



Pinsent Masons in Asia Pacific



Introduction to Asia Pacific

Pinsent Masons is no newcomer to the Asia Pacific region. We have advised and acted for clients here for more than 30 years, beginning with the opening of our Hong Kong office in 1983.

We were one of the first overseas law firms authorised by China's Ministry of Justice to open a representative office, in Guangzhou in 1993. We followed this by opening offices in Shanghai in 2002 and Beijing in 2007. We launched our Singapore Joint Law Venture, Pinsent Masons MPillay, in 2010, and opened our two Australian offices in Sydney and Melbourne in 2015.

Six regional offices and the accumulated experience of 30-plus years give us a deep understanding of the business cultures and commercial environments our Asia Pacific clients work in. Clients value our distinctively businesslike approach, the breadth of service we offer and our special blend of local knowledge backed by the strength and resources of an international law firm.

Asia Pacific is a key market for our services and we continue to expand our presence in this dynamic region.



Our areas of expertise include:

- Corporate & Commercial
- Compliance
- Dispute Resolution
- Employment
- Intellectual Property
- Projects & Construction
- Private Equity
- Tax & private wealth
- TMT & Sourcing.

We work with clients in China, Singapore, Japan, Malaysia, Myanmar, Taiwan, Laos, Hong Kong, Vietnam, Macau, Indonesia, Philippines, Thailand, Cambodia, India, Pakistan, South Korea and Australia.

All members of our team are fluent in English. We also speak a number of Asian languages and dialects including Mandarin, Korean, Japanese, Shanghainese and Cantonese.

Alliances and joint ventures with carefully selected law firms across the region allow us to provide continuity of service in locations where we lack a physical presence. These close connections give us the local knowledge and expertise to support clients working anywhere in the Asia Pacific region.

Through our network of thirteen offices in Europe and two in the Middle East, and our links with trusted associate firms in the Americas and Africa, we ensure that our clients have access to the highest quality legal expertise wherever in the world their business interests may lie.

Infrastructure

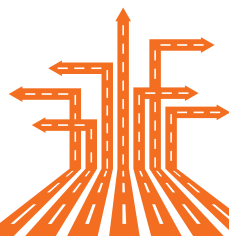
The global infrastructure market is vast. Between 2010 and 2020, expenditure on new economic and social infrastructure is predicted to be £20 trillion. Governments and businesses involved in the creation, financing and operation of complex infrastructure assets benefit from our combination of innovative thinking, local knowledge and commercial attitude. These are the strengths that enable us to deliver the solutions clients need.

We have the largest single team of infrastructure specialists operating in Asia, and are recognised as the leading infrastructure team in Asia Pacific.

Thanks to our experience of representing every type of participant – developers, funders, contractors, operators, consultants, and governments – we understand the entire project lifecycle from all these different perspectives.

Our experience includes:

- Advised a Chinese state-owned enterprise on the US\$600 million Mauritius Roads Decongestion PPP
- Advised on a dispute arising from the design and construction of a section of the Kallang-Paya Lebar Expressway, the longest underground expressway in South East Asia
- Advised Manila North Tollways Corporation on the North Luzon Expressway – one of the largest infrastructure projects undertaken in the Philippines in the last decade
- Advising the private sector developer of the elevated \$1.7 billion Bangkok Mass Transit System in Bangkok.





Energy

From inventing new ways of harnessing energy to finding cleaner, better ways of using existing energy sources, energy companies around the world are embracing change and challenging the way they do business against a backdrop of geopolitical shifts and unprecedented natural events.

We have built an international practice which spans the entire spectrum of the energy industry. Our clients range from oil supermajors and utilities to independent developers, equipment suppliers and financiers.

To meet the diverse commercial needs of our clients we have teams of energy specialists in construction, finance, employment, health & safety, property, planning, environmental law, tax, disputes, corporate and commercial law.

We have built strong relationships with government and regulatory bodies, industry professionals and the wider energy community. We understand how the energy sector works, and we bring this insight to bear in all projects.

Our experience includes:

- Advised a major independent power producer in China on its tender for the 2x 1000MW Central Java coal fired project with an expected investment value of \$3 billion
- Advised a consortium of international contractors in their bid for the construction of the processing and storage facilities of the US\$20 billion Ichthys LNG offshore and onshore facility in the Northern Territories, Australia
- Advising the Vietnamese Ministry of Industry and Trade on the 2x 660MW Vung Ang 2 coal fired BOT project, including advising on BOT documentation
- Advised a Chinese mining company on the acquisition of a listed mining company to secure mining rights in Africa.

Advanced manufacturing & technology

Our clients are rich in intellectual capital: manufacturing specialised products, selling technology-related services or having a high-value service delivery proposition. We support them with in-depth knowledge of their business sector, coupled with specialist legal know-how delivered by dedicated teams.

Our specialist telecoms, media and technology team acts in the full range of commercial and regulatory issues associated with TMT work and projects. We advise both private and public sector clients including operators, vendors, service providers, suppliers, property developers, governments and regulators, non-governmental organisations, users and customers.

This experience of working with a broad range of sector players gives our lawyers valuable insight into the commercial demands of all parties to a commercial and corporate project or agreement. Understanding the sector as we do allows us to quickly get to, or create, the solutions our clients are looking for.

Our advice is based on international best practice tailored to the unique requirements of the local and regional markets our clients work in.

Our experience includes:

- Representing Europe's leading car dealer on setting up its China business network, including advice and assistance on structuring a number of sales-service joint ventures, wholly-owned enterprises, acquisition of local dealers and related real estate matters
- Advising a leading pay TV and broadband service technology provider on an agreement for the development, manufacture and supply of set-top boxes to an Indonesia telecoms operator
- Acting for a major telecoms network provider in a dispute relating to the roll-out of a new 3G network in Hong Kong
- Advising a European steel company on employee confidentiality obligations relating to company proprietary information in Singapore including preparation of non-disclosure agreements.





Financial services

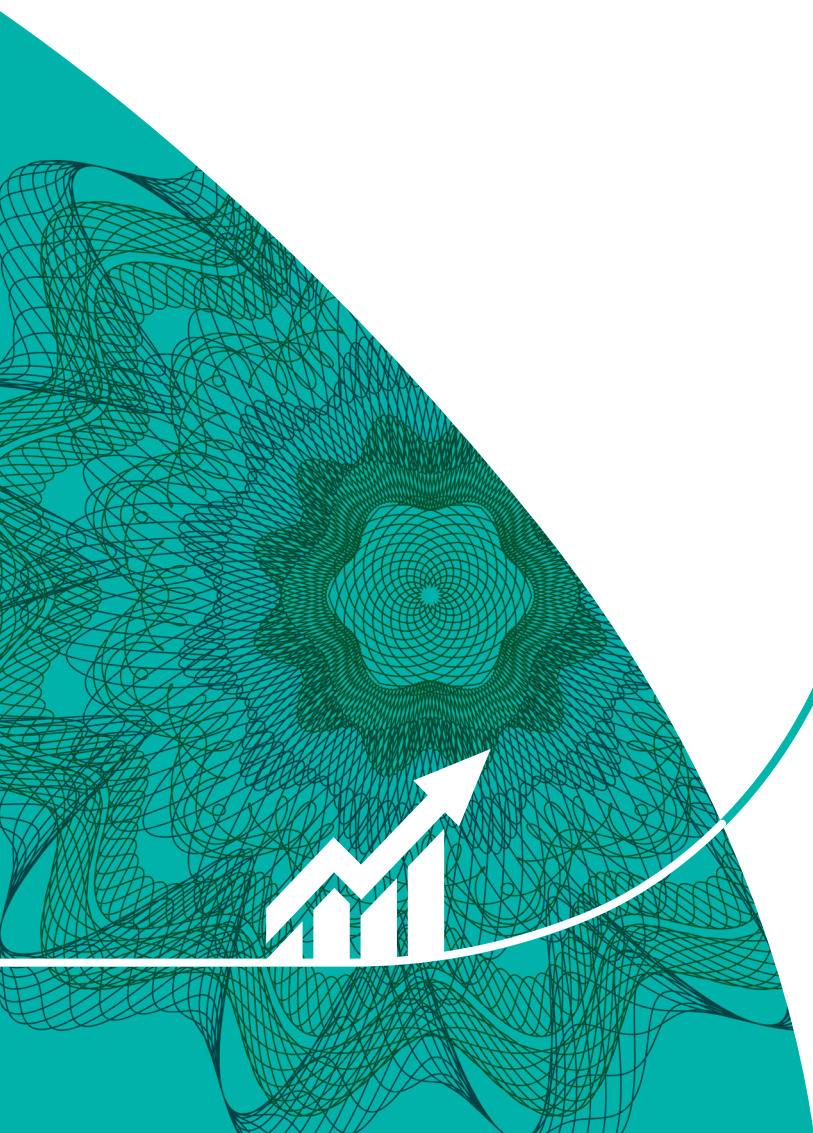
The in-depth experience of our financial services team benefits commercial clients, banks, insurance companies, asset management groups, other financial institutions and corporate borrowers throughout the Asia Pacific region.

In addition to acting in a wide range of commercial transactions we advise high net worth clients and a spectrum of financial institutions including commercial banks, investment banks, brokerage and securities firms, property investment vehicles, hedge funds, asset managers and other diversified financial institutions.

We help clients achieve their strategic and commercial goals while managing legal and regulatory risk through the combined efforts of our specialist lawyers. Wide sector experience, strong leadership and clear communication are among the key assets that we bring to the table.

Our experience includes:

- Advising a multinational insurance company on a host of worldwide data protection and privacy regimes as part of its deployment of a global HR processing system, including advice on data protection law and best practice in China, Hong Kong and Singapore
- Acting for the insurance arm of a major Japanese trading company on the acquisition of a Hong Kong insurance brokerage
- Advising the financial services arm of an American multinational on setting up a joint venture in China.





Global Reach

We are organised and resourced so that wherever our clients' commercial demands take them, we have the footprint and expertise to work with them. We deliver a strong local presence from our global network of offices with an excellent understanding of the market. We have a strong preferred law firms' network when local legal advice is required.

Europe

Our firm's origins in Europe date back to 1769, giving us an in-depth local knowledge and understanding of the markets. We offer the full range of services you would expect from an international law firm in our 14 European locations.

Asia Pacific

Asia Pacific has been a focus of the firm's international strategy for more than 30 years, beginning with the opening of our Hong Kong office in 1983. Our 6 locations currently consist of Beijing, Shanghai, Hong Kong, Singapore, Sydney and Melbourne. We will be opening in Perth in 2018.

Middle East

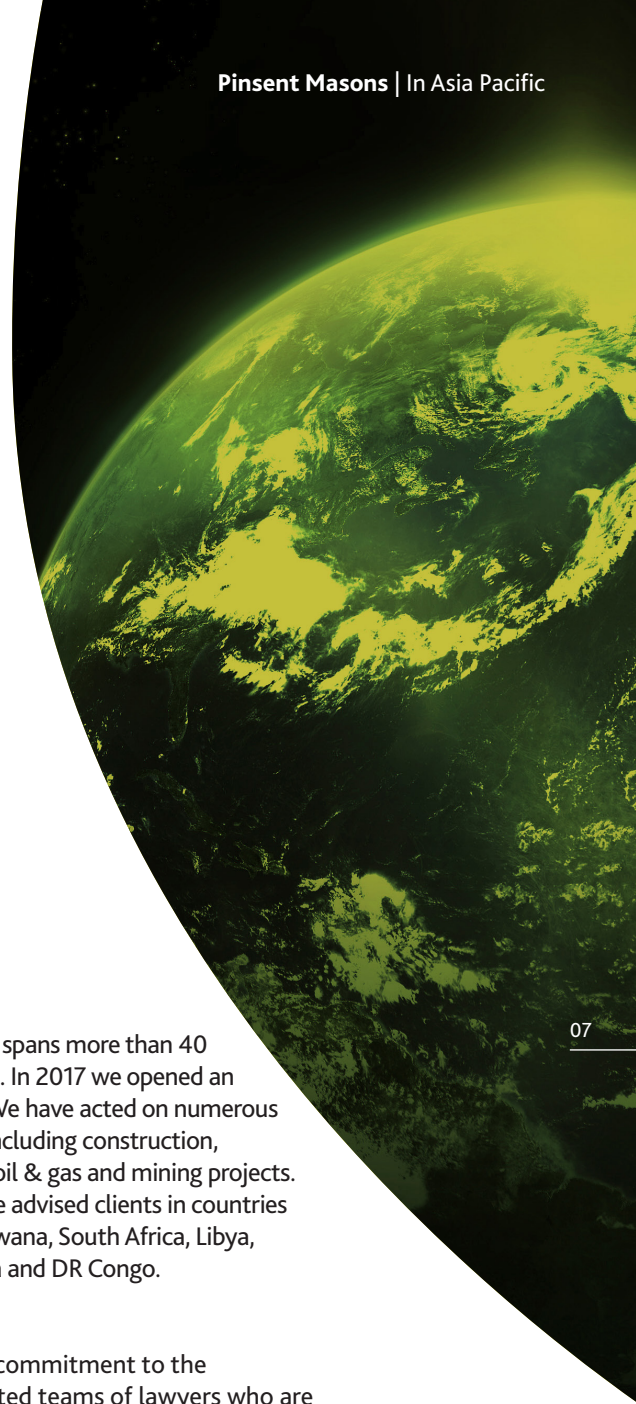
From our offices in UAE and Qatar, as well as alongside our associated law firm Alsabhan & Alajaji in Saudi Arabia, we have supported the wider Middle East region for over 30 years. We have an alliance network with local law firms ensuring we have the local knowledge and expertise to support client working across the entire region.

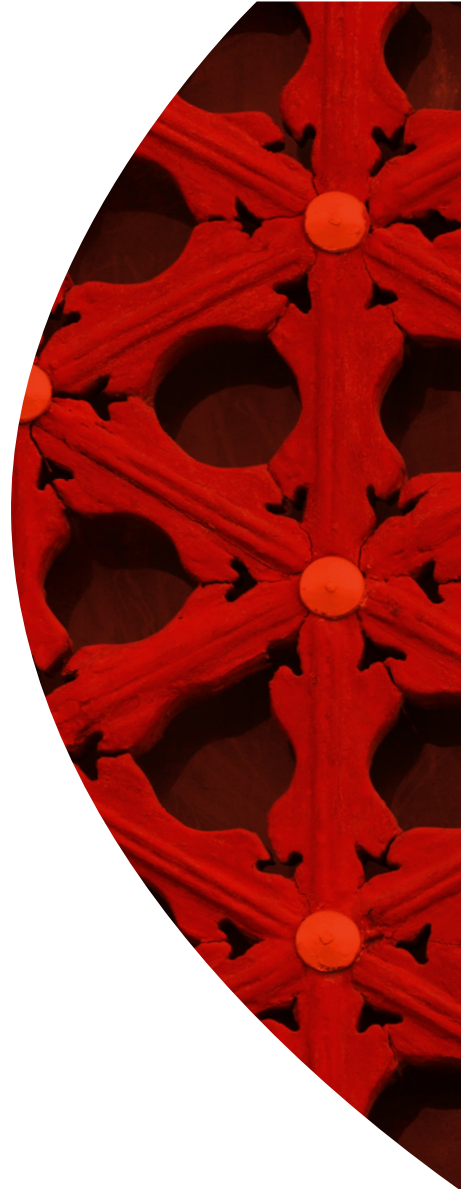
Africa

Our African experience spans more than 40 countries over 30 years. In 2017 we opened an office in South Africa. We have acted on numerous projects across Africa including construction, infrastructure, energy, oil & gas and mining projects. In recent years, we have advised clients in countries including Nigeria, Botswana, South Africa, Libya, Algeria, Egypt, Tanzania and DR Congo.

Americas

We have a long-term commitment to the Americas, with dedicated teams of lawyers who are experienced in supporting international clients on working throughout the USA, Canada and South America. Our deep working relationships with local law firms and trusted advisers enable us to act as a commercial partner.





Pinsent Masons LLP is a limited liability partnership, registered in England and Wales (registered number: OC333653) authorised and regulated by the Solicitors Regulation Authority and the appropriate jurisdictions in which it operates. The word "partner", used in relation to the LLP, refers to a member or an employee or consultant of the LLP, or any firm or equivalent standing. A list of the members of the LLP, and of those non-members who are designated as partners, is available for inspection at our registered office: 30 Crown Place, London, EC2A 4ES, United Kingdom. © Pinsent Masons 2018.

For a full list of the jurisdictions where we operate, see www.pinsentmasons.com