

# ASIAN LEGAL BUSINESS

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SPECIAL SUPPLEMENT

# ASIA'S WHO'S WHO 2017



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### TO BE INCLUDED IN THE WHO'S WHO, PLEASE CONTACT:

#### Amantha Chia

Head of Legal Media Business,  
ASEAN and North Asia  
+65 6870 3917  
amantha.chia@thomsonreuters.com

#### Amy Sim

Sales Manager  
(Japan, Singapore, Taiwan)  
+65 6870 3348  
amy.sim@thomsonreuters.com

#### Henry Cheng

Sales Manager  
(Hong Kong, Korea)  
+852 2847 2016  
henry.cheng@thomsonreuters.com

#### Sardor Yangibayev

Sales Executive  
(Philippines, Singapore, Thailand, Vietnam)  
+65 6870 3190  
sardor.yangibayev@thomsonreuters.com

#### Shahid Mohammed-Salim

Sales Manager  
(Hong Kong)  
+852 2841 5844  
shahid.mohammedsalim@thomsonreuters.com

#### Shyanne Chen

Sales Manager  
(India, Indonesia, Malaysia, Singapore)  
+65 6870 3253  
shyanne.chen@thomsonreuters.com

# GREATER CHINA

246

246%  
INCREASE  
IN CHINESE  
OUTBOUND  
M&A VALUE  
IN 2016  
COMPARED  
TO THE  
PREVIOUS  
YEAR

If the sheer numbers are anything to go by, then it is a great time to be a lawyer in **CHINA**, particularly in the transactional space. In 2016, there were record levels of activity for China M&A, both in terms of deal values and transaction volume, according to PricewaterhouseCoopers (PwC). The growth in the number of transactions was largely driven by financial buyer activity – which increased 38 percent – and a 142 percent jump in outbound M&A. Both categories reached new record highs.

In value terms, China outbound M&A grew by an astounding 246 percent – nearly 3.5 times the previous record set at the end of 2015, according to PwC. There were 51 outbound transactions valued at over \$1 billion – more than double the previous record. While 2017 is looking strong as well, PwC expects a small decline in transactional activity, partly due to the slowing effect of new regulations on outbound M&A, and partly because foreign currency approvals are also proving problematic. Regulators will continue to scrutinise sectors that are considered non-strategic or where valuations have become very high.

In the capital markets space, the year 2016 saw IPO proceeds valued at 105 billion yuan from 89 listings, says KPMG. The amount is expected to be similar this year, although the number of listings will rise to 105. KPMG said hundreds of companies are queuing up to list, adding that an acceleration of IPO approvals and the gradual establishment of multi-tiered capital markets are expected to help speed up the process.

However, **HONG KONG** is set to continue as a preferred destination for listing. The Shenzhen-Hong Kong Stock Connect, which debuted last year, joins the Shanghai Stock Connect in boosting liquidity in Hong Kong, and increases the territory's attractiveness as an investment hub. Hong Kong has been the world's second-largest IPO market by value over the past two decades, driven mainly by the listing of a swathe of mainland companies. According to Thomson Reuters data, Hong Kong was the world's largest IPO market by value last year, raising \$24.53 billion.

M&A activity in Hong Kong has also increased by a factor of almost five in the past 20 years as international firms use the city as a gateway to expand in Asia while mainland companies use it as a platform to fulfill their global ambitions. The value of deals involving Hong Kong companies climbed 387 percent from \$31.06 billion in 1997 to \$151.59 billion in 2016, according to Thomson Reuters. In total, there have been 7,699 M&A deals worth \$368.15 billion in Hong Kong since its handover from Britain to China.

Another solid market in the Greater China region is **TAIWAN**, which announced 35 deals totaling \$12 billion in the first three quarters of 2016. This already exceeded 2015's annual total by 16.3 percent and ranked as the highest record of Q1-Q3 value, according to Mergermarket data. The average deal size in first nine months of 2016 was \$342.2 million – 92.8 percent more than 2015, and the greatest average size on record.

368.15

\$368.15 bln  
TOTAL VALUE  
OF M&A IN  
HONG KONG  
SINCE ITS  
HANDOVER  
FROM  
BRITAIN  
TO CHINA

柯杰 CATHAY  
ASSOCIATES

## CATHAY ASSOCIATES KEJIE

Level 26, Tower 2, China Central Place, No.79 Jianguo Road, Chaoyang District, Beijing 100025, China

T +86 10 5969 5336 F +86 10 5969 5339  
E info@cathayassociates.cn W www.cathayassociates.cn

Cathay Associates Kejie is a transactional and litigation law firm with global network, which specializes in advising domestic and international leading companies, financial institutions and governments on their most challenging transactions. Against the backdrop of the Belt and Road initiative and the rapid internationalization of the Renminbi, Cathay Associates Kejie initiated a global legal service network named as Cathay Associates (“柯杰全球法律联盟” in Chinese) in September, 2015. Cathay Associates aims at providing cross-jurisdictional legal services to Chinese enterprises with ambitious global strategies. Cathay Associates has 51 member firms with 61 offices in 51 countries across the five continents.

### ACHIEVEMENTS

- LEGALBAND Leading Chinese Law Firm 2017 (Corporate/M&A, Investment Fund, Outbound Investment, Private Equity & Venture Capital)

- ALB China Top 10 Law Firms To Watch 2016

### PRACTICE AREAS

- Mergers and Acquisitions
- Private Equity and Venture Capital
- Investment Fund

- Securities Issuance and Capital Markets
- Intellectual Property
- Commercial Litigation and Arbitration



### HE JIE

Managing Partner, Chairman of Cathay Associates

Mr. He Jie's practice focuses on the area of M&A, private equity and venture capital, investment

fund and securities issuance & capital markets. Mr. He has participated in structuring, documenting, negotiating and implementing a number of landmark transactions. In his focused practice area, Mr. He has advised Chinese and international companies on numerous transactions having an aggregated value of more than RMB 100 billion, with targets in a wide variety of sectors such as real estate, hotel, travel, the internet and e-commerce, high-tech, new energy, logistics, aviation, automobile, auto parts, semiconductor, retail, securities, insurance, futures, fund management, advertisement and public relations, education, water treatment, cement, steel, explosive and agriculture, and jurisdictions in connection with these transactions, includes mainland China, Hong Kong, Singapore, USA, UK, France, Canada, Germany, Sweden, Spain, Mozambique, British Virgin Islands, Cayman Islands and Bermuda, etc.

### Education:

- LL.B., China University of Political Science and Law
- EMBA, China Europe International Business School

HIWAYS<sup>®</sup>  
LAW FIRM  
海华永泰律师事务所

## HIWAYS LAW FIRM

69 Dongfang Road, Eton Place, Tower A, 15th Floor, Pudong, Shanghai

T +86 21 5877 3177 W www.hiwayslaw.com

Offices: Shanghai Beijing Changsha Zhengzhou Kunming Chengdu Jinan Shenyang Harbin Nanjing

### ACHIEVEMENTS

Hiways Law Firm (“Hiways”) is one of the first approved liability limited partnership law firms in China, with its headquarter in Shanghai. Since the establishment in 1995, Hiways has rapidly flourished into a comprehensive legal service provider with great reputation both at home and abroad.

### PRACTICE AREAS

- Financial
- Securities

- Corporate & Commercial
- Real Estate & Infrastructure
- International Practice
- Criminal Defense
- Intellectual Property
- Dispute Resolution

### INDUSTRY SPECIALISATION

Hiways has established more than ten practice-focused research centers, so as to build a farsighted and sophisticated service structure and solution ensuring efficient practice and operation.



STEVEN YU  
Senior Partner



SHANSHAN XU  
Senior Partner

Prior to private practice, Dr. Steven Yu served at Shanghai WTO Affairs Consultation Centre, the first Chinese World Trade Organization (WTO) service body. Dr. Yu started his private practice in 2003, focusing on trade law, foreign investment law (including Chinese enterprises' foreign investments and foreign investments in China), corporate and commercial. He leads the Firm's team representing Chinese clients to safeguard their trade and investment interest in various jurisdictions; on the other hand, he assists foreign chambers and many international companies for their interest in front of Chinese authorities as well as courts. Between December 2008 and June 2011, he worked in a Washington D.C. law firm as of counsel while he was a visiting researcher at Georgetown University Law School.

Ms. Xu received her Juris Doctor from Fudan University and LL.M from Boston University. She had ever taught in Shanghai Customs College from 1997 to 2004. She was admitted to practice law at Richard Wang & Co. in 2000. Since 2007, She has become a senior partner at Hiways. She is specialized in trade and customs affairs, international arbitration, dispute resolution & mediation. Now She is an arbitrator of many arbitration commissions and a mediator of Shanghai International Arbitration Center and Shanghai Commercial Mediation Center. She is also an adjunct professor in Shanghai Jiao Tong University, Shanghai Lixin University of Commerce and so on.

# HIGHKING LAW FIRM

Unit 302, Tower 12 Wanda Plaza, 93 Jianguo Road, Chaoyang District, Beijing, People's Republic of China 100022

T +86 10 58206669 F +86 10 58207399 E [highking@highking.com.cn](mailto:highking@highking.com.cn) W [www.highkinglawfirm.com](http://www.highkinglawfirm.com)



Highking has been highly recognized by the clients as a leading law firm in financial and corporate law area. We are committed to providing high quality, professional and comprehensive legal services to our clients. The quality of legal service is our ultimate aim instead of scale. In order to ensure the quality of our service, for each case, the partners who have been practicing for more than fifteen years and even more than twenty years are directly responsible.

All of Highking partners and lawyers were graduated from top law schools in China and abroad. Some lawyers had worked in the judicial system for many years before joined us, and they have very rich practical experience. Some of our lawyers have obtained Certified Tax Agent and Investment Fund Management Qualification.

Our principal clients include well-known Chinese commercial banks, insurance companies, securities companies, trustee and large state-owned enterprises directly under the State-Owned Assets Supervision and Administration Commission of the State Council. We have provided legal services in numerous projects of state-owned enterprises reorganization, foreign direct investment in China, mergers and acquisitions of listed companies, issuance of bonds and private placement by large enterprises.

The legal services we provided including, but not limited disposal of non-performing assets, reorganization of financial institutions, debt package restructuring and assets backed securitization. We also drafted and revised model contracts for dozens of commercial banks, and represented domestic and foreign clients in syndicated loan, project finance, venture capital investment and airplane leasing.

Highking lawyers also have made massive accomplishments in commercial and financial litigations and arbitrations. We have acted in a large number of difficult and complex cases in the Supreme People's Court. Some of the cases we undertook were selected on "Reference and Guide to Civil Trail", which is published by the Supreme People's Court of the People's Republic of China. Our lawyers have been praised by clients for their outstanding work. To Highking lawyers, the clients' interest, rights and satisfaction are always of paramount importance.



## RACHEL ZHANG

Founder and Managing Partner

Started practicing law in 1993, Ms. Zhang is highly renowned and reputed in the area of finance law. She was the legal consultant for dozens of state-owned banks, public commercial banks, securities corporations, trustee and insurance companies. She also acted as a legal consultant for government departments such as State-Owned Assets Supervision and Administration Commission of People's Government of Beijing Municipality, large state-owned enterprises such as State Development & Investment Corporation, and large public companies. As a Certified Tax Agent, Ms. Zhang also provided tax counsel for the above clients. Ms. Zhang has made great accomplishments in the areas of litigation and arbitration. She has represented clients in a large number of major, difficult and complex cases, and recovered billions of dollars losses for her clients. As the managing partner, Ms. Zhang is responsible for Highking's business operation, development, and management. Under her leadership, Highking has achieved considerable growth. In the meantime, the legal service of Highking has also been highly recognized by the clients.

**Education:** Southwest University of Political Science and Law, LL.B; Peking University, EMBA; One of first Certified Tax Agents in China

**Recognition:** Revival of Companies with Financial Crisis-Out-of-Court Debt Restructuring, published by China Publishing Group Corp.



### ACHIEVEMENTS

- Qualification of Designated Legal Service Provider for Beijing Municipal Administrative Institutions
- Membership of National Association of Financial Market Institutional Investors
- One of Two Legal Service Provider Members of Chinese State Owned Property Exchanges Association

### PRACTICE AREAS

- Banking and financing
- Insurance
- Mergers and acquisitions
- IPO and private placement
- Project finance
- Taxation
- Cross-border investment
- Dispute resolution
- Litigation
- Arbitration



江苏亿诚律师事务所  
JIANGSU FIDES LAW FIRM

## JIANGSU FIDES LAW FIRM

Building 10, Pomegranate Fortune Center, 6 Shitoucheng Road, Nanjing, Jiangsu Province, 210013, China

T +86 25 6662 2333 W www.yichenglaw.com

### ACHIEVEMENTS

*Jiangsu Fides Law Firm, founded in 2006, focuses on commercial legal services. Upholding honesty and integrity, we have initiated the first provincial law firm alliance in China leveraging our local influence. We are acclaimed as "experts in commercial dispute resolution" by Chinese Lawyer for our innovative solutions and extraordinary achievements in litigation.*

### PRACTICE AREAS

- Litigation & Arbitration
- Corporate & Commercial
- Intellectual Property
- Construction & Real Estate
- Finance & Capital Markets
- Foreign-related Legal Affairs
- Labor Law



**CHEN YANG**

Founding Partner



**FAN JIAN**

Part-time lawyer and Chief Advisor

Ms. Chen Yang excels in the areas of corporate Law, securities and capital markets, construction & real estate, and major and complex labor disputes. She has participated in several national and provincial legislative activities, including legislation of *P.R.C. Labor Contract Law*. As a legal adviser to government agencies, such as Jiangsu Provincial Government and Nantong Municipal Government, she also represents banks, financial institutions, large state-owned enterprises, listed companies, foreign enterprises and private companies, universities and colleges, among others.

Mr. Fan Jian is mainly engaged in research and practice in commercial law, having over 30 national-level textbooks and monographs published, including *Business Law, Corporation Law, Securities Law, and Bankruptcy Law*. He has served as the Dean of Nanjing University School of Law, a consultant to National People's Congress, government, courts, and procuratorates, an independent director of listed companies and financial institutions, a legal adviser to large state-owned enterprises, multinational corporations and financial institutions, a member of international and domestic arbitration panels. He has represented numerous clients in corporate, securities, insurance, trust, bankruptcy, bills, and finance cases and has visited nearly 40 countries and regions to enhance international communication and cooperation for the development of commercial law theory and practice.



兰台律师事务所  
Lantai Partners

## LANTAI PARTNERS

29/F, Tower B, Disanzhiye Mansion, A1 Shuguang Xili, Chaoyang District, Beijing, 100028, P.R.China

T +86 10 5228 7799 F +86 10 5822 0039 E info@lantai.cn W www.lantai.cn

Founded in 2002, Lantai is a partnership law firm that insists on an integrated management system. Since its establishment, it has been committed to providing first-class legal services for commercial law matters and dispute resolution. Lantai's clients include large-scale state-owned enterprises, multinational companies, publicly listed companies, financial institutions, private enterprises, foreign invested enterprises, government departments, public institutions, and foreign companies involving various industries such as banking, trust, insurance, energy and mining, real estate and infrastructure, manufacturing, culture, entertainment, education, medical, international trade, internet technologies, etc.

### ACHIEVEMENTS

- *National Excellent Law Firm, All-China Lawyers Association 2016*
- *China's Top 30 in ALB's Asia's Top 50 Law Firms List 2016*

### PRACTICE AREAS

- Corporate Law

- Financial Services & Asset Management
- Mergers & Acquisitions
- Capital Market
- Project Finance
- Cross-Border Investment
- Bankruptcy & Restructuring
- Labor Law

- Intellectual Property Protection
- Real Estate & Infrastructure
- International Trade and Anti-dumping
- Taxation
- Dispute Resolution
- Government and Public Affairs



**YANG GUANG**

Managing Partner

As an outstanding partner, Yang Guang has over 20 years' experiences in law and has contributed great deal to compilation of laws and judicial interpretation. He has achieved fruitful accomplishments in a wide range of arbitrations and litigations with a particular focus on civil affairs, administrative and public law and financial legal affairs. He has acted in proceedings before the Supreme People's Court of PRC and in arbitrations before the tribunals consisting of varieties of specialists and experts from different countries. He has been acting as the arbitrator of the China International Economic and Trade Arbitration Commission, the adjunct professor of China University of Political Science and Law and the counsel of various governments, authorities, and companies.

**Education:** He graduated from Renmin University of China with the degree of Doctor of Law.

**Recognition:** He was awarded the National Excellent Lawyers by the All-China Lawyers Association, and also was awarded the Outstanding Lawyers Award by the Beijing Municipal Bureau of Justice and the Beijing Lawyers Association.

## CAREY OLSEN

## CAREY OLSEN (HONG KONG) LLP

Suite 4120 Jardine House, 1 Connaught Place, Hong Kong

T +852 3628 9000 E hongkong@careyolsen.com

W www.careyolsen.com

Carey Olsen is an award-winning offshore law firm, providing expert advice on British Virgin Islands, Cayman Islands, Guernsey and Jersey law. Our team in Hong Kong focuses on dispute resolution, restructuring and insolvency services, advising clients and referrers on the full spectrum of contentious, semi-contentious and advisory matters. Clients value our record of providing high-quality advice in their own time zone.

## ACHIEVEMENTS

- *Offshore Firm of the Year, The Lawyer Awards 2017*

## PRACTICE AREAS

- Banking and Finance Litigation
- Corporate and Funds Disputes
- Dispute Resolution
- Fraud and Asset Tracing
- Restructuring and Insolvency



MICHAEL MAKRIDAKIS

Partner



ARIGEN LIANG

Counsel

Michael Makridakis is the head of Carey Olsen's dispute resolution and insolvency practice in Hong Kong. He has a broad range of experience in the offshore and investment fund context with an emphasis on representing distressed investment funds and their directors, managers, service providers, investors and creditors on Cayman Island matters. Michael has particular expertise in restructuring and contentious insolvency cases and is an experienced commercial litigator and advocate. Michael has practised Cayman Islands law since 2008 and was with Walkers and then Ogier before joining Carey Olsen in 2013. He relocated to Hong Kong in 2016.

Arigen Liang is counsel in Carey Olsen's dispute resolution and insolvency practice in Hong Kong. Her experience and skills include shareholder disputes, contentious beddoe applications for high net worth families and individuals, debt restructuring, security enforcement, non-performing loans and cross-border transactions. Aside from her technical capabilities, Arigen is fluent in both English and Chinese (including Cantonese and Fukienese), allowing her to work efficiently for clients who are not native English speakers. Arigen was previously senior associate at Walkers in 2012 and counsel at Harney Westwood & Riegels in 2013.

## ADVERTISEMENT



道法法律事務所  
DEEP & FAR Attorneys-at-Law

台北市中山北路三段27號13樓 業務涵括知識產權之申請、侵權及訴訟  
13th Fl., 27 Sec. 3, Chung San N. Rd., Taipei 104, Taiwan, R.O.C.  
Phone: 886-2-25856688 Fax: 886-2-25989900/25978989  
Email: email@deepnfar.com.tw Website: www.deepnfar.com.tw



Deep & Far is confident to be the best IP firm, and is prepared to take challenge for verification of its competence by receiving from the client, e.g. 1) a pending or granted patent for comments about how it can improve the claims, 2) a pending patent specification without the claims for drafting the claims for comparison with the original claims, or 3) an initial disclosure for preparing a claim set at the same time with the firm the client is currently using so that the client can compare and find out which firm can provide the better claims. The claims Deep & Far prepares always trap therein all competitors of the clients.

# HALDANES

7/F Ruttonjee House, 11 Duddell Street, Central, Hong Kong

T +852 2868 1234 F +852 2845 1637 E enquiries@haldanes.com W www.haldanes.com

Established in 1975, Haldanes is a Hong Kong based law firm with significant experience in serving the needs of clients locally, in the Asia region and internationally.

We pride ourselves in working to high standards, recognizing this is critical to building sustainable client relationships.

Our firm's philosophy of reducing bureaucracy is also reflected in the efficiency with which we can react to clients' requirements, with the intention of being as responsive and cost effective as possible.

The firm has a strong reputation across all of its practice areas. This has been acknowledged by various awards bodies over a long period of time.



**ANDREW  
POWNER**  
Managing  
Partner

Andrew has been practising as a criminal defence lawyer in Hong Kong with Haldanes since 1993 after completing his articles with Lovells in Hong Kong and in London. Andrew has defended many large scale "white collar" commercial crime cases brought by the Independent Commission Against Corruption ("ICAC"), the Commercial Crime Bureau ("CCB"), as well as the Hong Kong Police Force. He has also represented clients in many investigations by the Securities and Futures Commission ("SFC"), the Stock Exchange of Hong Kong ("SEHK") and the Hong Kong Monetary Authority ("HKMA"). In addition to his regulatory SFC practice, Andrew has developed strong international ties and represented clients in a wide range of offences including commercial crime, fraud, theft, money laundering, extradition and computer crime.

**Admissions:**

- Hong Kong, England & Wales



**PAUL LUI**  
Partner

Paul has a diversity of practice with an emphasis on complex/cross-border commercial and property related litigation.

As one of the joint heads in the firm's Civil Litigation and Dispute Resolution Department, Paul leads a team of litigation associates who advise clients on a wide range of litigation related matters, including defamation, fraud, family and inheritance dispute, personal injuries, professional negligence, contentious probate, employment, shareholders disputes, SFC and HKMA investigations and insolvency matters etc.

Paul has experience in prosecuting and defending cases in all levels of courts in Hong Kong, and is often involved in urgent court work including applying for and resisting injunction reliefs.

**Admissions:**

- Hong Kong



**JOHN  
MCLELLAN**  
Partner

John is the partner in charge of the firm's commercial, media and entertainment practices. He has acted in commercial transactions in most Asian jurisdictions; including mergers and acquisitions, joint ventures and licensing arrangements; as well as more industry specific arrangements (film and television productions, sports events and sponsorship issues). John has represented a broad range of clients, including major film studios, television networks and record companies; international streaming services; international and regional movie stars and music talents; fashion brands, agents, retailers and e-commerce platforms. John is a frequent speaker at international conferences and is an Executive Committee Member of the International Association of Entertainment and Advisory Board member of BAFTA in Asia.

**Admissions:**

- Hong Kong, England & Wales, Australian Capital Territory

# Haldanes



**ACHIEVEMENTS**

2017

*Chambers & Partners  
Asia-Pacific*

- *Leading Firm*

2016

*Chambers Asia-Pacific  
Awards 2016*

- *Hong Kong Law Firm of the Year (Finalist)*

*Chambers & Partners  
Asia-Pacific*

- *Leading Firm  
Asian Legal Business  
Awards*

- *Criminal Law Firm of the Year (Winner)*

- *Matrimonial Law Firm of the Year (Finalist)*

- *Young Lawyer of the Year (Finalist)*

**PRACTICE AREAS**

- Civil Litigation & Dispute Resolution
- Competition Law
- Corporate & Commercial
- Criminal Defence
- Employment
- Matrimonial Law
- Media & Entertainment
- Intellectual Property
- Private Client
- Property & Conveyancing
- Securities, Regulatory & Disciplinary Matters



# HARVEY LAW GROUP

Units 2505-6, 25/F China Online Centre, 333 Lockhart Road, Wanchai, Hong Kong  
Unit 11, LG/F., Office Block 1, 92 Siena Avenue, Discovery Bay, Lantau Island, Hong Kong

T +852 2116 1333 / +852 2416 8618 W [www.harveylawcorporation.com](http://www.harveylawcorporation.com)



Harvey Law Group (HLG) was founded in 1992 by Jean François Harvey. The firm has maintained a presence throughout Asia, North/South America, and the Middle East since early beginnings. Today it has evolved into a leading multinational immigration and business law firm with offices notably in Hong Kong, Bangkok, Ho Chi Minh City, Hanoi, Da Nang, Yangon, Singapore, Manila, Montreal, Miami, Antigua & Barbuda, Dominica, Grenada and St. Kitts & Nevis. Along with a regional and international network, HLG has an extensive team that can provide exceptional support to a diverse global clientele.

## ACCREDITATIONS

- Registered at the Quebec Bar in Canada
- Recognized as a Foreign Law Firm by The Law Society of Hong Kong
- Recognized as a Foreign Law Firm by the Justice Ministry of Vietnam
- Recognized as a Foreign Law Firm by the Lawyers' Council of Thailand
- Recognized as a Law Firm by the State of Florida, USA
- Recognized as Local Agent by the Government of Dominica
- Recognized as Marketing Agent by the Government of Grenada
- Recognized as Marketing Agent by the Government of Antigua
- Corporate Member of various chambers of commerce in many jurisdictions



## JEAN-FRANÇOIS HARVEY

Managing Partner, Worldwide

Jean-François Harvey founded Harvey Law Group (HLG) in Montreal, Québec in 1992. Mr. Harvey was appointed to the

Québec Bar in 1992, and is a member in good standing of both the Québec and Canadian Bar Associations.

Mr. Harvey is recognized internationally as an expert in Immigration Law, providing comprehensive immigration law services to corporations and high net worth individuals.

Mr. Harvey also has extensive experience in commercial legal matters, and in particular has advised on many high-value due diligence and merger and acquisition activities.

### Education:

- University of Ottawa (LL.L.)
- Quebec Bar
- Canadian Bar Association

### Recognition:

- The Macallan Asian Legal Business Hong Kong Law Awards 2016 – Finalist for 'Managing Partner of the Year'



## BASTIEN TRELCAT

Managing Partner, South East Asia

Bastien Trelcat is a Managing Partner of HLG in South East Asia and acts as the Managing Director of HLG Thailand. He

plays an important role in the development of the South East Asia market.

In 2004, Mr. Trelcat became a member of the Paris Bar and relocated to Shanghai where he advised several leading companies throughout China and Europe on their M&A transactions, including structuring and negotiation of joint-ventures. He also assisted companies in the tax structuring of their investment in Asia and creation of their distribution networks. With strong networks throughout Asia, he has worked on several cross border transactions involving Thailand.

### Education:

- Aix-en-Provence University (Master in Business Law and Corporate Taxation 2002)
- City University of Hong Kong (LLM International Business Law 2003)
- Paris Bar



## ACHIEVEMENTS

- IAIR 2016 – 'Immigration Law Firm of the Year'
- The Macallan Asian Legal Business Hong Kong Law Awards 2014 – 'Immigration Law Firm of the Year'
- The Macallan Asian Legal Business Hong Kong Law Awards 2015 – Finalist for 'Immigration Law Firm of the Year'
- The Macallan Asian Legal Business Hong Kong Law Awards 2016 – Finalist for 'Immigration Law Firm of the Year'

## PRACTICE AREAS

- Immigration and Business Law (Commercial Law, Contracts, Corporate Law, M&A, Tax, International Law, Intellectual Property)

## INDUSTRY SPECIALISATION

- Immigration Law
- Business Law
- Corporate Law
- Mergers & Acquisitions

# INDONESIA, MALAYSIA AND SINGAPORE

18.9

\$18.9 bln  
TOTAL  
VALUE OF  
INTRA-  
ASEAN  
M&A DEALS  
IN 2016

Across Southeast Asia, total deal volume was flat in the first half of 2017. Deal value was down by 37 per cent year-over-year, a figure skewed by a few large deals in technology and consumer products sectors that took place in the first half of 2016. But with some large deals expected in the second half of the year, 2017 is expected to end well for the ASEAN.

More importantly, the markets are seen to be stabilising after a couple of years of volatility. This means deal activity is expected to increase over the next two or three years, and a record amount of capital is waiting to be invested in the region, according to industry watchers. That said, an important factor will be intra-regional deals: 2016 saw 89 such deals worth \$18.9 billion, registering a sizable year-on-year increase of 368 per cent in value and 19 per cent in volume from 2015, when only 75 deals worth \$4 billion came to market.

While **INDONESIA** may be falling short of the 7 per cent growth rate that President Joko Widodo targeted when he first came into office three years ago, it is on course to hit 5.2 per cent growth in 2017. Southeast Asia's biggest economy also continues to be an investment darling, with FDI rising 5.35 per cent in the second quarter of this year, compared to the same quarter a year earlier. A particular bright spot has been the construction sector, which grew 6.96 per cent compared to a year earlier. According to Goldman Sachs, the most attractive sectors for foreign investors are

oil and gas, consumer goods and the financial sector, such as insurance companies and banks.

Meanwhile, deal activity in **MALAYSIA** has been on the upswing since last year. The first half of 2017 saw an increase in M&A deal value compared to the same period last year – \$11.7 billion against \$ 9.4 billion, according to data compiled by Duff & Phelps. Malaysia recorded a total of 233 M&A deals in 2016, with inbound deals accounting for 70 per cent of the total. The energy sector was especially robust, with several high-value inbound and outbound deals. In terms of IPOs during the first half of 2017, Malaysia saw 10 that raised \$1.06 billion in total, including Lotte Chemical Titan Holding's \$878 million listing.

In 2016, **SINGAPORE** witnessed a 16 per cent increase in deal volumes, but smaller ticket sizes meant that transaction values in total fell by about 18 per cent a little over \$88 billion across 800 deals, according to Duff & Phelps. This year has been quite sluggish as well, with the value of announced M&A involving Singapore companies reaching \$22.4 billion in the first half – down 20.3 per cent compared to the same period last year – and the number of deals falling 23.4 per cent, according to Thomson Reuters. The capital markets side looks better, with the IPO market set for a strong rebound this year. According to Deloitte, the current pipeline of "blockbuster" listings already points to the highest amount of funds raised since 2014.

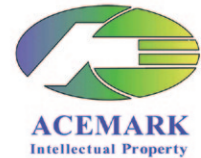
20.3

20.3%  
DROP IN THE  
NUMBER OF  
SINGAPORE  
M&A DEALS  
IN THE FIRST  
HALF OF  
2017  
COMPARED  
TO H1 2016

# ACEMARK

Cikini Raya 58 GH, Jakarta 10330, Indonesia

T +62 21-3140017 W [www.acemark-ip.com](http://www.acemark-ip.com)



Acemark, founded in 1999, provides broad range of services of Intellectual Property matters. Our professionals work collaboratively with our clients to build strong, sustainable relationship and are dedicated to deliver services that meet our client's expectation. We have been assisting not only small medium sized companies but also multinational enterprises, foreign and domestic in securing their intellectual property around the world through our solid and reliable network of associates. Our team is well versed in regulation and practice areas of various aspects of contentious as well as non-contentious matters of intellectual property. We understand the importance of responsiveness, accessibility and transparency. Over the past 15 years, our services have expanded to areas related to Intellectual Property such as registration of free sale license with the food and drug administrator agency, franchise, national industry standard and other regulatory requirements. In alliance with reputable general practice law firm, Amir Syamsuddin & Partners Law Office, Acemark is able to collaboratively provide one stop legal services for the clients. Amir Syamsuddin & Partners Law Office which was established in 1984 has successfully handled many landmark cases. The Lawyers are qualified professionals with various aspects of laws. The Firm advised government institutions in some major cases involving not only national but also international parties.



## PRACTICE AREAS

- Intellectual Property

## INDUSTRY SPECIALISATION

- Search
- Watching
- Investigation
- Registration
- Cancellation
- Enforcement
- Licensing
- Franchising
- Domain name



### AMIR SYAMSUDDIN

Partner

Amir Syamsuddin began his law career in 1979 and has been recognized as one of the most reputable litigation lawyer in Indonesia. His experience and knowledge have been proven to strategically provide solution in many landmark cases and acknowledged by his peers and public. He is also known as one of the founding fathers of Jakarta Lawyers Club, now Indonesia Lawyers Club, an organization that is actively discuss recent legal issues in Indonesia. He was a former Minister of Law and Human Rights of Indonesia and an active secretary and advisor of one of the political party in Indonesia.

#### Education:

- Doctor of Law, University of Indonesia

#### Recognition:

- Minister of Law and Human Rights RI (2011-2014)



### YENNY HALIM

Partner

Yenny Halim joined Acemark in 1999 and has been responsible to manage the firm. She found Intellectual Property to be very dynamic and challenging. Having a degree in economy has helped her to see things from a different perspective. She assists clients in broad range of industries and has deep insight of Indonesian Intellectual Property Law and practice. She is a litigator and a registered Intellectual Property Consultant. She has spoken and lectured in several national and international forums and seminars. She also writes articles for national and international publications. To keep apprised, she regularly attends conferences, seminars and trainings held by Intellectual Property organizations and institutions worldwide. She has knowledge in handling domain name disputes, social media and internet related infringement. Her expertise spans both private sector companies as well as public sector clients, including government departments, state-owned businesses and statutory authorities.

#### Qualification:

- Registered Intellectual Property Consultant
- Attorney at Law

#### Education:

- Master of Laws from University of Indonesia



## AKSET

The Plaza Office Tower 29th Floor, Jl. M.H. Thamrin Kav.28-30, Jakarta 10350, Indonesia

T +62 21 2992 1515 W www.aksetlaw.com

### ACHIEVEMENTS

- AKSET has been on the list of recommended law firms in Energy & Natural Resources; and Project Finance in 2017 by Asialaw Profile
- AKSET is recognized by IFLR 1000 as Financial and Corporate Firm 2017
- AKSET proud to be voted as 2014 Employer of Choice by ALB

### PRACTICE AREAS

- Banking & Financing
- Bankruptcy & Restructuring
- Capital Markets
- Dispute & Litigation
- Foreign Investment
- General Corporate
- Labor & Employment
- Land & Assets Acquisitions
- Mining & Energy
- Mergers & Acquisitions
- Project Finance

### INDUSTRIES

- Banking
- Construction & EPC
- Energy
- Financial Services & Fintech
- Manufacturing
- Mining
- Oil & Gas
- Real Estate
- Shipping
- Tech & Telecoms
- Trade & Services



**MOHAMAD KADRI**  
Managing Partner



**INKA KIRANA**  
Partner

**MOHAMAD KADRI:** Kadri is a registered capital markets specialist and well-known expert on banking and in recent years has earned a strong reputation in large plantation and natural resources transactions. He coordinates, structures, and implements all types of multinational and local transactions for his clients.

Kadri graduated from University of Indonesia in 1988 and attended the School of Business at Cleveland State University, Ohio.

**INKA KIRANA:** Inka's primary expertise is real estate and property. For over six years with AKSET, she has represented clients and acted as counsel for major local and international corporations in land acquisitions and property developments across Indonesia, from urban housing and commercial developments in Jakarta to mining and agricultural projects on the outer islands.

Inka holds a Bachelor of Laws and a Magister of Notary, both from the University of Indonesia. In 2013, she passed the state exam to become a Land Deed Officer (Pejabat Pembuat Akta Tanah) held by the National Land Agency. She is a licensed Advocate (PERADI).



## FARIANTO & DARMANTO LAW FIRM (FARDALAW)

SOHO Pancoran South Jakarta, North Wing Noble 1102, Jl. MT. Haryono Kav. 2-3, Pancoran, South Jakarta, 12810

T +62 21 8062 5809

### ACHIEVEMENTS

- Indonesia honourable mention law firm of the years 2011 for employment
- Terminate +/- 7000 people by Mutual Agreement

dispute over right and dispute over interest)

- Corporate action in relation with employment law
- Drafter and reviewer for employment agreement, company regulations, collective labour agreement
- Litigation/dispute resolution (bipartite,

mediation and industrial relations court)

### INDUSTRY SPECIALISATION

- Law Firm

### PRACTICE AREAS

- Employment law/ man power law
- Industrial relation dispute (termination,



**DARMANTO**  
Managing Partner



**WILLY FARIANTO**  
Partner

### DARMANTO:

- Handling litigation/dispute settlement in industrial relations issues
- Speaker for Industrial Relations matters
- Member of Indonesian Advocates Association (PERADI)

### WILLY FARIANTO:

- Consultant for company in relation to industrial relations when company perform restructuring, acquisition, etc. Most of his client are Oil and Gas company.
- Author for national and international journals, books and articles in relation to employment law
- Handling litigation/dispute settlement in industrial relations issues
- Speaker for Industrial Relations matters
- Member of Indonesian Advocates Association (PERADI)
- Certified Human Resources Professional
- Certificate of Competence in the area of Training Methodology from Indonesian Professional Certification Authority


# BAHAR & PARTNERS

Menara Prima, 18th Floor, Jl. DR Ide Anak Agung Gde Agung Blok 6.2, Kawasan Mega Kuningan, Jakarta, 12950, Indonesia

T +62 21 5794 7880 F +62 21 5794 7881 E busdev@baharandpartners.com W www.baharandpartners.com

Bahar & Partners is the leading boutique law firm in Indonesia with more than 25 years of experience, providing end-to-end and integrated services and solutions for our esteemed domestic and international clients. Our domestic clients include private as well as state-owned enterprises, and we have also assisted various Indonesian ministries including but not limited to transportation, tourism, communication and informatics, and economic affairs. Our practice groups are developed by the legal team with high specialization, trained to deal with increasing complexity of technology, industry and the changes in the business, government and public needs.

## GLOBAL CONNECTION

We are globally connected through  **TERRALEX**, one of the world's leading international legal networks whose enables us to connect and works closely with other firm members all over the globe.



**WAHYUNI  
BAHAR,  
S.H., LL.M.**  
Managing  
Partner

Wahyuni has wide experience in the preparation of acquisition, finance and securities' transactions, and debt and corporate structuring. His expertise in specific areas include aviation, telecommunications, the trading and industrial sector, and maritime. For more than 25 years, Wahyuni has been entrusted in handling complex and high profile transactions. With his experience of working with many parties, Wahyuni is able to balance and position himself in handling both foreign and Indonesian clients. As Head of Permanent Committee on Free Trade Agreements representing the Indonesian Chamber of Commerce (KADIN) and Indonesia Employer Association (APINDO), Wahyuni has also contributed for the Indonesian government in dealing with free trade agreements negotiations of Indonesia with the European Union, Australia, EFTA, and others.



**ANGGIA  
RUKMASARI  
S.H., LL.M.**  
Group Head of  
Transportation

Graduated, with honor, from Universitas Padjadjaran and Leiden University, Anggia is well known for her expertise in the transportation law, covering railways, toll road, aviation-airport, and maritime-seaport. She has been involving in various transactions in transportation sector such as project financing, aircraft financing, M&A, airport privatization, ppp, advisory works, etc.

Anggia has a close relation with related ministerial in the sector, thus, frequently entrusted to assist them in reviewing many their transportation related regulations. Currently, she is sitting as the Secretary General for the Indonesian Air Law Society, Deputy Head of Permanent Committee for Air Transport Industry in the Indonesia Chambers of Commerce, and also a member of the executive board of the Indonesian Maritime Law Association.



**NOVERINA  
S.S. GURNING  
S.H., MBA**  
Group Head of  
Utilities &  
Project  
Finance

Noverina is specializes in financial services including Islamic financing, capital market, merger and acquisition, restructuring, corporate governance, and corporate-related fields with a focus on the oil & gas, toll road, power and water sectors.

Having experience as banker and lawyer enables her to have different perspective and approaches in handling transactions. She is a Deputy Head of Permanent Committee for Supporting Industries in Oil & Gas of Indonesian Chamber of Commerce and Industry.

Noverina graduated Cum Laude from Atma Jaya Catholic University (Indonesia) in 2005, and went on to earn Master of Business Administration at Hochschule Furtwangen University (Germany) in 2011.

# Bahar



## ACHIEVEMENTS

- 2017 Edition ASIALAW PROFILE  
*Highly RECOMMENDED FIRM in: IT, Telco & Media, Projects & Infrastructure, Shipping, Maritime & Aviation. RECOMMENDED FIRM in: Energy & Natural Resources; Capital Market; Corporate/ M&A.*
- 2016 Edition ASIAN-MENA COUNSEL  
*In-House Community Firm of the Year in Indonesia for AVIATION practice area.*
- 2015 Edition ASIA PACIFIC LEGAL 500  
*TOP TIER FIRM in: Restructuring and Insolvency. RECOMMENDED FIRM in: Banking and Finance; Capital Market; Corporate/Mergers & Acquisitions; Projects and Energy.*

## PRACTICE AREAS

- Investment, Trade & Industry (ITI): Investment, Natural Resources, Trade, Industrial & Economic Zone, Hospitality and Tourism
- Utilities and Energy: Power Supply, Real Property, Water Treatment & Supply, Waste Treatment
- Transportation: Road, Railway, Air and Sea Transportation
- Telecommunications, Media and Technology (TMT): Telecommunications, IT Solutions, Digital & E-Commerce, Privacy and Data Protection, Satellite, IT Transactions, and Media.

*Each practice group has competence and experience to address the clients' needs in the areas of governance, financial services (capital market, banking & finance), labor and commercial dispute resolution. All partners and group head are members of PERADI (Indonesia Advocate Association).*

# IVAN ALMAIDA BAELY & FIRMANSYAH LAW FIRM (IAB&F)



Intiland Tower 9th Floor, Jl. Jenderal Sudirman 32, Jakarta Pusat 10220 - Indonesia

T +62 21 5790 5090 T +62 21 5790 5080 E [mail@iab-net.com](mailto:mail@iab-net.com) W [www.iab-net.com](http://www.iab-net.com)

Ivan Almada Baely & Firmansyah Law Firm ("IAB&F") is a leading firm in Indonesia, with a great spirit of teamwork and collegiality. IAB&F has started to actively providing legal services to the business communities in Indonesia since 2003. IAB&F's clients range from individuals and start-up enterprises to leading business companies in Indonesia, including large national and multinational companies. Our focus is on building on-going relationships with our clients. One way in which we assist our clients beyond standard legal services, is by tapping into our strong network of both private and public-sector contacts in Indonesia, in connecting clients with relevant business contacts, market intelligence and opportunities. Our team is comprised of 27 lawyers, 4 paralegals and other supporting staff. Our lawyers selected from a range of diverse career backgrounds, including multi-national corporations, national and international law firms, financial institutions, government bodies and university academia. This breadth of experience and sector knowledge contained within our team guarantees that we guide our clients to the best commercial business outcome available.



## PRACTICE AREAS

- General Corporate & Company Laws
- Commercial Laws
- Merger & Acquisition
- Banking & Finance
- Capital Market & Securities
- Direct & Indirect Investment
- Labor, Employment and Immigration
- Energy & Mining
- Property
- Advertising and Media
- Broadcasting
- Shipping
- Civil Aviation
- Telecommunication
- Hospitality and Leisure
- Intellectual Property Rights
- Bankruptcy
- Receiver & Administrator for Bankruptcy
- Anti Trust
- Litigation Court Practices
- Corporate Secretary



**IVAN E.  
BAELY, S.H.,  
LL.M.**  
Partner

Ivan obtained his Master of Laws degree at the University of Melbourne, upon completion of his Law Degree from the University of Indonesia. He is fluent in both Indonesian and English. Ivan's professional experience extends across a number of major firms in Jakarta, a government agency (the Indonesian Bank Restructuring Agency/IBRA) and a foreign consulting company. He has particular expertise in advising on mergers & acquisition; banking & finance; debt restructuring; foreign investment; corporate & commercial law; labor, employment & immigration; energy & mining; bankruptcy and corporate secretarial work. Ivan is a licensed capital markets lawyer, along with being a receiver & administrator for bankruptcy. Ivan is an active member of several professional organisations, including the Indonesian Advocates Association (*Perhimpunan Advokat Indonesia*).  
[baely@iab-net.com](mailto:baely@iab-net.com)



**ALMAIDA  
ASKANDAR,  
S.H.**  
Partner

Almada obtained her Law Degree from the University of Indonesia (Business Law). She is fluent in both Indonesian and English. Almaida's professional experience extends across a number of major firms in Jakarta. She has particular expertise in advising on capital markets & securities; corporate & commercial law; mergers & acquisitions; anti-trust; along with litigation court practices and bankruptcy. Almaida is a licensed capital markets lawyer. She is an active member of several professional organisations, including the Indonesian Advocates Association (*Perhimpunan Advokat Indonesia*).  
[almaida@iab-net.com](mailto:almaida@iab-net.com)



**TJAHYONO  
FIRMANSYAH,  
S.H., LL.M.**  
Partner

Tjahyono obtained his Master of Laws degree at the Washington College of Law, American University, upon completion of his Law Degree from the University of Indonesia. He is fluent in both Indonesian and English. Tjahyono's professional experience includes private practice in a major law firm in Jakarta, complimented by experience he gained as in-house counsel in a number of large companies within Indonesia and the broader region. He has particular expertise in mergers & acquisitions; banking & finance; debt restructuring; energy & mining; foreign investment; corporate & commercial; land use and real estate; employment & immigration and corporate secretarial work. Tjahyono is an active member of several professional organisations, including the Indonesian Advocates Association (*Perhimpunan Advokat Indonesia*).  
[tjahyono.firmansyah@iab-net.com](mailto:tjahyono.firmansyah@iab-net.com)

# LUBIS GANIE SUROWIDJOJO

**LUBIS GANIE SUROWIDJOJO**  
The Law on Your Side

Menara Imperium 30th Floor, Jl. HR Rasuna Said Kav.1, Kuningan, Jakarta 12980

T +62 21 831 5005 / 831 5025 F +62 21 831 5015 / 831 5035 W www.lgslaw.co.id

Founded by Mr. Timbul Thomas Lubis, Dr. Mohamed Idwan Ganie and Mr. Arief Tarunakarya Surowidjojo in 1985, Lubis Ganie Surowidjojo (LGS) is widely recognized as one of the most dynamic and leading law firms in Indonesia; The firm is consistently ranked at the top of the league for every area of its practice and the firm has grown into one of the largest corporate transaction & corporate litigation firms in Indonesia. With over more than 100 of experienced and well-trained lawyers, the firm has long history of continuously providing the highest quality legal service and achieving successful transactions for its clients. LGS has been involved in some of the largest and most complex commercial transactions and corporate litigation cases in Indonesia. The firm undertakes high level legal work for a variety of its clients, ranging from domestic to multinational corporations, public and private companies, to Government instrumentalities and state owned enterprises. The firm's ability to provide its clients with legal, commercial and strategic solutions is built on successful experience, passion and the desire to understand the commercial context of a business.

ISO 9001:2008 AND ISO 14001:2004

Lloyd's Register Quality Assurance has approved LGS to the following quality management standards: (1) ISO 9001:2008 in respect to Quality Management systems and (2) ISO 14001:2004 in respect to Environmental Management systems, both applicable to the provision of legal services in terms of the administration system and other supporting activities. Since achieving client satisfaction has always been the primary goal of LGS, alongside with protecting our environment, the firm can now ensure that all aspects of their operations and the quality of services are on par with the most well managed companies and organizations in the world.

## REPRESENTATIVE CLIENTS

Adaro Indonesia; American Bureau of Shipping; Astra International; Astratel Nusantara; Bank Mandiri; Blue Bird Group; Charoen Pokphand Indonesia; DBS Bank; Goldman Sachs; Government of the Republic of Indonesia; Hitachi; Hutchison (Hong Kong); Indonesia Infrastructure Guarantee Fund; Indonesia State Electricity Company (PLN); Japan Tobacco International Indonesia; Krakatau Steel; Medco Energi International; Ministry of Finance of the Republic of Indonesia; Mitsui & Co; Sumitomo; Pamapersada Nusantara; Sampoerna Strategic; Sime Darby (Malaysia); Standard Chartered Bank; Sumitomo; Temasek Holdings; and Unilever Indonesia.



**DR. M. IDWAN GANIE**  
Managing Partner

Dr. Ganie holds a PhD in Law from the University of Hamburg. He specializes in commercial transactions and commercial litigation, including ADR and has acted as an expert in a number court and arbitration proceedings. His expertise covers general corporate/company law, mining, investment, acquisitions, infrastructure projects/project finance, antitrust, and shipping/aviation, with a particular focus on corporate governance and compliance. Dr. Ganie is the Chairman of the Association of Indonesian Antri-Trust Lawyers, a member of the Regional Panel of SIAC and a fellow of the Singapore Institute of Arbitrators.



## ACHIEVEMENTS

- Award for "Indonesia Litigation and Dispute Resolution firm of the Year" in 2016 by In-House Community Asian Mena Counsel
- Award for "Financial and Corporate Recommended Firm" in 2017" by IFLR 1000
- Award for "Indonesia Maritime & Shipping firm of the Year" in 2016, by In-House Community Asian Mena Counsel
- Award for "Project Finance Law Firm of the Year - Indonesia" in 2016 by Corporate Intl Global Awards
- Award for "Commercial Litigation Law Firm of the Year - Indonesia" in 2016 by Corporate Intl Global Awards
- Award for "Asialaw-Banking & Finance, Dispute Resolution, Energy & Natural Resources, Restructuring & Insolvency" in 2016 by Euromoney Asia
- Award for "In House Community Firm of the Year 2015-Most Responsive Firms of the Year" by Asian Mena Counsel/In-House Community
- Award for "Asialaw Leading Lawyers 2015: Harjon Sinaga - Dispute Resolution" by Euromoney Asia
- Award for "Asialaw Leading Lawyers 2015: Dr. Mohamed Idwan

*Ganie - Corporate/M&A" by Euromoney Asia*

- Award for "Energy & Infrastructure 2014 - The Guide to The Industry's Leading Law Firms and Lawyers - LGS in association with Petroleum Economist" by IFLR 1000

## PRACTICE AREAS

- CORPORATE TRANSACTIONS, INCLUDING:
- Banking & Finance
  - Foreign and Domestic Investment
  - Infrastructure & Utilities
  - Project Finance
  - Energy Law
  - Antitrust Law
  - Mining Law
  - Shipping Law & Ship Finance
  - Mergers & Acquisitions
  - Capital Market Transactions
  - Property Law
- CORPORATE LITIGATION, INCLUDING:
- Alternative Dispute Resolution
  - Antitrust Litigation

**Imran Muntaz & Co.**  
ATTORNEYS AT LAW

**IMRAN MUNTAZ & CO.**

Office 8 Building, 35th Fl. Zone G, Sudirman Central Business District Lot. 28, Jakarta 12190

T +62 21 2933 3800 W www.imcolaw.com

**ACHIEVEMENTS**

- *Imran Muntaz & Co. received acknowledgement in the areas of Banking & Finance; Capital Markets & Securities; and Mergers & Acquisitions*

**PRACTICE AREAS**

- Capital Markets & Securities: Debt; Derivatives; Equity; Structured Finance/ Securitization
- Banking & Finance: Banking; Financial

- Restructuring; Investment Funds; Islamic Finance; Project Finance; Trade Finance
- Corporate Commercial/ M&A: Corporate Restructuring; Energy & Natural Resources; Foreign Investment; IT & Telecommunication; Joint Ventures; M&A; Real Estate; Shipping & Logistic; Transportation; and Tourism
- Commercial Dispute: Bankruptcy and Employment

**INDUSTRY**

**SPECIALISATION**

- Agriculture & Forestry
- Banking
- Consumer Goods & Services
- Energy
- Financial Services
- Food & Beverage
- IT & Telecommunication
- Media
- Oil & Gas
- Real Estate
- Shipping & Logistic
- Tourism
- Transportation



**IMRAN MUNTAZ**  
Managing Partner

Imran is the founder and managing partner of Imran Muntaz & Co. and has more than a decade of experience in various areas of law. Imran has represented clients ranging from multinationals and offshore companies, including in cross-border transactions. As Managing Partner, Imran successfully led the development of the Firm and achieved the business goal as set by receiving acknowledgement from international publishers and recognition from Indonesia business people.

**Education:**

- Law School of Trisakti University

**Recognition:**

- *Successfully managed in representing the client in their transaction which considered as the second biggest rights issue ever in Indonesia.*

**KUDRI & DJAMARIS**  
ATTORNEYS - COUNSELLORS AT LAW

**KUDRI & DJAMARIS ATTORNEYS —  
COUNSELLORS AT LAW**

Mayapada Tower I, 5th Floor, Jl. Jend. Sudirman Kav. 28, Jakarta Indonesia

T +62 21 5225453 F +62 21 5225452

E info@kndlaws.com W www.kndlaws.com

Kudri & Djamaris is an Indonesian law firm that provides a broad range of legal services to meet the need of clients. We are committed to provide high quality and commercially sensible legal advice to clients and strives to deliver our legal services in a timely and cost effective manner. We honor the trust of our client and would provide utmost level of expertise to maintain the trust of clients.

**PRACTICE AREAS**

- Dispute Resolution
- Arbitration
- Bankruptcy & Suspension of Payment
- Investment
- Merger & Acquisition

- Corporate & Commercial
- Banking & Finance
- Industrial Relations
- Energy
- Capital Market
- Competition

**INDUSTRIES**

- Oil and Gas
- Mining
- Transportation
- Banking and Finance
- Trading
- Manufacturing



**FADRIYADI KUDRI**  
Partner



**DEFRIZAL DJAMARIS**  
Partner

As a partner, Fadriyadi Kudri, S.H., LL.M. has worked in a wide range of corporate and commercial works of the firm. He has also acted in numerous civil and commercial litigation cases and arbitration particularly on corporation matters and contracts disputes.

As a partner, Defrizal Djamaris, S.H. has worked in a wide range of disputes particularly on civil and commercial litigations, competition as well as in arbitration. He has also acted in a number of cases involving administrative, bankruptcy, criminal and media law issues.

Fadriyadi Kudri and Defrizal Djamaris are members of Indonesian Bar Association (PERADI), Indonesian Capital Market Legal Consultant Association (HKHPM) as well as members of Indonesian Receiver and Bankruptcy Administrator Association (AKPI).



**MAKES & PARTNERS**  
LAW FIRM

**MAKES & PARTNERS LAW FIRM**

Menara Batavia, 7th Floor, JL. KH. Mas Mansyur Kav. 126, Central Jakarta, 10220

T +62 21 5747181 W www.makeslaw.com

Makes & Partners is a top tier full service Indonesian law firm with the philosophy, "solving a legal problem means more than just knowing the law". It is a recognized market leader in Capital Markets, Mergers & Acquisitions and Banking and Finance transactions. Makes & Partners has a strategic alliance with WongPartnership, LLP.



**YOZUA MAKES S.H., L.L.M., M.M.**  
Managing Partner

Yozua founded Makes & Partners in 1993 and has more than 25 years of experience in transnational mergers and acquisitions, corporate finance, project finance, foreign investment and a broad range of complex cross-border commercial transactions associated with capital markets.

**Education:** Yozua's extensive educational pursuits include a Master of Laws Degree (LL.M.) from the Boalt Hall School of Law, University of California, Berkeley, a Bachelor and Doctorate Law Degree from the University of Indonesia, a Master of Management Degree from the Asian Institute of Management, Philippines, and completion of the Advanced Management Program at Harvard Business School.

**Recognition:** Yozua's professional achievements include being one of the first members of the National Committee on Corporate Governance and a Registered Legal Consultant of the Indonesian Capital Markets and Financial Institution Supervisory Board (BAPEPAM-LK). Yozua is also on the Board of Directors of World Vision in Indonesia, one of the largest Christian relief NGOs in the world and a Distinguished Associate Professor in Law Faculty of Pelita Harapan University, with his article on Indonesian Securities Takeover Regulations published in University of Pennsylvania's East Asia Law Review.

**PNC**  
PUTRI NORLISA CHAIR  
ADVOCATES & SOLICITORS

**PUTRI NORLISA CHAIR**

Unit A-9-D2, Plaza Mont Kiara, No. 2, Jalan Kiara, Mont Kiara, 50480 Kuala Lumpur

T +603 64190588 W www.pnc-law.com

**ACHIEVEMENTS**

- *Rising Law Firm of the Year awarded by Asian Legal Business Malaysia Law Awards 2017*

- Investments, Corporate & Commercial
- Corporate Real Estate
- Advisory and Compliance

**INDUSTRIES**

**PRACTICE AREAS**

- Banking & Finance
- Mergers & Acquisitions, Projects
- Energy & Infrastructure
- Capital Markets
- Telecommunications & Technology

- Telecommunications
- Consumer Products
- Construction and Development
- Shipping



**ADRIAN CHAIR**  
Managing Partner



**PUTRI NORLISA NAJIB**  
Founding Partner

**ADRIAN CHAIR:** Adrian has 20 years of legal experience and has advised and led many headlining transactions and industry firsts in many sectors, including energy and utility work, infrastructure, oil & gas, petrochemicals, telecommunications, rail, media, theme parks, financial services, insurance, capital markets, derivatives, catalytic developments, logistics and FMCG work. He has often led on complete cross border transactions involving multiple jurisdictions. He is known for his responsiveness, attention to detail, negotiation skills and commercial astuteness.

**Recognition:** Leading Lawyer for Financial and Corporate (IFLR 1000), Leading Lawyer for Mergers & Acquisitions (IFLR); Projects and Infrastructure (Legal 500); ranked in Chambers Asia since 2006

**PUTRI NORLISA NAJIB:** Having started her legal career in the UK in 2005, Putri is dual qualified in the UK and Malaysia. Whilst her main focus is banking and finance, she remains active in other corporate and commercial areas such as M&A, capital markets, regulatory advice and real estate.

**Recognition:** Leading Lawyer for Financial and Corporate (IFLR 1000); Leading Lawyer in Banking and Finance (Legal 500)

# TAN SWEE IM, SIVA & PARTNERS

**TAN SWEE IM, SIVA & PARTNERS**  
ADVOCATES & SOLICITORS

Suite D-3A-03 to 06, Block D, Plaza Mont' Kiara, No. 2 Jalan Kiara, 50480 Kuala Lumpur, Malaysia

T +60 3 6201 9028 / +60 17 2757 664 W [www.tsi.net.my](http://www.tsi.net.my)



**SIVABALAN SANKARAN**  
Principal of the Firm

Having been in practise in Malaysia and Brunei for close to 30 years, Sivabalan has worked on contracts, commercial and litigation, insurance, and construction for clients abroad. He has worked with international counsel on numerous arbitrations and represents multinational clients in insolvency, building contracts and construction disputes, land disputes, landlord-and-tenant matters, banking and finance, and defamation. Currently he focuses on the construction sector in Malaysia. Sivabalan was listed in Chambers for Business law in Brunei and is a visiting tutor at the Southwestern University of Politics and Law in Chongqing, China as well as an accredited Adjudicator with the Kuala Lumpur Regional Centre for Arbitration. He serves on the committee of the Society of Construction Law Malaysia and is a member of The Chartered Institute of Arbitrators.

#### Education:

- Kuala Lumpur Regional Centre for Arbitration Panel Adjudicator
- Kuala Lumpur Regional Centre for Arbitration Certificate in Sports Arbitration
- Diploma in International Arbitration (2016)
- CLP (Malaysia) (1988)
- BA Law (Kent) (1987)

#### Recognition:

- International Who's Who of Professionals 2009
- Listed in Chambers and Partners for Business Law Brunei



**TAN SWEE IM**  
Consultant

Tan Swee Im's experience includes significant roles on the drafting team of headline projects such as Malaysia's first independent power plants, Malaysia-Singapore Second Crossing, Kuala Lumpur International Airport, Tun Razak Exchange and Light Rail Transit Line 3 as well as on large international projects in the region and the Middle East. With extensive dispute resolution experience, she regularly acts as counsel, arbitrator, adjudicator and mediator with a particular focus on disputes avoidance. She an arbitrator, adjudicator and mediator on the panel of Kuala Lumpur Regional Centre for Arbitration. She is a FCI Arb, FMI Arb, FCI OB, FMS Adj, FDBF and has a Diploma in International Commercial Arbitration in addition to being a Barrister-at-Law and Advocate & Solicitor of the High Court of Malaya.

She is an active contributor to the Master Builders Association, Construction Industry Development Board, Kuala Lumpur Regional Centre for Arbitration as well as the various societies.

#### Education:

- Dip. International Arbitration
- Barrister-at-Law (Middle Temple)
- LLB Hons (London)
- FCI Arb
- FMI Arb
- FCI OB
- FMS Adj
- FDBF

#### Recognition:

- Who's Who Legal
- CIPAA 2012 Standard Forms
- CIDB Contract Form



#### ACHIEVEMENTS

- Boutique Project Procurement Law Firm of the Year in Malaysia – 2017
- Boutique Construction Law Firm of the Year in Malaysia – 2017

#### PRACTICE AREAS

- Arbitration
- Adjudication
- Construction & Dispute Resolution
- Development
- Infrastructure
- Privatisation
- Conveyancing
- Commercial and General Litigation

#### INDUSTRY SPECIALISATION

Tan Swee Im, Siva & Partners focuses on the construction, infrastructure and energy sectors, and serves clients internationally on matters including corporate & commercial and dispute resolution.

We have assisted our clients on numerous aspects including developing their procurement strategy, contract drafting, negotiations, contract administration and dispute resolution. Core competencies cover a range of issues relating to project procurement, including developing the appropriate contracting model for the project, risk assessment and allocation, tender review, contract negotiation and drafting. We have significant experi-

ence in advising our clients on the full range of industry standard forms of contract as well as bespoke forms. We regularly act on contentious and non-contentious aspects of construction and engineering projects. We also deal with alternative dispute resolutions such as arbitration, mediation, adjudication, and matters related to sports law.

Through our work across the region, we have developed a strong understanding of local contractual environments, led by lawyers who are experienced in the construction industry and commercial work.

# BRADDELL BROTHERS LLP

**BraddellBrothers**  
1883

11 Beach Road #04-01, Singapore 189675

T +65 6499 9490 F +65 6499 9499 E enquiry@braddellbrothers.com W www.braddellbrothers.com

Braddell Brothers LLP, founded in 1883, is Singapore's third-oldest law practice. We have been described as an "innovative, responsive ... unique boutique", and hold an established reputation as a leading Litigation, Arbitration and Dispute Resolution practice which "punches above its weight". We represent private clients and corporations alike in complex and high-stakes litigation and arbitrations in Singapore and the region, frequently opposing large firms and specialist teams. Our lawyers have received recognition in the Legal 500, Chambers & Partners, AsiaLaw and Best Lawyers rankings. We are well-versed in pre-emptive and emergency relief, handling no less than 7 cases involving Worldwide Mareva (Freezing) Injunctions with a combined value exceeding USD 1 billion in the last 6 years. In a non-contentious setting, our Transactional, Corporate & Dispute Prevention practice assists clients in the negotiation and drafting of commercial contracts with a view to protecting them against potential future disputes.



**EDMUND  
KRONENBURG,**  
FCIArb,  
FSIArb  
Managing  
Partner

Litigation and Arbitration Counsel. International Arbitrator. Advocate & Solicitor (Singapore). Solicitor (England & Wales). Practice areas include Corporate & Commercial Litigation & Arbitration, Medical Negligence and Corporate Restructuring. The Legal 500 guide has described him as "aggressive", "articulate", "good strategist", "trusted confidant", "good advocate", "best in class", and having a "flair for arbitration". Chambers & Partners report that Edmund "is a top-notch lawyer who comes up with comprehensive and pragmatic advice", "... is a deeply experienced litigator who is well versed in commercial disputes and provides sound advice to his clients ... One source comments: 'He has the ability to think beyond the conventional and has brilliant ideas in terms of legal strategy.'"

Contact: [ej.kronenburg@braddellbrothers.com](mailto:ej.kronenburg@braddellbrothers.com)



**TAN KOK  
PENG**  
Principal  
Partner

Litigation and Arbitration Counsel. Advocate & Solicitor (Singapore). Practice areas include Corporate & Commercial Litigation & Arbitration, Banking and Financial Services Litigation. Recognised in the Legal 500 (Asia-Pacific, 2012, 2016). He brings to the firm a wealth of experience in banking and financial services litigation from his years at Drew & Napier LLC and his previous appointment as legal counsel to a multinational bank.

Contact: [kokpeng.tan@braddellbrothers.com](mailto:kokpeng.tan@braddellbrothers.com)



**ELAINE  
SEOW**  
Partner

Corporate / Dispute Prevention Counsel. Commissioner for Oaths and Notary Public. Advocate & Solicitor (Singapore). Solicitor (England & Wales). Practice areas include Employment, Charities & Societies, Distribution / Franchising, Internet, Software & Telecommunications, Corporate Secretarial services. The Legal 500 (Asia-Pacific, 2016) reports: 'Commercially astute' [corporate] practice head Elaine Seow at Braddell Brothers LLP delivers 'great help and great results' in contentious and non-contentious matters.

Contact: [elaine.seow@braddellbrothers.com](mailto:elaine.seow@braddellbrothers.com)



## PRACTICE AREAS DISPUTE RESOLUTION - LITIGATION & ARBITRATION

- Banking and Financial Services
- Commercial and Cross Border
- Companies and Partnerships
- Complex Family and Matrimonial
- Confidentiality
- Defamation and Reputation Management
- Employment
- Energy and Natural Resources
- Failed Investment Schemes
- Fraud, Value Recovery and Trusts
- International Trade, Transport & Commodities
- Mediation and Negotiation
- Pre-Emptive Measures and Injunctions
- Property and Tenancy
- Restructuring and Insolvency
- Unjust enrichment and Restitution
- Wealth and Inheritance

## TRANSACTIONAL, CORPORATE & DISPUTE PREVENTION

- Charities and Societies
- Employment and Immigration
- Mergers and Acquisitions
- Healthcare and Professional Services
- Licensing, Distribution and Franchising
- Partnerships and Joint Ventures
- Telecommunications
- Wills and Probate

## CAREY OLSEN

### CAREY OLSEN SINGAPORE LLP

Level 11, Marina Bay Financial Centre, Tower 1, 8 Marina Boulevard,  
Singapore 018981

**T** +65 6653 4330 **E** singapore@careyolsen.com **W** www.careyolsen.com

Carey Olsen is an award-winning offshore law firm, providing expert advice on British Virgin Islands, Cayman Islands, Guernsey and Jersey law. Our team in Singapore advises on the full spectrum of corporate, finance, funds and trusts work and clients value our record of providing high-quality advice in their own time zone.

#### ACHIEVEMENTS

- *Offshore Firm of the Year, The Lawyer Awards 2017*

#### PRACTICE AREAS

- Banking and Finance
- Corporate
- Investment funds
- Regulatory
- Trusts and private wealth



**LINDA LEE**  
Partner



**ANTHONY MCKENZIE**  
Partner

Linda Lee is the managing partner of our Singapore office and lead partner in Asia. With more than 20 years of experience practising both in-house and as a partner at Allen & Overy LLP in Singapore and Hong Kong, she advises on the BVI legal aspects of cross-border M&A, corporate finance and corporate restructurings. Linda was named as one of Asia's top 10 offshore lawyers in the Asian Legal Business's Offshore Client Choice List 2017.

Anthony McKenzie is a partner with extensive experience advising on Cayman Islands legal aspects of corporate, finance and investment fund transactions. He is recognised by Asian Legal Business in The Offshore Client Choice List 2017, and is recommended by Chambers Global, the IFLR1000 and Legal 500. Anthony was formerly with Allen & Overy LLP in London and Australia, and Maples and Calder in the Cayman Islands.

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# PHILIPPINES

14

14%  
RISE IN  
PHILIPPINE  
EXPORTS IN  
H1 2017

The Philippine economy has been growing at a sizzling pace this year, according to Reuters. The Southeast Asian nation is the second-fastest growing economy in Asia after China, clocking a GDP growth of 6.5 percent in the second quarter of 2017 compared to a year earlier, based on figures from the Philippine Statistics Authority. This picked up from the 6.4 percent pace in the first quarter and higher than the 6.2 percent forecast in a Reuters poll.

Quarter-on-quarter growth at 1.7 percent also topped the 1.6 percent pace projected in a Reuters poll, and faster than the previous quarter's upwardly revised 1.3 percent, putting the country on track to meet a full-year target growth of 6.5 to 7.5 percent. Much of this stemmed from an improvement in global demand, with Philippine exports up nearly 14 percent in the six months to June.

Even as a country faces risks from President Rodrigo Duterte's war on drugs and the security crisis in the southern city of Marawi, the Philippines aims to lift growth to as much as 8 percent during Duterte's term through a six-year, \$180 billion "Build, Build, Build" infrastructure programme, said Reuters. Apart from boosting growth, the infrastructure spending is also expected to create jobs and attract foreign investors turned off by high power prices and transport bottlenecks.

As part of this programme, a Duterte-led government panel in June approved 305.64 billion pesos (\$6.05 billion) worth of infrastructure projects aimed at spurring growth, reported Reuters. The biggest project approved for bidding and construction was a 211 billion-peso railway

project north of the capital Manila that will be funded by Japan International Cooperation Agency. The project is scheduled to be completed by 2021.

Also endorsed was a 35.3 billion-peso railway project in the southern Mindanao that's expected to start operating by 2020, said Reuters. Infrastructure spending is expected to rise from a projected 5.4 percent this year to 7.4 percent by 2022, backed by a tax reform programme to raise funds for new highways, bridges, ports, train lines and airports.

In terms of dealmaking, M&A is expected to pick up again this year after a tepid 2016, as momentum for acquisition-hunting by Philippine firms grows. According to Mergermarket, 36 deals totaling more than \$4.5 billion were closed last year, less than the 49 deals valued at \$15 billion in 2015. In particular, the uncertainty of the presidential election in May last year weighed on decision-making. This year, however, is expected to be better. Asian neighbours such as Japan, Taiwan and South Korea are actively looking at Philippine companies to acquire, with particularly strong interest in the FMCG (fast moving consumer goods) and manufacturing sectors.

On the capital markets side, the Philippines is expecting at least eight companies to list this year, twice the number from 2016. Companies that have gone public this year are Wilcon Depot Inc. (7 billion pesos), Eagle Cement (8.6 billion pesos) and Cebu Landmasters (3 billion pesos). Some of the companies in the pipeline are Audiowav (2.7 billion pesos), Pure Energy Holdings (1.5 billion pesos) and The Big Chill (600 million pesos).

180

\$180 bln  
TOTAL COST  
OF THE  
PHILIPPINES'  
ONGOING  
INFRA-  
STRUCTURE  
PRO-  
GRAMME

# ANGARA ABELLO CONCEPCION REGALA & CRUZ LAW OFFICES (ACCRA LAW)



22nd Floor, ACCRALAW TOWER, 2nd Avenue corner 30th Street, Crescent Park West Bonifacio Global City, 1635 Taguig, Metro Manila, Philippines

T +63 2 830 8000 W [www.accrallaw.com](http://www.accrallaw.com)

Angara Abello Concepcion Regala & Cruz Law Offices (ACCRA LAW) is the Philippines' biggest and premier law firm with a cohesive multi-disciplinary team of legal professionals who possess in-depth knowledge in specialized fields of law, backed by extensive experience of over forty years in the practice of law in the Philippines. From a core group of seven lawyers at its inception in 1972, the Firm has grown to a prestigious service organization of more than 150 lawyers and 160 non-legal personnel.



**EMERICO O.  
DE GUZMAN**  
Managing Partner

Mr. De Guzman has consistently been recognized by legal publications, such as Chambers Asia, Asialaw Profiles and Asia Pacific Legal 500, as a Leading Individual in Philippine Employment Law practice. He is the Philippine Chapter author of: the International Bar Association's Handbook on Global Recruiting, Screening, Testing and Interviewing Criteria, published by Wolters Kluwer; the Guide to International Employment and Labor Law published by Littler Mendelson LLP; the International Survey on Restrictive Covenants and Trade Secrets in Employment Law published by the American Bar Association; and of the International Comparative Legal Guide to Outsourcing, published by the Global Legal Group.

#### Education:

- Bachelor of Science – Psychology – University of the Philippines
- Bachelor of Laws - University of the Philippines
- Academy of American and International Law, Dallas, Texas, U.S.A



**REGINA PADILLA  
GERALDEZ**  
Co-Managing  
Partner

Ms. Geraldez is the head of ACCRALAW's Immigration Department and the President of the Immigration Lawyers Association of the Philippines. In 1988, she was appointed Associate Commissioner of the Commission on Immigration and Deportation. In 1990, she was appointed Acting Undersecretary for Legal Affairs of the Department of Agrarian Reform where she contributed to the formulation of many administrative orders and regulations to implement the institution's mission. Upon her return to private practice, she assumed an expanded role to include giving advice on investments, joint ventures, acquisitions of agricultural land and its conversion to commercial, industrial or residential uses. In 2015, the Asia Pacific Legal 500 Editorial recommended Ms. Geraldez for the Practice Area of Immigration.

#### Education:

- Bachelor of Arts (cum laude) - University of the Philippines
- Bachelor of Laws (cum laude) - University of the Philippines
- Master of Laws - University of Michigan



#### PRACTICE AREAS

- Administrative Law
- Admiralty & Maritime Law
- Agricultural Law & Agrarian Reform
- Alternative Dispute Resolution
- Antitrust & Trade Regulation
- Appellate Practice
- Aviation & Transportation Banking Law
- Bankruptcy, Insolvency and Corporate Rehabilitation
- Business Process Outsourcing
- Capital Markets & Securities
- Class Actions
- Commercial Law
- Constitutional Law
- Construction Law
- Contracts
- Corporate Law
- Criminal Law
- Cross Border Litigation
- Data Privacy
- E-commerce, Technology & Science
- Election Law
- Eminent Domain
- Employee Benefits
- Energy, Gas & Oil
- Entertainment Law
- Environmental Law
- Family Law
- Government & Legislative Advocacy
- Government Contracts, Public-Private Partnership Arrangements and Privatization Projects
- Immigration
- Insurance
- Intellectual Property
- International Law
- Internet Law
- Labor & Employment
- Litigation
- Media & Communications Law
- Mergers & Acquisitions
- Mining & Natural Resources
- Personal Injury
- Products Liability
- Professional Liability & Malpractice
- Real Estate
- Securities Law
- Taxation
- Telecommunications & Public Utilities
- Torts
- Trusts & Estates
- White Collar Crime
- Wills & Probate
- Workers Compensation
- Zoning, Planning & Land Use

#### INDUSTRY SPECIALISATION

The Firm has an excellent track record in litigation and dispute resolution, labor and employment law, intellectual property, banking and finance/capital markets and in handling diverse, significant and complex business projects and transactions for both local and multinational clients. It has been involved in landmark litigation cases and significant business transactions.

# GULAPA LAW OFFICE



Unit 12A, 12th Floor, Marco Polo Ortigas, Sapphire Road, Ortigas Center, Pasig, Metro Manila, Philippines

T +63 2 960 2845 to 47 W www.gulapalaw.com

Gulapa Law, one of ALB's "Firms to Watch" in Asia for 2017 and "Best Boutiques" in Asia for 2017, was established in September 2015 by Aris L Gulapa together with Charmaine Haw-Lim, Melissa Chavez, Angel Machuca, Yasmin Sanchez, Aileen Sanguir, Dake Mandocdoc, and Janine Mesina, who all worked closely with Aris on various cross-border transactions and projects prior to the firm's establishment. Oliver Baclay, Jr also joined the firm and heads the firm's intellectual property practice.

Despite having been recently established, Gulapa Law has already been engaged for and is currently working on important government projects. It is currently representing either private bidders or the Government in several government projects, including the Clark International Airport PPP Project and the Tamugan Bulk Water Treatment Project. In February 2017, Gulapa Law became the first Philippine-based law firm to have an office in New York City (1115 Broadway) when it launched its affiliate, Gulapa & Baclay LLP.



**ARIS L. GULAPA**  
Managing Owner

Before setting up Gulapa Law, Aris was a partner at Gatmaytan Yap Patacsil Gutierrez & Protacio for four years. Previously, Aris worked at SyCip Salazar Hernandez & Gatmaitan; Kelvin Chia Partnership; and Anderson Mori & Tomotsune. He also worked as research assistant to Harry First, former head of the Antitrust Bureau of the Office of the Attorney General of New York.

#### Education:

- NYU School of Law, LL.M., 2011
- Ateneo Law School, JD, 2003

#### Recognition:

- Asian Mena, Commended External Counsel (2017)
- Chambers & Partners Asia Pacific and Global, Corporate/M&A (Band 3), Projects, Infrastructure and Energy (Up and Coming) (2017)
- Legal500, Real Estate & Construction (Leading Individual) (2017)



**RICO PAOLO R. QUICHO**  
Incoming Partner

After being trained in the oldest law firm in the Philippines (Siguion Reyna Montecillo and Ongsiako) and thereafter putting up his own firm that specialized in litigation (Quicho & Angeles), Rico joins Gulapa Law as Head of Litigation/Dispute Resolution. Rico has been practising litigation for more than 13 years and has represented clients in landmark cases (including, as one of his specializations, corporate rehabilitation and intra-corporate disputes). Rico is the current Dean of the University of Makati Law School.

#### Education:

- University of Berkeley, LL.M., 2014
- Ateneo Law School, JD, 2003



**CHARMAINE ROSE K. HAW-LIM**  
Incoming Partner

Charmaine's areas of practice include general corporate, M&A, and infrastructure. She helped Aris establish and organize Gulapa Law in September 2015. Before joining Gulapa Law, she was a consultant to the Asian Development Bank. Previously, she worked as an associate at SyCip Salazar Hernandez & Gatmaitan and at Gatmaytan Yap Patacsil Gutierrez & Protacio.

#### Education:

- Ateneo Law School, JD, 2010

#### Recognition:

- ALB South East Asia Law Awards, Nominated for Woman Lawyer of the Year (2017)



#### ACHIEVEMENTS

- IFLR Financial & Corporate Guide, Notable (2017)
- IFLR Energy & Infrastructure Guide, Notable (2016)
- Asialaw Profiles, recommended in 5 practice areas, including Construction & Real Estate and Corporate/M&A (2017)
- Legal500, Tier 1 in Real Estate & Construction and Recommended in Corporate/M&A and Projects & Infrastructure (2017)
- ALB's "Best Boutiques" in Asia (2017)
- ALB's "Firms to Watch" in Asia (2017)
- ALB Philippine Law Awards, Boutique Law Firm of the Year and nominated for 5 awards (2016)
- ALB Southeast Asia Law Awards, finalist for Rising Law Firm of the Year and Transactional Boutique Law Firm of the Year (2017)

#### PRACTICE AREAS

- Corporate/M&A
- Infrastructure and Construction
- Government Contracts
- Dispute resolution
- Tax
- i-Tech and Intellectual Property
- Human Resources and Immigration
- Fashion, Entertainment and Media
- Innovation and Competition
- ASEAN trade

**DIVINALAW****DIVINALAW**  
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Metro Manila Office: 8th Floor, Pacific Star Building, Sen. Gil Puyat Ave., cor. Makati Ave., Makati City, Philippines 1200

**T** +63 2 822 0808 **F** +63 2 822 7878 **E** info@divinalaw.com **W** www.divinalaw.com

Metro Cebu Office: Unit 1504 Ayala Life-FGU Center, Mindanao Ave. cor. Biliran Road, Cebu Business Park, Cebu City 6000, Philippines

**T** +63 32 416 8018

Singapore Corporate Office: DivinaLaw Corporate Services Pte Ltd Level 39 Marina Bay Financial Centre Tower 2 10 Marina Boulevard Singapore 018983

DivinaLaw is a leading full-service law firm in the Philippines. The Firm takes pride in advocating and practicing dynamic lawyering—prompt, proactive, and results-oriented. DivinaLaw offers depth and range in experience and resources and a professional, collaborative work ethic—qualities that clients appreciate in an emerging and challenging market like the Philippines.

DivinaLaw's clients include leading companies in banking and finance, manufacturing, retail, power, oil, and gas, education, health care and insurance, realty and property development, and technology.

DivinaLaw recently opened its office in Singapore, the first Filipino law firm to do so. This is part of the Firm's aggressive expansion to the South East Asian and wider Asian regions.

DivinaLaw is the sole Philippine member of Lawyers Associated Worldwide (LAW), a top-rated international association of over 100 independent law firms from more than 50 countries. It is also the sole Philippine member of LEGALINK, one of the leading international associations of independent law firms.

DivinaLaw also partnered with 12 local law firms who will represent clients all over the Philippines, as part of its aim to reach out to a wider range of clients and to complement its corporate, commercial, and arbitration-related services.

**SOCIAL MEDIA**Facebook: [www.facebook.com/divinalawph](http://www.facebook.com/divinalawph)Twitter: [www.twitter.com/divinalawph](http://www.twitter.com/divinalawph)Instagram: [www.instagram.com/divinalawph](http://www.instagram.com/divinalawph)LinkedIn: [www.linkedin.com/company/divinalaw](http://www.linkedin.com/company/divinalaw)**NILO T. DIVINA***Managing Partner*

Atty. Nilo Divina is a recognized expert in Commercial Law, with extensive experience in the banking industry prior to establishing DivinaLaw in 2006. He continues to advise and represent some of the Philippines' biggest banks, insurance and health companies, realty companies, educational institutions, and several high net-worth individuals, in his almost 30 years in the legal practice. Through his leadership, DivinaLaw has grown to become one of the largest law firms in the Philippines, with 59 lawyers with core competence and dedication to different areas of legal practice. He is also an esteemed academician, serving as the Dean of one of the Philippines' premier law schools.

**PRACTICE AREAS****LITIGATION**

- Corporate and civil litigation
- Criminal prosecution and defense
- Alternative dispute resolution and arbitration
- Labor and employment
- Family law
- Local government, election, and administrative law
- Naturalization and Immigration

**CORPORATE & SPECIAL PROJECTS**

- Banking and finance
- General corporate services
- Special projects
- Insurance
- Corporate rehabilitation
- Debt and equity restructuring
- Insurance
- Mergers and acquisitions
- Corporate rehabilitation and insolvency
- Foreign investment
- Power generation and energy (oil, gas, and petroleum)
- Estate planning
- Taxation
- Information Technology
- Environmental law
- Intellectual property
- Transportation and maritime law

- Project finance
- Cross-border transactions
- Formation of juridical entities
- Corporate housekeeping

**RISK AND CRISIS MANAGEMENT**

Through the collaborative efforts of the different department of the Firm, DivinaLaw has developed complementary programs for risk and crisis management – a first for any law firm in the Philippines. From crisis management planning to actual implementation, DivinaLaw will be able to assist its clients in situations of potential or actual crisis, both from legal and PR standpoints.



## DIVINALAW

**ALDEN FRANCIS C. GONZALES**  
Senior Partner

Atty. Alden Francis Gonzales is one of the pioneer members of DivinaLaw. In his over 24 years of legal practice, Atty. Gonzales has represented clients before all levels of the Philippine court system and administrative agencies. He also has significant experience in tax litigation and negotiations with revenue authorities, blending his legal qualifications with his background as a CPA and auditor. He is also part of the faculty of one of the country's premier law school.

**ESTRELLA C. ELAMPARO**  
Senior Partner

With more than 20 years of experience in legal practice in both litigation and in the corporate setting, Atty. Estrella Elamparo now heads of the Corporate and Criminal Litigation Group, handling complex commercial litigation, including arbitration and criminal cases, and leading the firm in winning several landmark precedents. She also leads DivinaLaw's Crisis Management team that provides wholistic legal and public relations support to clients in crisis situations.

**ROBERTO L. TAN**  
Senior Partner

Atty. Roberto Tan recently joined DivinaLaw as head of the Tax, Corporate, and Special Projects Group. With more than 21 years of experience in the field of Philippine corporate and tax practice, he has been managing and servicing multinational companies across various industries. He is an expert on tax advocacy, corporate and tax advisory, and tax compliance. His extensive background on transnational and cross-border transactions makes him a valuable addition to the firm.

**CAMILLE I. AROMAS**  
Senior Associate

Atty. Camille Aromas is the resident counsel in DivinaLaw's Singapore office. She has had extensive experience in arbitration and dispute resolution and has been advocating its propagation in the Philippine jurisdiction as the primary means of resolving conflict. She collaborated with justice sector agencies in initiatives to improve access to justice in the Philippines, one of which is through promotion of ADR. She also co-founded the Young Philippine Institute of Arbitrators (Young PiArb).

**GORRICETA**  
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15th & 4th Flrs. Strata 2000, F. Ortigas Jr. Rd. Ortigas Center Pasig City, 1605 Philippines  
7th Flr., Infinity Tower, 26th St. Bonifacio Global, Taguig City

T +63 2 696 0687 / +63 2 696 0988 / +63 2 703 4140 / +63 2 739 0278  
W [www.gorricetalaw.com](http://www.gorricetalaw.com)

**ACHIEVEMENTS**

- 2017 Technology Media and Telecommunications Law Firm of the Year Finalist at the ALB SE Asia Law Awards
- 2017 Recognized Firm by International Tax Review
- 2016 Recommended Firm for Corporate/M&A by International Financial Law Review (IFLR)
- 2016 Recommended Firm for Corporate/M&A, by Asia Law Profiles
- 2016 Recommended Firm for Capital Markets by Asia Law Profiles
- 2016 Boutique Law Firm of the Year Finalist at the ALB Philippine Law Awards
- 2016 Philippine Law Firm of the Year Finalist at the ALB Philippine Law Awards
- 2016 Rising Law Firm of the Year Awardee at the ALB Philippine Law Awards
- 2016 Recognized Firm by International Tax Review
- 2015 Recognized Firm by Asia Law Profiles
- 2015 Recognized Firm by International Tax Review (World Tax)
- 2015 Recognized Firm by the International Financial Law Review (IFLR)
- 2015 Top 10 Firms to

*Philippine Law Awards**Watch in Asia by Asian Legal Business***PRACTICE AREAS**

- Capital Markets & Securities
- Mergers & Acquisitions
- Taxation
- Alternative Dispute
- Antitrust & Trade Regulation
- Business Law
- Corporate Law
- Intellectual Property
- Labor & Employment
- Litigation
- Public Private Partnership
- Technology, Media and Telecommunications
- Estate Planning

**MARK S. GORRICETA**  
Managing Partner

Mark S. Gorriceta, the Managing Partner, leads the Corporate Group of the firm. His practice focuses on capital markets, mergers and acquisitions, taxation, estate planning and corporate law. Mark helps solve problems for domestic and foreign clients and corporations. His experience is built on securities offerings, restructuring, and cross-border acquisitions.

Mark is a leading lawyer in capital markets in the Philippines. He has represented either the issuer or the underwriter in several listing applications with the Philippine Stock Exchange. Mark is likewise a respected tax practitioner. He specializes in providing counsel on the whole legal spectrum of doing business in the Philippines that ensures tax efficiency from project conceptualization to capital and profits repatriation. He also has extensive experience in complicated tax structures, tax examinations/ investigations, tax ruling applications, among others.

Mark's work has been recognized by various prestigious international organizations. Recently, Mark was a finalist for the "Young Lawyer of the Year Award" in the 2016 Philippine Law Awards by ALB and finalist for the "Young Lawyer of the Year Award" in the 2017 Southeast Asia Law Awards by ALB.

# QUISUMBING TORRES

**Quisumbing  
Torres.**  
Member Firm of Baker & McKenzie International

12th Floor, Net One Center, 26th Street corner 3rd Avenue, Crescent Park West, Bonifacio Global City, Taguig City, Philippines 1634

T +63 2 819 4700 W [qtinfo@quisumbingtorres.com](mailto:qtinfo@quisumbingtorres.com)

Quisumbing Torres (QT) is the member firm of Baker & McKenzie International, a Swiss Verein with member law firms around the world. QT has helped top multinational and domestic companies drive their growth in the country. The firm provides global reach with deep local roots, seamlessly delivering exceptional and effective legal advice and assistance to clients across borders.



**RAMON J. QUISUMBING**  
Managing Partner

Ramon J. Quisumbing is the managing partner of Quisumbing Torres. He is a member of the Dispute Resolution Practice Group and the Services (including Outsourcing) Industry Group of the firm.

Ramon has represented numerous multinational companies, including AT&T, The Dow Chemical Company, Cisco, Budget Rental, Occidental Chemical, Taisei, TeleTech, Agilent, Steelcase and Intel. His practice focuses on litigation, alternative dispute resolution, and international arbitration. He handles commercial, civil and appellate litigation.

#### Representative Legal Matters:

- Represents two of the world's leading chemical companies in several cases filed by many thousands of banana plantation workers for injuries allegedly suffered from certain pesticides, which together constitute possibly the biggest damages/tort suits ever filed in the Philippines.
- Represents a Philippine subsidiary of a European sheet metals, industrial equipment and tools manufacturing company in a lease dispute with the owner-lessor of its manufacturing plant facilities.
- Represents and advises an international insurance brokering and financial services corporation based in the UK in litigation against a Philippine government-owned and controlled corporation to enforce a reinsurance agreement.
- Advises and represents an American multinational oil and gas exploration and production company in a suit filed by an international environmental organization before the Commission on Human Rights, seeking to hold many of the world's largest oil, coal, cement, and mining companies liable for climate change-caused damages supposedly arising out of their carbon emissions.
- Represents the executors of a decedent's estate in the probate of a foreign will and assist in the ancillary administration of properties in the Philippines.
- Represents private individuals in intestate proceedings and the administration of estates and real properties.

#### Professional Associations and Memberships:

- *Integrated Bar of the Philippines*
- *New York State Bar Association*
- *American Bar Association*

#### Education:

- *Georgetown University (J.D.) (1979)*
- *University of South Florida (B.S.) (1976)*



#### ACHIEVEMENTS

- *Band 1 Law Firm for Banking & Finance, Dispute Resolution: Arbitration, Employment, Intellectual Property and Projects, Infrastructure & Energy - Chambers Asia Pacific 2017*
- *Tier 1 Law Firm Form for Aviation, Corporate and M&A, Immigration, Intellectual Property, Employment, Projects & Energy, Real Estate and Construction, Technology, Media and Telecommunications and Tax - The Legal 500 2017*
- *Recommended Law Firm in banking and capital markets, mergers and acquisitions, and project finance practices - IFLR 1000 2017*
- *Law Firm of the Year for Anti-Trust / Competition and Intellectual Property - Asian MENA Counsel Survey 2016*

#### PRACTICE AREAS

- Banking & Finance / Insurance
- Capital Markets, Real Estate/ REITs
- Competition
- Compliance
- Corporate & Commercial / M&A
- Dispute Resolution (including arbitration)
- Employment
- Energy & Utilities
- Immigration
- Information, Technology and Communication
- Infrastructure

- Intellectual Property
- Healthcare
- Mining, metals and natural resources
- Restructuring and insolvency
- Service (including outsourcing)
- Tax
- Trade & Commerce

#### INDUSTRY SPECIALISATION

- Consumer Goods & Retail
- Energy, Mining & Infrastructure
- Financial Institutions
- Healthcare
- Industrials, Manufacturing & Transportation
- Technology, Media & Telecommunications

# VILLARAZA & ANGANGCO LAW OFFICES (V&A LAW)



V&A Law Center, 11th Avenue corner 39th Street, Bonifacio Triangle, Bonifacio Global City 1634 Metro Manila, Philippines

T +63 2 988 6088 W [www.thefirmva.com](http://www.thefirmva.com)

V&A Law is a full-service law firm specializing in the areas of litigation, corporate and intellectual property law. With decades of experience in serving a full spectrum of clients' interests, its lawyers are equipped to skillfully handle the most intricate problems and provide comprehensive solutions that deliver results. V&A Law provides the Philippine law practice for the ASEAN Plus Group, a group of full-service law firms from Singapore, China, Cambodia, Hong Kong, Indonesia, Laos, South Korea, Malaysia, Myanmar, Philippines, Thailand, Taiwan and Vietnam. The ASEAN Plus Group gives clients seamless access to quality legal services in the ASEAN + jurisdictions, with over 750 lawyers in 13 countries.



**RAOUL R. ANGANGCO**  
Senior Partner

Mr. Angangco is a member of the Firm's Corporate & Special Projects Department. He is a director of a large number of Philippine public and private corporations engaged in a wide variety of businesses, including insurance, manufacturing, mining, real estate development and education, and also acts as resident agent and representative of foreign corporations doing business in the country. His practice areas include corporate and business law, employment, mergers and acquisitions, infrastructure and energy, project development, real estate and construction, and telecommunications.

#### Education:

- *University of the Philippines College of Law- Bachelor of Laws, valedictorian, cum laude*
- *Ateneo De Manila University – Bachelor of Arts major in Economics, cum laude*

#### Recognition:

- *Most Outstanding University Graduate (1980), U.P. Alumni Association, Inc.*
- *Most Outstanding Law Graduate (1980), U.P. Alumni Association, Inc.*
- *Leading Individual, Corporate/ M&A, Legal 500, 2017*



**SYLVETTE Y. TANKIANG**  
Senior Partner

Ms. Tankiang is a member of the Firm's Corporate & Special Projects Department. She has special expertise in the fields of taxation, mergers & acquisitions, real estate, and power & energy. She is sought after for her creative solutions in corporate, contract and transaction structuring. Ms. Tankiang is a member of the Harvard Club of the Philippines. Ms. Tankiang is also a lecturer at the University of the Philippines College of Law.

#### Education:

- *Harvard University- Master of Laws*
- *University of the Philippines College of Law- Bachelor of Laws, valedictorian, cum laude*
- *De La Salle University – Bachelor of Arts major in Economics (Honors), summa cum laude*

#### Recognition:

- *Leading Individual, Corporate/M&A, Legal 500, 2017*
- *Leading Individual, Capital Markets, Legal 500, 2017*
- *Tier 2, Corporate/M&A, Chambers, 2017*



**BIENVENIDO I. SOMERA, JR.**  
Senior Partner

Mr. Somera is a member of the Firm's Intellectual Property Department. He is a respected figure in Philippine intellectual property law and he has published several articles and served as resource speaker on the subject. Mr. Somera is a Council Member of the Asian Patent Attorneys Association and he served as Councilor of the ASEAN Intellectual Property Association. He is the representative of the Firm in the International Trademark Association and the International Association for the Protection of Intellectual Property.

#### Education:

- *University of the Philippines College of Law- Bachelor of Laws*
- *University of the Philippines – Bachelor of Science major in Business Economics*

#### Recognition:

- *2017 Client Choice International Award for Trademarks*
- *Tier 1, Intellectual Property, Chambers, 2017*
- *Ranked Individual, World Trademark Review 1000, 2017*



#### ACHIEVEMENTS

- *Employer of Choice in the Philippines (ALB, 2017)*
- *Recommended Firm, Financial and Corporate (IFLR 1000, 2017)*
- *Ranked Departments, Corporate/M&A, Corporate & Finance, Dispute Resolution, Intellectual Property (Chambers, 2017)*
- *Ranked Departments, Intellectual Property, Tax, Capital Markets, Dispute Resolution, Immigration, Projects and Energy, Real Estate and Construction, Technology, Media, and Telecommunications, Banking and Finance, and Employment (Legal 500, 2017)*
- *Ranked Firm (WTR 1000, 2017)*
- *Litigation Law Firm of the Year (ALB, 2016)*
- *Patents/Copyright/Trademark Tier 1 Law Firm (ALB IP Rankings, 2017)*
- *Intellectual Property Law Firm of the Year (Lawyer Monthly, 2016)*

#### PRACTICE AREAS

- Banking & Finance
- Debt & Equity Capital Markets
- Competition
- Corporate & Commercial
- Construction & Real Estate
- Arbitration & Dispute Resolution
- Employment
- Energy & Natural Resources
- Entertainment
- Gaming
- Government & Public Policy
- Immigration
- Insurance, Re-insurance & Risk Management
- Intellectual Property
- Investment Funds
- Labor & Employment
- Mergers & Acquisitions
- Mining & Exploration
- Pharmaceuticals & Life Sciences
- PPP/PFI
- Project Development
- Restructuring and insolvency
- Securitisation
- Tax
- TMT
- Tourism
- Transport



**AZB & PARTNERS**  
ADVOCATES & SOLICITORS

## AZB & PARTNERS

AZB House, Peninsula Corporate Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai 400013

T +91 22 6639 6880 F +91 22 6639 6888

### ACHIEVEMENTS

- *Best Indian Law Firm 2017 - International Legal Alliance Summit Awards*
- *Client Service Law Firm of the Year 2017 - Chambers & Partners Legal Awards*
- *Law Firm of the Year 2017 - VCCircle*

### PRACTICE AREAS

- Mergers & acquisitions, joint ventures and general corporate
- Regulatory practice and securities laws

- Private Equity
- Capital Markets
- Competition law
- Funds practice
- Banking and finance
- Compliance & investigation
- Anti-corruption, anti bribery, anti money laundering and corporate governance
- Microfinance
- Infrastructure and project finance
- Real estate
- Media and entertainment
- Information technology and business process outsourcing
- Employment
- Insurance
- Intellectual property
- Pharmaceuticals and biotechnology
- Taxation
- Litigation and arbitration



### ZIA MODY

*Founding & Senior Partner*

A founding partner of AZB & Partners, Zia is one of India's foremost corporate attorneys.

Zia has been recognised for her contribution to the legal world, both in India and internationally. She is considered an authority on corporate law, mergers and acquisitions, securities law, private equity and project finance. She has been advising clients across the world, on marquee deals.

**Education:** She passed her law degree from the University of Cambridge in 1978 and was enrolled as an Advocate with the Bar Council of Maharashtra & Goa in 1978. She did her LLM from Harvard Law School and was then admitted as a member of the New York State Bar by examination in 1980.

**Recognition:** Awarded the "India Managing Partner of the Year - 2017" by IDEX Legal Awards, "India Managing Partner of the Year - 2016" by Asian Legal Business (Thomson Reuters), Zia features on Fortune India as The 50 Most Powerful Women in Business in India, for 2016. She has also been awarded the "Professional of the Year - 2017" at the inaugural UK India Awards.



## PAMASIS LAW CHAMBERS

A-169, Defence Colony, New Delhi, India - 110024

T +91 11 4721 9000 W www.pamasis.com

Founded in the year 2012, PAMASIS Law Chambers (PLC) comprises a cohesive team of resolving intricate and complex legal issues by utilizing the inputs and insights drawn from the vast experience gathered over several decades in the Indian legal scenario by their lawyers. PLC has diversified industry-specific experience in Dispute Resolution and Corporate & Regulatory Advisory. Lawyers at PLC litigate with audacity and strategy with the sole objective of protecting the best interest of the client. Committed to delivering personalized and practicable solutions to their clients in an optimum time. Within a short timespan of 5 years, PLC boasts an impressive clientele and comes highly recommended. PLC has been selected as ALB's Best Boutique Firm - India.

### PRACTICE AREAS

- Dispute Resolution
- Investment and General Corporate Advisory
- Direct / Indirect Tax
- Regulatory
- Intellectual Property
- Tender & Contracts

### INDUSTRIES

- Infrastructure
- Retail
- Media
- Automobiles & Parts
- Construction & Materials
- Education
- Energy

- Industrial Engineering
- Mining & Metals
- Technology
- Hardware & Electronics
- Transportation



### SANDEEP BAJAJ

*Partner*



### SAMEER JAIN

*Partner*

**SANDEEP BAJAJ:** Sandeep has more than a decade of experience in handling disputes. Sandeep is engaged in multifarious and multifaceted legal issues before various Judicial Foras in the Country. His core experience is in the areas of Electricity, Banking, Insurance, Consumer Protection, Constitutional, Education, Land Acquisition, Arbitration & Company laws and have several reported judgments to his credit. He has represented and acted for Sahara Group, Interglobe, Abhijeet Group, Idemitsu and Unicharm amongst others. Sandeep also sits on the Editorial Board of Lexis Nexis.

**SAMEER JAIN:** Sameer has represented matters involving intricate and complex legal issues in the areas of Arbitration, Taxation, Media, Tenders, Real Estate and Corporate Commercial disputes. Sameer advises and represents the Russian Federation, Royal Families and several corporate houses such as Vinci Concessions France, BHEL, GMR, Locus Energy, USA etc. Awarded the Young Achiever & Rising Star of 2017. Member of the Core Committee of ICC India Arbitration Group and ICC India's Nominee to the ICC Commission on Arbitration and ADR, Paris.



## SPICE ROUTE LEGAL

Located in Bangalore, Mumbai and New Delhi

T +91 99800 14014 E [admin@spiceroutelegal.com](mailto:admin@spiceroutelegal.com)  
W [www.spiceroutelegal.com](http://www.spiceroutelegal.com)

Spice Route Legal, a law firm with offices in Mumbai, Bangalore and Delhi and extensive affiliations across South East Asia, China, Japan, Europe and the Americas, is India's first truly Asian law firm. Core practice areas are mergers & acquisitions and technology, media, telecoms and information law.

### ACHIEVEMENTS

Regularly ranked amongst the top law firms for m&a work in India

### PRACTICE AREAS

- Mergers & acquisitions, private equity & venture capital
- Corporate advisory & transactions
- Commercial advisory

- Regulatory Employment law
- Intellectual property
- Disputes

### INDUSTRY SPECIALISATION

- Technology, Media & Telecommunications
- Industrials & Defence
- Energy



**MATHEW CHACKO**  
Founding Partner



**PRAVEEN RAJU**  
Founding Partner

**MATHEW CHACKO:** Mathew is an Oxford educated corporate lawyer with 14 years of experience in advising Indian and multinational companies, entrepreneurs, inventors, government organisations and investment firms on corporate, commercial, intellectual property, information technology and employment laws. Mathew's transactional experience has extended to deals in technology, media, telecom, renewable energy, education, financial technology and social impact investing. He has advised on large ticket asset and share acquisitions and disposals for some of the largest investors / companies in India.

**PRAVEEN RAJU:** Praveen is a corporate commercial lawyer with over 14 years of post-qualification experience. He has advised a multitude of corporates, investment funds and sovereign wealth funds in respect of domestic and international corporate transactions, including mergers and acquisitions, joint ventures, private equity / venture capital funding and primary market issuances. His experience spans deals across India, Singapore, China and Greater Asia. Prior to founding Spice Route Legal, Praveen was as a partner at one of India's leading law firms, leading its corporate practice.

## VERITAS LEGAL

ADVOCATES & SOLICITORS

## VERITAS LEGAL

Forbes Building, 1st Floor, Charanjit Rai Marg, Fort, Mumbai – 400001, India

T +91 22 4368 6700 W [www.veritaslegal.in](http://www.veritaslegal.in)

### ACHIEVEMENTS

- **CHAMBERS & PARTNERS** – Ranked amongst "Notable Firms" in Asia-Pacific 2017, India
- **IFLR1000 (2017) EDITION** – Listed as a Recognized Firm in the Financial & Corporate 2017
- **INDIA BUSINESS LAW JOURNAL** – Awarded Best New Firm – India in 2015 India Law Firm Awards;

*Acknowledged in the category - Corporate & Commercial in the 2016 India Law Firm Awards*

### PRACTICE AREAS

- Mergers & Acquisitions & Private Equity
- General Corporate & Compliance Advisory
- Regulatory Advisory & Representation
- Anti-Trust Law
- Litigation and Arbitration

- Real Estate, Retail & Franchise
- Private Client Practice
- Banking & Finance
- Data Protection & Privacy

### INDUSTRY SPECIALISATION

The members of the firm have worked across industries which include pharmaceuticals and real estate



**ABHIJIT JOSHI**  
Managing Partner

Abhijit Joshi, the Founding and Managing Partner of Veritas Legal having a career spanning 23 years, is one of India's leading Corporate and M&A lawyers. His areas of expertise include mergers and acquisitions, joint ventures, cross border investments (inbound & outbound), private equity investments and corporate restructuring (mergers, demergers and spin offs). Abhijit has advised various multi-national companies in their endeavours over the last two decades and as such, has been involved at the forefront of transactions which have been seminal to the economic progress of India. He has also advised various large Indian corporates in their endeavours in outbound investments throughout the globe, including North America. He has been at the forefront of transactions, including leading some large telecom and pharmaceutical transactions.

Abhijit founded Veritas Legal based in Mumbai, India in February 2015. Since inception the firm has grown in strength and the members of the firm have completed more than 50 transactions in the field of M&A and private equity and are involved in significant litigations with over 350 filings in various judicial forums across the country.

Abhijit graduated in 1994 and is a qualified Solicitor in India and England. His memberships include the Bar Council of Maharashtra & Goa, India, International Bar Association, Bombay Incorporated Law Society and Law Society (England & Wales).

**AXIOM**

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Business models and support: Kirsty Dougan, Managing Director - Asia

T +852 3189 2900 E [kirsty.dougan@axiomlaw.com](mailto:kirsty.dougan@axiomlaw.com)

Consultant recruitment: Tonia Tse, Attorney Talent Manager, HK & SG

T +852 3189 2909 E [tonia.tse@axiomlaw.com](mailto:tonia.tse@axiomlaw.com)

Axiom is the recognized leader in the business of law. Through our curated marketplace, we employ and then deploy 2,000 legal consultants, professionals, process engineers and technologists to deliver tech-enabled legal, contracts, and compliance solutions to the Fortune/FTSE 500. This is the future of law. Axiom partners with in-house legal counsels to provide tech-enabled business solutions. We combine flexible resourcing with value-added capabilities through two main platforms:

**Talent Platform** houses structured solutions that combine flexible resourcing with value-added capabilities:

- **Secondments** - Lawyers integrated into in-house departments for specific engagements.
- **Team Solutions** - Structured and managed teams equipped with tools to deliver large bodies of work.
- **Enterprise Solutions** - Programs that optimize the capacity and expertise of the legal department to match changing business needs.

**Contracts Platform** houses solutions tailored to specific use cases for industrialized contracts negotiation and data intelligence:

- **M&A Diligence & Integration** - Pre- and post-deal diligence, integration, reorganization, and divestiture support, aimed at boosting deal value.
- **Regulatory Compliance** - Contract intelligence and remediation to ensure compliance with new regulatory requirements, from data privacy to Dodd-Frank to Brexit.
- **Clinical Trial Acceleration** - Contract and budget negotiation solution engineered to onboard clinical trial sites in a quick, low risk manner, decreasing time to market.
- **High-Performance Contracting** - Improving and managing day-to-day contracts activities to enhance speed, quality, access to data, and customer experience.



**KIRSTY DOUGAN**

*Managing Director - Asia*

Kirsty Dougan is the Managing Director - Asia for Axiom. For the past seven years, Kirsty has spear-headed the growth of the regional business in Asia, with primary responsibility for

leading client development covering major F50 companies along with mid-sized financial, pharmaceutical, FMCG, and tech-companies. Axiom created a new segment in the legal industry which has transformed the way legal work is delivered. Through 2,000 legal professionals across 18 offices in North America, Europe and Asia, Axiom works closely with leading law departments and has completed hundreds of engagements across Asia improving their risk profiles, lowering their costs and creating more value for their corporations.

Prior to Axiom, Kirsty was Regional Counsel with Diageo based in Shanghai where she built the legal function for Greater China and lead the first foreign investment in the Chinese White Spirits industry.

Kirsty holds a First Class Honours degree in Law from the University of Strathclyde and an LLM in International Law from the University of British Columbia. She was previously a Senior Lecturer in Law at the University of Strathclyde in Scotland prior to moving to Asia in 2004 and is the author of several leading legal texts (EU law, Competition/Anti-trust and IP).



**CYNTHIA BARNARDISTON**

*Practice Manager*

Cynthia Barnardiston has recently joined Axiom Singapore as Practice Manager. Cynthia is responsible for growing the business and managing the Singapore operations. With

Singapore being a key market for Axiom, Cynthia's arrival underlies the growth ambition of the business.

Before joining the Axiom family, Cynthia spent over 10 years with a Multinational in Singapore in various business development and managerial roles. She was part of a senior management team responsible for growing the business from 6 to 50+ people. During her tenure, Cynthia won a number of company awards including, Team of the Year and Manager of the Year. Cynthia was also active in driving "Women in Management" in her last role where she was involved in mentoring and developing young women for a successful career in Sales roles. She has cross-industry knowledge, with particular expertise in the ICT, FinTech and Energy sectors.

Cynthia is fluent in both English and Cantonese and holds a Management Degree from The University of Manchester in the UK.

CONSILIO



1828 L Street NW, Suite 1070, Washington, DC 20036

T +202 822 6222 W [www.consilio.com](http://www.consilio.com)

Consilio is a global leader in eDiscovery, document review and legal consulting services. Consilio supports multinational law firms and corporations using innovative software, cost-effective managed services and deep legal and regulatory industry expertise. The company has extensive experience in litigation, HSR second requests, internal and regulatory investigations, eDiscovery, information governance and compliance, law department management, document review, contract management and legal analytics. ISO 27001 certified, the company operates offices and data centers across Europe, Asia and the Americas. For more information, please visit [www.consilio.com](http://www.consilio.com).



**PRACTICE AREAS**

- eDiscovery
- Document Review
- Legal Consulting Services



**KENYA  
SASADA**  
*Regional  
Director,  
Japan*

Kenya Sasada is a Regional Director in Japan. He and his team provide lawyers and their clients with investigative, computer forensics and eDiscovery services. Kenya advises his clients for cross-border litigations as well as regulatory investigations involving several technology solutions and complex document review in Japan, Greater China, Singapore and Southeast Asia.

Kenya is a graduate of the University of Matsuyama and holds a B.A.

**Consilio Tokyo**

18th Floor,  
5-11-2 Holland Hills  
Mori Tower Toranomon,  
Minato-ku Tokyo, 105-0001  
Japan  
+81 3 6860 7133



**DAN  
WHITAKER**  
*Managing  
Director, China*

Dan Whitaker is a Managing Director overseeing eDiscovery and Document Review sales, operations, and services throughout mainland China.

He has a 20+ year history in China and has lived continuously in Shanghai since 2008. Over the last two decades, Dan has served in sales leadership and general management sales for technology focused and software organizations both in China and the United States.

Dan holds a B.A. from Southern Methodist University in Dallas, TX. He also holds an M.A. in History from the University of Vermont and an M.B.A from the University of Connecticut.

**Consilio Shanghai**

1010 HuaiHai Middle Road  
K-Wah Center,  
Suite 2708  
Shanghai, China 200031  
+86 13601822938



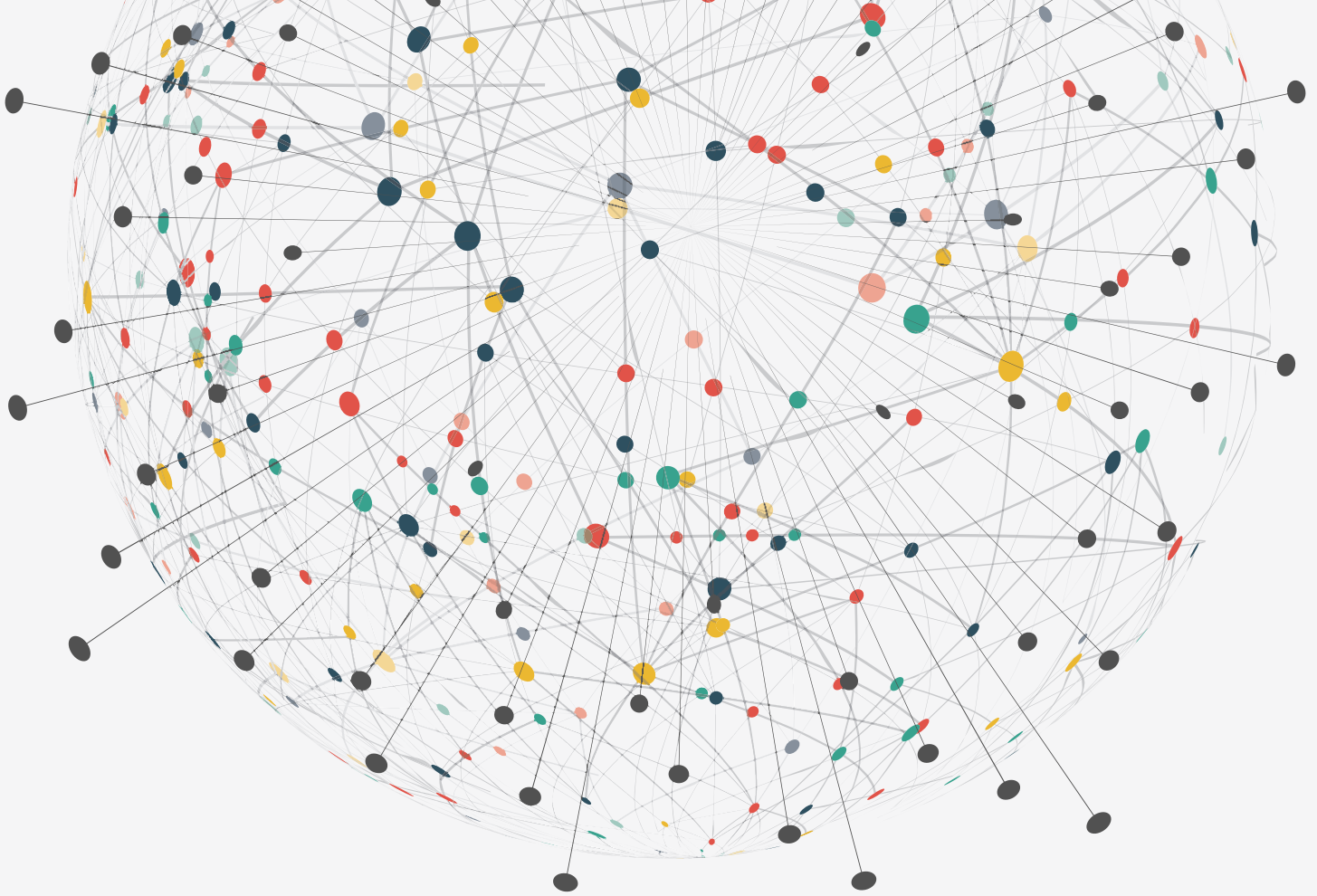
**BARRY  
WONG**  
*Regional  
Director,  
Hong Kong*

Barry Wong is a Regional Director based in Hong Kong, where he is responsible for Business Development and Account Management in the Greater China and Southeast Asia region. Barry advises clients on eDiscovery and Document Review solutions, specializing in complex cross-border and local/regional matters.

Barry was educated in Australia and holds an Advance Diploma in Business Management from Hales College, Melbourne.

**Consilio Hong Kong**

Level 12 Infinitus Plaza,  
199 Des Voeux Road Central,  
Hong Kong  
+852 3796 3566



COMING IN NOVEMBER

# BLOCKCHAIN: A LEGAL GUIDE

The emergence of blockchain and distributed ledger technology has been a gamechanger. These offer significant and scalable processing power, high accuracy rates, and apparently unbreakable security at a significantly reduced cost compared to the traditional systems the technology could replace. However, at the same time, it is also complicating the legal landscape in many emerging areas.

The *ALB* supplement *Blockchain: A Legal Guide* discusses some of these areas as well as some of the legal impediments that may need to be overcome prior to wide-scale implementation. It will feature contributions from regulators, law firms and other entities.

If you are a subject matter expert who wishes to contribute content to the guide by purchasing a chapter, contact **Amantha Chia** at [amantha.chia@thomsonreuters.com](mailto:amantha.chia@thomsonreuters.com) or **+65 6870 3917**.

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