

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

"...highly praised by peers and clients alike as a seasoned and informed professional."

- Asia Law

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
- ▶ Assisted in a US\$800 million PPP urban infrastructure project with the Ministry of Construction and a Japanese construction company
- ▶ 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
- ▶ Advised on structure and assisted in the registration of high-rise residential condominium projects in Yangon
- ▶ Advised on structure and market entry to Japanese grocery and mall giant
- ▶ 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
- ▶ Assisted in devising the structure and drafting of EPC contracts for the developer of a US\$300 million mixed-use development project in Yangon

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
- ▶ Represented European corporate shareholders in their sale and transfer of all their shares in a Luxembourg holding company, and their interests in a multi-purpose property development in Hanoi

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

"...incredibly commercial in their approach."
- Chambers and Partners

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
- ▶ Advising 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
- ▶ Advised on a contract dispute in connection with construction services under an EPC contract 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
- ▶ Tax structuring and advice for an international developer regarding a serviced apartment project in Myanmar
- ▶ Drafted project documents and advised on the corporate and tax structure for a Japanese construction company, and its large urban infrastructure project

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 two major international developers regarding issues related to the structure and registration of high-rise residential apartment projects in Yangon
- ▶ 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



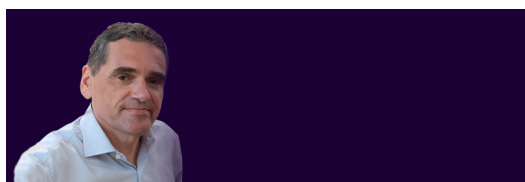
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