WILSON SONSINI



Sanil Khatri

PARTNER

Data, Privacy, and Cybersecurity

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FOCUS AREAS

Artificial Intelligence and Machine Learning

Data, Privacy, and Cybersecurity

Intellectual Property

Regulatory

Technology Transactions

EXPERIENCE

Sanil Khatri is a partner in the Singapore office of Wilson Sonsini Goodrich & Rosati, where he is a member of the firm's data, privacy, and cybersecurity practice. Sanil advises multinational companies and high-growth start-ups on the legal issues where data, technology, and regulation intersect across Asia Pacific (APAC).

Sanil's practice centers on four areas: cross-border data governance and compliance, cybersecurity regulation and incident response, AI and emerging technology, and technology transactions. He designs and implements data protection programs for multinational clients across APAC jurisdictions, harmonizing local requirements with global frameworks such as the General Data Protection Regulation (GDPR) and U.S. state laws. He advises on regional cybersecurity obligations, builds incident response playbooks, and manages cross-border data breaches from start to finish. He also counsels clients on privacy and cybersecurity by design for generative AI products, AI governance, cloud adoption, data center operations, and Web 3.0, and handles technology outsourcing, software-as-a-service (SaaS) and platform agreements, and regulatory and IP work on M&A and private equity transactions involving technology targets.

Prior to joining the firm, Sanil was a member of the intellectual property and technology practice at Baker McKenzie, where he advised local, regional, and multinational clients on contentious and non-contentious intellectual property matters, including trademark, copyright, patent and design protection, and enforcement issues. He also advised on the commercialization of intellectual property and related technology and commercial matters, including licensing, franchising, transactions, data privacy, cybersecurity, e-commerce, media, content, and regulatory issues.

Sanil has been recognized as a "Next Generation Partner" by *Legal 500 Asia Pacific* and a "Rising Star" by *IP Stars* for his advisory work. He also comes "Recommended" by *World Trademark Review 1000* for intellectual property enforcement, litigation, prosecution, and strategy.

Sanil is dual-qualified to practice in Australia and as a Singapore Registered Foreign Practitioner permitted to practice areas of Singapore law, and holds the Certified Information Privacy Professional/Asia (CIPP/A) designation from the International Association of Privacy Professionals. He is fluent in English and Gujarati.

CREDENTIALS

Education

- Graduate Diploma in Legal Practice, Australian National University
- Foreign Practitioner Certificate, Singapore Institute of Legal Education
- Bachelor of Laws (Honours), Macquarie University
- Bachelor of Commerce-Marketing, Macquarie University

Associations and Memberships

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- Member, International Trademark Association
- Member, International Association of Privacy Professionals
- Member, American Chamber of Commerce
- Member, Law Society of New South Wales, Australia
- Member, Law Society of Singapore

Admissions

- Registered Foreign Lawyer in Singapore
- State Bar of New South Wales (Australia)

MATTERS

Select Representations

- Advised a global consumer technology company on APAC data protection, including regulator and law enforcement data requests, and developed a localized incident response playbook (reporting thresholds, notification templates, sector-specific obligations) aligned with its global framework.*
- Led a regional data protection program for a multinational healthcare and medical devices company, covering DPIAs, gap analysis against local APAC and global requirements, and remediation.*
- Advised a sovereign investor on its personal data review framework and DPIAs, and provided regulatory, data protection, and IP due diligence and transactional support on its technology and financial services investments.*
- Managed end-to-end major global data breaches for an international online travel company and an international network and digital infrastructure provider, coordinating multi-jurisdictional mandatory notifications, advising on strategy through the incident lifecycle, and liaising with regulators.*
- Advised a critical infrastructure operator and an international bank on cyber incident response frameworks and plans, including breach management and regulatory notification.*
- Advised a multinational restaurant group on data protection implementation for a global HR technology rollout, coordinating regional and global compliance.*
- Prepared privacy, cookie, terms of use, EULA, and refund documentation across multiple brands and customer journeys for a global audio and automotive technology group and a generative AI company, including across more than 12 jurisdictions.*
- Advised a leading e-commerce platform on data protection compliance (including India's new data protection regime), commercial and licensing matters, trademark prosecution, portfolio management, and oppositions across a mandate spanning 18 jurisdictions.*
- Advised an international bank on technology outsourcing agreements, major technology contracts, DPIAs, and data processing agreements within its vendor and third-party program.*
- Advised on data protection, IP ownership and licensing, and multi-party agreements for a multi-jurisdictional cross-border payments initiative led by a financial regulator.*
- Advised a healthcare technology investor on IP and licensing structures under a global mandate spanning 15 jurisdictions.*
- Advised a security technology company on technology agreements, licensing, transactions with commercial and IP elements, and IP prosecution for its technology and brand portfolio.*
- Advised a SEO and analytics SaaS company on joint venture arrangements, data protection agreements, and commercial and licensing agreements.*
- Advised a global media and entertainment company on commercial agreements, master services agreements, guarantee and indemnification deeds, and multi-party negotiations.*
- Advised a private equity firm on IP and regulatory due diligence and transactional documentation for portfolio company investments, and a global tabletop gaming company on a gaming transaction and IP and data protection matters.*
- Advised a global consumer technology company on IP commercialization, prosecution, oppositions, and enforcement supporting product launches and brand protection across APAC, and on regulatory and data protection aspects of new product rollouts.*
- Advised a global online platform on data protection, and on advisory and contentious IP matters across APAC.*
- Advised a global social media and content platform on APAC content regulation and data protection.*
- Advised a generative AI company on IP prosecution and licensing alongside its commercial and data protection framework.*
- Advised a consumer electronics group on a regional product recall and e-commerce issues.*
- Successfully overcame objections raised by various trademark offices in APAC and globally to proceed trademark applications to registrations and managed oppositions to protect and enhance trademark portfolios, including for one of the largest global technology companies and a major FMCG company.*

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- Advised companies on the commercialization of intellectual property, including negotiating and drafting agreements related to the use or sale of trademarks and intellectual property license agreements, assignments, franchising, and distribution agreements.*
- Represented global brand companies in anti-counterfeiting and IP enforcement matters, including claims of trademark infringement, copyright infringement, and passing off.*
- Represented a telecommunications company in patent-infringement proceedings relating to video and GPS technology in mobile networks.*
- Advised clients on the enforcement of trademark rights, including taking action against third-party use of similar marks and negotiating settlement agreements.*
- Advised a healthcare company on a suite of commercial agreements in APAC covering numerous commercial, intellectual property, privacy, and security issues.*
- Advised on e-commerce, blockchain, regulatory, and commercial matters relating to an innovative trading platform.*
- Advised on various transactional matters, including asset and share acquisition and restructuring deals, as well as data privacy, intellectual property and regulatory issues related to the transactions.*
- Advised on and implemented anti-counterfeiting and anti-piracy programs for multinational clients in a variety of industry sectors, including dealing with seizures by customs authorities and successfully obtaining declarations, injunctions, and compensation.*
- Managed and conducted searches to determine the availability for use and/or registration of trademarks in APAC, including in the context of key product launches and brand-strengthening initiatives.*

**Denotes matters handled at another firm prior to joining Wilson Sonsini in 2026.*

INSIGHTS

Select Publications

- Featured, "The copyright and design overlap: Risks and challenges," *Asia IP*, November 11, 2026
- Featured, "Confidential clubs revealed," *Asia IP*, August 21, 2026
- Featured, "Law doesn't punish lawful design-arounds but doesn't spare passing off, says SG lawyer," *Asia IP*, February 6, 2026
- Co-author, "IPOs dismisses applications made by former co-owner to prevent company's registration of trademarks," *World Trademark Review*, June 4, 2025
- Co-author, "Mediation success in dispute over heritage chicken rice brand," *World Trademark Review*, May 30, 2025
- Featured, "The reverse confusion theory in trademarks," *Asia IP*, October 31, 2024
- Featured, "The latest rage called RAG," *Asia IP*, July 1, 2024
- Featured, "Tracing the trail of IP forensic analysis," *Asia IP*, October 31, 2023
- Featured, "Declassifying trade secret licensing," *Asia IP*, October 31, 2022
- Featured, "The Metaverse is Coming: How Can Asia's Developing Jurisdictions Cope with its IP Issues?" *Asia IP*, March 31, 2022

Recent Speaking Engagements

- Speaker, "Governing AI & Emerging Technology Risk," Global Legal ConfEx, February 2026
- Moderator, "The Great Training Data Debate: Copyright, Consent & Compensation," ITechLaw 2026 International Conference, January 2026
- Moderator, "Disruptive technology and digital transformation," IBA Technology Law Symposium, January 2026
- Moderator, "Implications of AI-generated logos and artistic works for IP protection / infringement," International Trademark Association, January 2026
- Speaker, "AI & Copyright, Producers Summit & Masterclass," Asian Academy Creative Awards, May 2025
- Moderator, "Platform regulation, data implications and brand protection," Brand Protection Congress, April 2025
- Speaker, "Open Source and AI – open source and its impact on new technologies in software," Legal Global IP, AI & Tech Conclave, January 2025
- Speaker, "How to build effective IP protection for a multinational efficiently and how to develop effective IP protection & strategies for small entities & start-ups," Legal Global IP, AI & Tech Conclave, January 2025
- Moderator, "Innovative strategies in IP management and growth," World IP Forum, January 2025
- Speaker, "Changing IP landscape as a result of AI tools," World IP Forum, January 2024
- Speaker, "Exploring the latest advancements in the convergence between data and IP, and its collaboration with business and technology," Economic Times, December 2023

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- Speaker, “Navigating AI in the legal realm,” SWITCH conference, November 2023
- Speaker, “Data privacy and IP considerations in corporate restructuring,” TEI Tax Summit, November 2023
- Presenter, “Safeguarding personal data for businesses,” Singapore Business Federation, September 2023

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