, especially in the niche area of Residency & Citizenship by Investment, it takes much more than documentation and processing applications. Typically when an HNI wants to invest abroad under the Residency & Citizenship by Investment program, to obtain the necessary details, he/she approaches the financial advisory system within close proximity. This entity will then contact their counterparts in countries the HNI wishes to invest in. But this is precisely where the loophole is formed. Each country is trying to explore every possible avenue to sell their products and make it look as lucrative as possible to prospective HNI

visits the investment projects & opportunities before recommending them to the clients. In a nutshell, while offering a one-stop-shop solution (including several allied services), this law firm also reduces the potential risk factors of investment. At present, more than 25 countries around the world are offering Residency & Citizenship by Investment programs, and LOPA provides legal services for all these programs. Wonder how many companies in India cover such a wide spectrum!

It's no surprise that the end-to-end nature of this law firm's services has been magnetic in attracting a huge chunk of HNIs across the country, as they constantly look for stable options. For instance, recently, when the Chairman & CEO of a reputed bank in Mumbai wanted to obtain residency status in the U.S. where his children study, LOPA never let him worry about the intricacies & concerns, but even helped him with the transfer of funds and furnishing the exact documentation required, a task that a foreign lawyer or a regular consultant may not be able to accomplish. This indeed is how it becomes an award winning law firm. LOPA has been felicitated with the Immigration & Nationality Law Firm of the Year 2017.

## QUICK FACTS:

**Offices:** Ahmedabad (Headquarter), Mumbai, New Delhi, Bangalore, UAE, Canada & U.S.

### Awards & Recognition:

- *Logistic Asia 2016*
- *FRO 2016*
- *Franchise Mart 2016*
- *Best President - Rotary Club Ahmedabad Metro 2016-17 and several awards during the year for various charitable activities*

### Professional & Corporate Memberships:

- *International Bar Association (IBA)*
- *Gujarat Bar Association*
- *Indo-Canada Business Council (ICBC)*
- *Indo-American Chamber of Commerce (IACC)*
- *Gujarat Chamber of Commerce & Industry (GCC)*
- *TIE Ahmedabad*
- *Rotary International - RC Ahmedabad Metro*
- *Rotary Means Business (RMB)*

LOPA PRIDES ITSELF ON ITS ENVIABLE 25-YEAR OLD LEGACY OF SERVING THOUSANDS OF SKILLED PROFESSIONALS, BUSINESSMEN, INVESTORS, CORPORATES AND HNIs

clientele. In the process, many crucial facts may remain hidden or be sugar coated. Thus, when HNIs want to pour their money in, it is advisable that they know the exact depth of the pool.

With this rationale in mind, LOPA has established professional relationships in each and every jurisdiction that they recommend to their clients. The firm scrutinizes the financial & real estate market, security of the investment and the political & social situation of a particular country minutely to gauge its suitability for HNIs. LOPA goes a step further and personally

## Staying Abreast of Foreign Polices, Reforms & Laws

After a quarter of a century that witnessed colossal reforms in foreign policies and immigration programs across the globe, LOPA continues to maintain its dominance in the sector. "We try to keep ourselves abreast of the Residency & Citizenship by Investment programs of different countries, the changes that are introduced, and the finer nuances - the 'fine print' as you might call it," adds Prashant. A huge chunk of credit goes to the firm's staff and associates, who are committed to staying up-to-date by way of attending conferences & seminars, as well as setting-up one-to-one meetings with government representatives, lawyers, developers, and other professionals involved with Residency & Citizenship by Investment programs of different countries.

En route to the future, LOPA is widening its robust professional network across the globe. "We have recently signed an agreement with a leading immigration law firm in the U.S. to serve our U.S. based clients even more smoothly. We are being approached by many law firms and related professionals from around the world to facilitate their entry into the Indian market as well. Encouraging HNIs to invest abroad is just one aspect; we also want foreign investors to come to India and tap the huge potential our country has to offer," concludes Prashant. So as any Indian, he also seems quite hopeful about the investors migrating to India in the years to come.