

Real Estate and Construction

The get-to-the-point culture of our real estate team is exactly what property developers and financiers are looking for. Talk is cheap. In property deals, you need lawyers who roll up their sleeves. We provide the ultimate in ground connectivity, delivering the unique local knowledge and relationships we have spent years building up, being on the ground and working with local authorities. And we don't give up until we get your project through.

The quality of our service is trusted by the largest stakeholders in the sector; by governments, lenders and international financial institutions, who have chosen us for several of their largest-ever financing transactions in our markets.

We integrate tax advice and regulatory solutions into our real estate advisory, offering a realistic and comprehensive way forward for your project.



Cambodia
Indonesia
Laos
Myanmar
Vietnam

DEVELOPMENT

- ▶ Project counsel in Myanmar on an extensive US\$2.5 billion proposed development by a consortium of Japanese investors and contractors
- ▶ A US\$440 million project comprising a shopping mall, a hotel, offices and a residential tower at Inya Lake, Myanmar, by a group of Vietnam-Singaporean developers
- ▶ US\$300 million mixed-use development of 7 residential towers in Dagon Township, Myanmar
- ▶ Structuring of a new 1,350-acre satellite city comprising 3,000 residential units near Yangon
- ▶ Largest shopping mall in Cambodia, Japanese project owners
- ▶ Assisting on the development of a series of housing estates by a private equity real estate fund in Myanmar
- ▶ Social and mixed-use US\$200 million PPP project in Myanmar
- ▶ 200,000sqm mixed-use development comprising a mall and 3,000 residential units at Phnom Penh airport, Cambodia



FINANCING AND RESTRUCTURING

- ▶ Represented an international financial institution on the financing and security involving supermarket assets in Myanmar
- ▶ Purchase and financing of telecom network land sites in Vietnam
- ▶ US\$37 million financing by a state-owned foreign bank of a mixed-use property project in Indonesia
- ▶ Led the financial work-out of a luxury island resort in the Gulf of Thailand, Cambodia

TRANSACTIONS

- ▶ Disposal of a US\$50 million hospitality asset in Yangon, Myanmar, acting for the seller
- ▶ Acquisition by a real estate PE fund of US\$40 million worth of assets in Vietnam
- ▶ Sale of two resort islands on the coast of Cambodia, acted for the seller, a real estate PE fund
- ▶ Investment by the Government of Japan in a large industrial estate in Thilawa, Myanmar
- ▶ Acquisition and financing of a US\$28 million hospital in Indonesia

HOSPITALITY

- ▶ Hotel projects in Rakhine, Meyik, Mandalay
- ▶ Advised a consortium led by a Korean investor on its US\$220 million hotel development in Yangon
- ▶ Advised a luxury hotel management company and hospitality investor on a US\$175 million new serviced apartment project in Myanmar
- ▶ International corporate structure for a luxury resort in Kep, Cambodia

“Widely considered a powerhouse in the Myanmar legal market.”
– Asialaw

CONSTRUCTION

- ▶ Acting for a multinational EPC provider on the construction of a power plant in Laos
- ▶ Assisting a French multinational on the building of several residential towers in Myanmar
- ▶ Advising a foreign contractor on the construction of a major hospitality project in Vietnam
- ▶ Construction of a US\$300 million industrial facility on Java, Indonesia
- ▶ Advsing the sponsor of ASEAN's largest solar power plant on the EPC documentation

DISPUTES

- ▶ Acted for the co-owner of a 30-hectare coastal property in Ream, Cambodia on a property dispute, culminating in several legal proceedings
- ▶ Litigation on behalf of the majority foreign shareholder in a joint venture dispute involving the contribution of land lease rights in Myanmar

TAX ADVISORY

- ▶ Devising tax-efficient EPC documents for the construction of a US\$600 million power plant in Myanmar
- ▶ Tax structuring of a US\$230 million condo development in Yangon, Myanmar
- ▶ Tax structuring for a megamall, the largest in Cambodia
- ▶ Assisting with securing tax exemptions and the corporate tax structuring of a holiday resort in Indonesia

INDUSTRIAL

- ▶ Investment in the Thilawa SEZ in Myanmar, acting for the Japanese government
- ▶ Investment in a US\$300 million nickel smelter industrial project in Indonesia
- ▶ Development of a new industrial zone in Myanmar, acting for the state-owned foreign investor
- ▶ Planning and project procurement of an offshore supply base in Myanmar

REGULATORY

- ▶ Assisted on a 28-storey condominium development in Yangon, Myanmar, securing construction and fire safety permits
- ▶ Advised a group of development financial institutions on regulatory compliance for a nationwide network of telecom tower sites in Myanmar
- ▶ Assisted with the import licensing of construction materials and equipment for a nationwide network of telecom infrastructure



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