



Dato Paul Supramaniam



Chairman

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Education

LL.M., *Honours*, University of Cambridge (University Wright Rogers Law Scholar)
B Soc Sci, *Honours*, University of Keele
ATCL; LTCL (Pianoforte), Trinity College of Music London
MSIArb

Bar Qualifications and Language Proficiency

Dato Supramaniam is qualified to practice in the Supreme Court of England and Wales and the Supreme Court of Brunei. He also speaks Bahasa Indonesia, Malay and Tamil.

Areas of Expertise

Paul Supramaniam, Chairman of Law Asia, is an acknowledged leading international Corporate and Commercial Lawyer. He has led numerous cross border mergers and acquisitions, capital market transactions, privatizations, joint ventures and private equity investments in Asia, Europe and Australia; with particular jurisdictional familiarity with Singapore, Indonesia, Malaysia, Thailand, India, Sri Lanka, Vietnam, Myanmar, Philippines, Cambodia, Bangladesh, the UK, Finland, Sweden, Spain and Australia.

He is ranked Most Outstanding Cross-Border M&A Lawyer – Singapore 2018 by Corporate LiveWire, Mergers and Acquisitions Lawyer of the Year 2018 for Myanmar by Finance Monthly Global Magazine, Global Leading Lawyer 2017 by Lawyers Worldwide Awards Magazine, Mergers and Acquisitions Lawyer of the Year 2017 for Singapore by Finance Monthly Global Magazine, Mergers and Acquisitions Lawyer of the Year 2017 for Myanmar by Finance Monthly Global Magazine, Mergers and Acquisitions Lawyer of the Year 2016 for Myanmar by Finance Monthly Global Magazine, M&A Deal

Maker of the Year 2015 for Singapore by Acquisition International Magazine , Most outstanding M&A lawyer of the year 2015 for Singapore by Corporate LiveWire, M&A lawyer of the year 2015 for Singapore by Finance Monthly Global Magazine and Mergers and Acquisitions Lawyer of the Year 2014 for Myanmar by Finance Monthly Global Magazine.

International Who's Who Legal has referred him as *"One of the world's leading M&A lawyers"*, in Chambers Global as an M&A *"leading expert"* in South East Asia, in Asia Pacific Legal 500 as a *"leading practitioner"* and he is listed in PLC as *"One of the most prominent M&A lawyers in the region"*, and by Chambers Global as well as Chambers Asia as an Expert for Myanmar (General Business Law) Bangladesh (Corporate & Finance), Malaysia (Corporate & Finance), Brunei (General Business Law) and Singapore (Projects & Energy), (Corporate/M&A).

Dato Supramaniam sits/ has sat on numerous Boards and Committees, including the Singapore India Business Roundtable, Singapore British Business Council, Judicial Court for the Anglican Province of South East Asia. Pinacothèque De Paris, Singapore Symphony Orchestra, Save the Children, Singapore Lyric Opera, Asian Civilisations Museum, SINDA, National Art Gallery and was also previously a Senior Officer (Lt Colonel) in the Singapore Armed Forces. He is a former President of the Singapore United Kingdom Association, a former Vice-President of the British Chamber of Commerce and current President of the Singapore Oxford and Cambridge Society, and a Member of Her Majesty's Honorable Artillery Company, as well as a Freeman of the City of London.

He was previously Senior Partner Asia (English Law) for Latham & Watkins, and thereafter Asian Managing Partner of a leading UK law firm.

Mr Supramaniam is a limited partner in 3 major private equity houses and was a founding partner in a leading Indochinese private equity house. He also sits on Asian holding boards and/ or as Senior Advisor of a Spanish MNC, a listed energy major, and a Treasury company.

He has been conferred the award of Knight Companion of the Esteemed Order of the Crown of Pahang which carries the title Dato. He also holds military awards from Singapore and the USA.

Representative Matters

Private Equity

- Representation of **KKR and Silver Lake Partners** in the Asian aspects of their acquisition of Agilent Technologies Inc. Semiconductor Products Group for **US\$2.66b**, creating the **largest privately held semiconductor company in the world**.
- Lead International Counsel for the Lead Promoter and private equity funders in negotiations with prospective investors for a major telecommunications project in **Vietnam**. Details highly confidential. **Transaction value circa USD 2 Billion**.
- Representation of **Near**, a leading mobile intelligence and data aggregation platform and services provider for the mobile market, in their **negotiations with an incoming strategic investor** (NASDAQ Listed) and associated Series C Financing Round. In addition to the commercial negotiations, this matter included analysis and extensive drafting amendments to the existing Shareholders' Agreement and the Company Constitution.
- Representation of a **Swedish Family Office** in relation to its private equity investment and subsequent corporate restructuring of certain strategic investments in the Myanmar technology sector as well as a capital injection into the same.

- Lead international counsel for **Aureos** in a funded acquisition of a regional water processing and manufacturing operation.
- Lead international counsel for a major private equity house in the restructuring of a **Malaysian** investment.
- Lead counsel representing **Aureos** on the acquisition of an educational service provider in Asia Pacific region, with target businesses in Australia, Singapore, Malaysia, Thailand, Indonesia, Hong Kong and China.
- Represented the sponsors on the establishment of a private equity fund in **Bangladesh**.
- Represented Leopard Capital on a buy-out transaction in **Cambodia**.
- Advised on the private equity financing of a leading lifestyle entertainment operation in SE Asia.
- Representation of the **promoters of British University Vietnam** in the negotiations relating to a growth capital investment by a private equity house.
- Represented the private equity sponsors in the corporate restructuring and refinancing of a India/Mauritius investee company.
- Asian Regional external counsel to **Aureos Advisors**, in relation to their US\$ 550 Mn of Private Equity Funds under Management in the Asian region.
- Representation of a private equity funded consortium (with mezzanine financing) in the controlled auction and bid process of **Shell LPG** in Malaysia.
- Representation of **Leopard Capital LP** in various private equity investments in Bangladesh, Cambodia and Vietnam and in various fund raising transactions.
- Representation of **General Enterprise Management Services Limited (GEMS)** and **UCL Asia** in their acquisition and capitalization of the insurance division of Omni Whittington Group, with operations in Europe, North America and Asia and with US\$10b of client and owned insurance liabilities under management. This transaction involved a simultaneous management buy-out and buy-in.
- Representation of **Odyssey Investment Partners LLC**, a US private equity house, in the acquisition of a defence and aviation components manufacturer in the US, and its Malaysian operating subsidiaries.
- Representation of **General Enterprise Management Services Limited (GEMS)** in their negotiations to acquire a pre-NASDAQ IPO strategic equity stake in a Korean telecommunications company.
- Representation of **General Enterprises Management Services Limited (GEMS)** in their equity and debt capitalization of **Cargo 360 Inc**, a U.S. FAA approved low-cost airline through the associated acquisition from Korean Airlines on a staggered basis of their cargo airlines business and aircraft, with junior and senior lending from a specialist U.K. fund and with associated wet and dry lease arrangements and the subsequent spin-off of the GEMS equity interests in Cargo 360, Inc.
- Represented **Thakral Capital** in negotiating with the private equity arm of a major US Bank on the terms of a joint venture investment.
- Lead counsel on the acquisition of an educational service provider in Asia Pacific region, which has presence in **Australia, Singapore, Malaysia, Thailand, Indonesia, Hong Kong and China**.
- Representation of **Caliburn Capital Partners** in its establishment and expansion of its Asian operations.
- Representation of **Spinnaker Capital** in its establishment in Asia and other general corporate advice from time to time.
- Representation of the Promoters and Fund Managers of a **Bangladesh private equity Fund**.

- Representation as corporate counsel to **Marathon Asset Management LLC** in the private equity financing of an Indian conglomerate.
- Representation as lead international counsel for a private equity funded acquisition of a regional water processing and manufacturing operation.
- Representation of **Dubai Investment Group** in an investment in a Vietnamese oil and gas fabrication company.
- Representation of **Dubai Investment Group** in relation to its participation as strategic investor in the reverse takeover by CMBL of Amanda Industries for US\$82m.
- Represented **Dubai Ventures Limited** in its participation as lead promoter of a Strategic Vietnam Growth Fund.
- Representation of **VAM Vietnam Strategic Fund Ltd** in respect of restructuring of the fund for the purposes of a strategic investment.
- Representation as international counsel of **Serono, Inc.**, a global biotechnology leader, in connection with the establishment of a cutting edge biotechnology joint venture in Asia to be financed through a private placement and government incentive loan.
- Representation of the private equity arm of **Istethmar** in its joint venture private equity investment in a worldwide (excluding AFTA) the leading gas compression business; and also in the exit 3 years later via sale to a Weatherford GE Capital partnership.
- Representation of the sponsors of a Vietnamese services business in negotiations involving the injection of private equity growth capital.

Corporate, Mergers and Acquisitions, Joint Ventures

- Representation of **Consumer Goods Myanmar**, one of Myanmar's major manufacturing conglomerates, in relation to the sale of the market leading "Laser" brand of toothpaste to Colgate Palmolive and the conclusion of an exclusive distribution agreement (transaction value over USD 100 Million) (**one of the largest M&A transactions in Myanmar to date**).
- Representation of **Konecranes**, as part of the international team on **various aspects of its divestment of certain STAHL CraneSystems assets to Columbus McKinnon Corporation** (NASDAQ Listed). This transaction is subject to merger control approvals and the **closing of the Konecranes acquisition of the Terex Corporation Material Handling & Port Solutions Business**.
- Representation of **Konecranes on various regional corporate M and A transactions in Asia**.
- Lead counsel for the purchasers (an international consortium including a European bank) in a **takeover code bid to acquire a major regional bank in Asia, with multiple regulated banking licenses across Asia**.
- Acting for the Purchaser on the restructuring of a Target business with assets in multiple ASEAN jurisdictions. This restructuring exercise will require the Target to **divest itself from entities in Pakistan and India** prior to closing and to incorporate intermediate holding vehicles above certain subsidiary entities.
- International Legal Counsel for Consumer **Goods Myanmar** in the establishment of its **Joint Venture with Crown Cork** (NYSE Listed) for the construction and subsequent operation of a 3-Piece can manufacturing facility in Yangon. The Joint Venture negotiations included the structuring of

investor participation, construction financing and EPC contract negotiations, export/import facilities and distribution arrangements.

- Representation of **ED & F Man**, a leading commodities trader, in its joint venture with Yoma Strategic Holdings Limited, a Singapore Stock Exchange listed company, for the cultivation and production of coffee and other agricultural products in **Myanmar**. This involved advising on the appropriate corporate structure for the joint venture and ongoing advice regarding the legal and commercial aspects of the venture, as well as creating a corporate model in which the International Finance Corporation can participate as a core shareholder – transaction publically announced.
- Representation of a **listed European MNC** in relation to its divestment from certain strategic, minority equity positions in certain companies in Indonesia and Malaysia.
- Represented **Coastal Energy Company (Toronto and AIM listed)** in their acquisition of various key production assets in Malaysia.
- Represented **Coastal Energy Company** in its group reorganisation and in the acquisition of various Mobile Offshore Processing Units (MOPUs).
- Representation of an **Middle East** significant Minority Investor in relation to its divestment via an M&A Russian Roulette Mechanism from a Regional food and beverage business.

This required a complex buy-or-sell, winner takes all M&A mechanism, which we devised, with clients intent being to exit – which we successfully implemented.

- Representation as international counsel of an EP Team, Inc. in its **strategic acquisition by a Berkshire Hathaway subsidiary**, Burlington Northern Santa Fe Logistics, LLC (BNSFL) .
- Lead international counsel for the Vendors on the sale of an Australasian business to a leading MNC - transaction value of circa S\$ 100 Million.
- Lead counsel for one of the lead bidding consortiums in the **controlled auction of the Shell LPG** business in **West Malaysia**.
- Lead International Counsel to a leading private equity house in the **Purchase of a Australasian Private Equity Fund manager**, with US\$ 40 Million assets under management.
- Lead international counsel **for InMobi Pte Ltd** (the world's largest independent mobile advertising service provider) in its **acquisition of MMTG Labs** Incorporated, a leading UK developer of white-label app stores for mobile media publishers.
- Lead international counsel in **InMobi Pte Ltd's acquisition of Overlay Media Limited**, a UK software development company specialized in the delivery of personalized content to mobile users.
- Lead international counsel for **InMobi Holdings Pte Ltd in its acquisition of Metaflow Solutions Limited**, a UK application publisher for independent, OEM and operator mobile media appstores.
- Representation of a European listed multi-national building materials company (**market cap circa Euros 16 Billion**) in relation to its bid / proposed acquisition of a manufacturing facility in Bangladesh and the corresponding due diligence process. Advise on acquisition structure and implementation and transaction implementation.
- Lead international counsel representing a **French business aggregator** in their expansion in the Asia-Pacific region.

- International counsel to private equity (PE) fund Zephyr Peacock India and Singapore-based PE fund Credence Partners in its joint investment of Singapore-based logistics company 20Cube.
- Representation of the sole shareholder of Aleph in the **sale of majority shares to STW (Australian Stock Exchange listed leading Australian communications group)**.
- Lead international counsel for a **listed Indian company** in its debt and equity participation in a mining transaction in **Thailand**.
- Representation of one of South East Asia's biggest internet companies in its acquisition of key assets in **Indonesia** as part of its growth strategy.
- Representation of a **listed cement major** in its proposed acquisition of significant industrial assets in **Myanmar**.
- Current representation of a leading Fast Moving Consumer Goods company in the divestment of one of its business lines in **Myanmar**.
- Represented the vendor on the sale of a brokerage minority interest in **Indonesia**.
- Represented a regional media company (Novus Media Solution) in the acquisition of a publishing business.
- Represented Multinet (a **Russian technology software group**) in its successful acquisition of an ISP provider in Bangladesh.
- Represented **Dart Global Logistics Group** in a regional M&A acquisition.
- Represented a minority shareholder in the sale of a strategic block of shares in a branded business.
- Representing the vendors in the sale of a controlling interest in a regional services provider to a European trade purchaser.
- Representation of a leading Myanmar family in its joint venture negotiations with a Malaysian listed company for the establishment of a significant manufacturing facility in Myanmar.
- Representation of one of **Myanmar's leading manufacturing conglomerates** in relation to a significant sale of a core business unit to **Colgate Palmolive** (NYSE listed) - **announced as one of the largest M&A transactions in Myanmar to date**.
- Acted on the establishment of a joint venture company owned by a leading soft commodities trader and its Myanmar counterpart
- Current representation as lead International Counsel of **Coastal Energy Company** in its joint hydrocarbon exploration project with PETRONAS (deal value above USD 1 Billion).
- Off-shore counsel representation of **Overseas Union Bank** in their successful defense of the **US\$6b** hostile take-over bid by the Development Bank of Singapore. At the time this transaction was the largest hostile takeover in Singapore.
- Representation of **Singapore Exchange** in its 20 per cent acquisition of the Philippines Dealing System.

- Representation as international legal counsel of a **European Consortium** in leading the acquisition of a key strategic stake in a **regional bank** in the ASEAN region and instructing various regional counsel.
- Representation of **Sasol Chemical Industries Limited** in its **global demerger** of **US\$307m** worldwide joint venture of Sasol acrylic acid and acrylates business with Mitsubishi Chemical Corporation (MCC); effected through the acquisition by Sasol of MCC's equity interest in the JV.
- Representation of the international legal team in a major due diligence exercise on **PT Chandra Asri** in Indonesia in connection with a proposed **US\$800m** equity participation by an oil major.
- Representation of **Alstom** in the Southeast Asia and China aspects of its **US\$910m** disposal of its heavy duty gas turbine business to General Electric.
- Representation of **Petronas** in their **US\$600m** bid to acquire a substantial aromatics division from a listed European chemicals major.
- Lead international counsel representing a Dual Listed USD 2 Billion company in a hydrocarbon exploration contract with an **oil and gas major** in the region (transaction value exceeding USD 1 Billion).
- Lead International counsel on the acquisition of a leading energy business in **SE Asia** being sold under a controlled auction (transaction value - USD 100 Million plus).
- International corporate counsel to the **Lemnos Group of Australia** on various M&A matters of value **above US\$ 80m**.
- Represented several commodities traders to set up their trading presence in Singapore.
- Represented a Swiss commodities trading group in the establishment of their Singapore subsidiary.
- Represented **OMV AG** to set up their regional operations in Singapore.
- Representation of the minority shareholders in the disposal of a strategic stake in a **financial institution** in **Indonesia**.
- Representation of the financiers in the US\$211m Management Buy-Out of **New Straits Times** and **TV3** in Malaysia (the then largest management buy-out in Malaysia).
- Lead international counsel on three simultaneous acquisitions of technology companies in UK (two) and USA (one) by a USD 300 Million technology company (the largest in the world in mobile advertisement).
- Representation of the **Omnicom Group** in its acquisition of a controlling interest in a Malaysia media group and creating a novel trust structure to comply with certain domestic restrictions.
- Representation of a Malaysia listed company (with Japanese controlling interest) in its bid for the **Mosquito Coil Group** of companies (previously owned by the Salim Group) in connection with a proposed IBRA sale in **Indonesia**.
- Representation as international counsel of the **Keppel TatLee Bank Limited** in the foreign aspects of its acquisition of the mortgage portfolio of the Singapore Branch of Allied **Irish Bank plc**.
- Representation as international counsel of **GL Holdings** in their disposal of a 23% equity holding in Osprey Maritime (a Singapore-listed company).

- Representation of a major listed European Telco in its participation in the auction process run by Goldman Sachs for the sale of a strategic significant equity investment in **Digital Mobile Philippines Inc.**, including diligence, coordinating, structuring of the bid and issues relating to applicable Philippines tender rules, laws and regulations.
- Representation as international counsel of **Novus Media Solutions** in the acquisition of the entire equity of Firestarter Pte Ltd.
- Representation of **Dart Global Logistics**, a leader in international freight forwarding with offices in 12 countries, in connection with its group reorganisation, sale of a minority stake and further capital expansion.
- Representation of a **major cement manufacturer** in its proposed acquisition of a cement plant in **Sri Lanka**.
- Representation of one of the shortlisted bidders for **Emirates Cement Bangladesh Limited (ECBL)**, an offshoot of Dubai-based Star Cement (part of the **ETA Star Group**).
- Representation of **Whittington Group** in relation to a **UK acquisition** of a new Lloyd's insurance and reinsurance syndicate.
- Representation of **Polycore Optical Pte Ltd** in its bid to acquire BMC Vision Ease out of the US Bankruptcy Court under a **US statutory auction process**.
- Representation as international counsel of **Worldcom** in its acquisition of a telecommunication network service center in Singapore of another major telecommunications company.
- Representation of a leading European cement company in its proposed acquisition of a significant minority shareholding in a listed entity and direct equity participation in its **China** subsidiary.
- Representation as international counsel of a **PSA Corporation** subsidiary in connection with its participation in a **US limited partnership**.
- Representation of **Hitachi** in restructuring its equity interest in a listed Indian company.
- Representation of the vendors in the sale of a leading **Australian agricultural business** on European MNC.
- International regional corporate counsel to **Ciments Francais S.A. / Italcementi Group**.
- International corporate counsel to **Swiber Holdings Limited** on various matters.

Projects, Real Estate, Property Infrastructure, Hotels & Leisure

- International Legal Counsel and Lead Regional Counsel for a **Leading MNC** in the **Renewable Energy Sector**, in relation to its entry into the SE Asian market. This market-entry initiative involves complex and distinct M&A and Joint Venture transactions in multiple jurisdictions, including **Indonesia, Thailand and Malaysia. Total transaction value is circa USD 1.5 Billion.**
- Current representation as Lead International Counsel to the Promoters on the first **PPP waste incinerator project in Metropolitan Jakarta.**
- International Counsel to **Axia NetMedia Corporation** in negotiating and establishing OpenNet, a consortium comprising Axia (30%), SingTel (30%), Singapore Press Holdings (25%) and SP

Telecommunications (15%) in relation to the **\$1Bn** plus Next Generation National Broadband Network of Singapore.

- Representation as international counsel to **Harrah's** in establishment of their joint venture with Keppel Corporation in relation to their **multi-billion dollar** bid with Keppel Corporation to build and operate the Marina Bay Integrated Resort and Casino in Singapore.
- Current representation of **a European multinational corporation** in relation to an acquisition of a significant interest in a mining asset in Asia.
- Representation as international counsel of **Petronas** together with financial advisors CSFB, in the bid to acquire British Petroleum's 30% equity interest in Singapore Refining.
- Representation of **a bidder** for the CPC Retail assets in **Sri Lanka**.
- Representation as international counsel of the promoters / owners of one of the key assets at **Marina Bay Sands** integrated resort in Singapore.
- Representation of **Como Hotels & Resorts** in a hotel management development project.
- Representation as international counsel of the **University of Warwick** in all aspects of their negotiations (which was subsequently aborted) with the Singapore Government as well as the Singapore Economic Development Board to establish a full service 10,000 student university/Asian campus in Singapore. The transaction also involved negotiations with funding institutions.
- Representation as international counsel of **Crystal Pavilion Marina** in the private equity investor round for the funding of a development at **Marina Bay Sands Singapore**
- Representation as international counsel of the lead arrangers, **CSFB, Calyon** and **Aareal Bank**, in connection with US\$750m credit facilities made available to an affiliate of Colony Capital to finance its acquisition of the hotel business of Raffles Holdings Limited. ***This deal was named 'M&A Deal of the Year 2005' by Asian Legal Business.***
- Represented **Thakral Capital** in its bid to acquire a heritage hotel.
- Representation of a Malaysian company in connection with its private equity investment by **Credit Lyonnais Asset Management**.
- Advice on various pre-privatisation aspects to relevant government agencies in relation to **Pulau Muara Besar, Brunei**.
- Advice to **STSE Engineering Services Pte Ltd and ST Marine** as EP Contractors in relation to the design, construction, and management of a new waste Incinerator Plant in **Brunei**; being the first of its kind undertaken on a PPP basis. The project also includes the preparation of the Sungai Paku engineered landfill (with Leachate) facility, the harvesting of gas and the building of the waste transfer and logistics station; as well as commercial implications, pollution, landfill, waste management and environmental issues arising from the project. The project as a whole is seen as a way forward towards an improved and more sustainable environment in Brunei.
- Representation of **Raffles International** in connection with their successful securing of a site and joint venture to develop a 30 storey integrated hotel complex in **Tallinn, Estonia**, including all aspects of the development, financing and 30-year hotel management arrangements.
- Representation of **Stonehage Westcity Property Fund Ltd** in relation to a joint venture with Olympia/Mycom (listed in Kuala Lumpur) for the development of a RM 1.8 billion mixed use land portfolio in Malaysia. Representation was in all aspects of the transaction including joint venture

agreement, financing documentation, leading due diligence on the property and advising on the sale and purchase of real estate in Malaysia and subsequent sale of property post completion.

- Representation of the MNC **sponsors** in a major infrastructure development project in **Cambodia** subject to a 30 year concession and with ADB Funding.
- Issuer's counsel on various Mortgage-backed Securitisation offerings for **Bear Stearns** in the London markets.
- Representation of **GIC** Real Estate in various real estate related transactions in the **United Kingdom**.
- Representation as international counsel of **Plan B Ventures** in relation to its investments in a Mexican themed retail business in South East Asia.
- Representation of **Ceylon Hotels** on various corporate and hotel consultancy related matter.
- Representation of **Raffles International** in its abortive negotiation to secure a hotel management contract in New York.
- Representation of **Raffles International** in contract issues associated with L'Ermitage Hotel, Beverly Hills.
- Representation of the **foreign hotel management company** in relation to issues arising from the interpretation of certain rights and obligations under the Hotel Management contract with the then owner of the **Hotel Sonargaon** in Bangladesh.
- Representation of **Christ Church College, Oxford** in various real estate and agricultural development projects, in the United Kingdom.

Contracts / Commercial

- Representation of the leading logistics company in Myanmar in one of the largest market access distribution agreements to be concluded in Myanmar with a major MNC (**Colgate Palmolive**).
- Lead International Counsel in the negotiations for the distribution arrangements for **Red Bull** in **Myanmar**.
- Lead international global coordinating counsel of the **world's second largest mobile advertiser, Inmobi**, in its various contracts multi jurisdictionally.
- Lead International Counsel advising **Konecranes** on its agreement with Indonesian state-owned terminal operator **PT Pelabuhan Indonesia III (Persero) ("Pelindo III")** to assemble and deliver container handling equipment comprising 10 Ship-to-Shore (STS) cranes, 20 Automated Stacking Cranes (ASC) and 5 Straddle Carriers (SC) - The exact value of the order is confidential (but is publicly disclosed by Konecranes as **more than EUR 100 million**).
- Regional counsel for a UK Listed major oil and gas equipment manufacturer in its various joint ventures and contracts in SE Asia.

- Assisted a listed company **creatively to de-equitise a regional JV in Thailand** – which the prior counsel had not found a solution for. We structured and implemented the solution within a week and the structure was approved by reporting accountants.
- Representation of a Singapore-led joint venture in the development of a **sugar refining operation** in a sizeable plantation estate (over one hundred acres) outside of Mandalay, Myanmar.
- Represented a regional client in establishing a new **coal trading business**, involving coal sourced from **Indonesia**.
- Represented OMV AG (one of the largest global traders) to set up their regional operations in Singapore.
- Represented **Swiber Holdings Ltd** in several transactions involving the supply of off-shore support vessels to a leading Egyptian oil company and to a leading Saudi Arabian oil company.
- Represented a leading Austrian group, **OMV**, in the establishment of their regional HQ structure.
- Represented a US-headquartered multinational logistics company in the establishment of their South-East Asian operations.
- Represented a foreign bidder in securing a defense contract from a South East Asian government agency.
- Representation of a leading **Russian telecommunications** infrastructure construction company in its participation in an infrastructure project in **Myanmar**.
- Representation of a leading European MNC in its various Asian commodities projects.
- Representation of a leading **Sri Lankan property developer** in a regional retail development project.
- Represented leading travel solutions provider, **Abacus International Pte Ltd** in the review and negotiations of its global strategic partnership agreements.
- Representation as international counsel of the **Sasol Group** in the review and amendments to their standard Agency and Distribution Agreements in Singapore, China, Vietnam & Malaysia.
- Representation as international counsel of **Axia NetMedia Corporation /OpenNet** in securing rights of access to the existing 10,000-km cable infrastructure of SingTel in connection with OpenNet's consortium bid to operate the Next Generation National Broadband Network of Singapore.
- Representation of **Inter-Touch** a wholly owned subsidiary of **NTT DoCoMo** in relation to the novation of certain Restricted Stock Unit Plans arising from re-organisation of its parent, Inter-Touch BV.
- Representation of the Malaysian subsidiary of a leading Middle East bank in setting up a Mudharabah Facility for a Chinese conglomerate.
- Representation of **Star Cruises Limited** on the roll out of new products and businesses in multiple Asian jurisdictions.
- Representation of **Technicolor Network Services** on broadcast playout and transmission agreements with various major broadcasters in Asia including a major 10-year outsourcing by ITV.

- Representation of **McGraw-Hill Companies Inc.** in relation to certain Asian competition commission aspects arising from the merger of **Thomson** and **Reuters**.
- Representation of **Network Appliance** (SEC-listed) in the implementation of a corporate governance, compliance and best practices programme for all directors and senior management across the Asia-Pacific including China, Hong Kong, Japan, Singapore, Malaysia, Philippines, Australia and India.
- Representation of **Petronas** in establishing their joint venture with Matra to manufacture NGV taxis.
- Representation as international counsel of **Sasol** in a major US\$100m collaborative research and manufacturing joint venture held through a Singapore holding structure.
- Representation as international counsel of **Alstom** on the roll-out of its worldwide employee share scheme in Indonesia, Singapore and Malaysia.
- Representation of **Genting Berhad** in relation to the reorganisation of its European holdings and subsidiaries.
- Representation of **PSA Corporation** in relation to its implementation of a Safe Commerce Trading and Routing Program into the USA.

Defense

- Representation of **Northrop Grumman UK** in the provision of the Joint Operations Centre command and control capability, for **Brunei's Ministry of Defence**. The facility being for The Royal Brunei Armed Forces, and included the supply of an integrated Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance (C4ISR) headquarters system and a deployable Joint Operations Centre (JOC) together with the provision of training and in-country support.
- Representation of a **US based** specialist defence aircraft and satellite managed solutions provider in closing a Defence Logistics contract with a leading MNC to provide Defence Logistics for a regional government.
- Representation as international counsel of the majority shareholders of one of the bidding consortiums in the largest ever **Singapore defence PPP procurement**.
- Representation of a **Singapore Technologies** led consortium in its bid to provide logistics support for a foreign Ministry of Defence.
- Counsel to the **multi-modal operator** in a US foreign military sale to a South East Asian country.
- Counsel to the **foreign supplier of propulsion systems** for the Singapore Navy.
- Represented a **US DOD supplier** in the establishment of a **US-Singapore defence joint-venture**.
- **Malaysian Foreign Military Sales** – Representation of a foreign party involved in defense supplies to Malaysia.
- Advice to an Asian country on Defense policy related matters.

- Representation in the Asia Pacific aspects of the acquisition by leading U.S. listed telecommunications companies of the **defense and telecommunications** business of an Australasian-listed defense entity.
- Representation as international counsel of a **US defense** supplier in its bid to supply a missile defense system for the **Singapore Armed Forces**.
- Representation of the foreign partners of **Singapore Technologies** in a defence related matter comprising the establishment of a joint venture vehicle, negotiating with a government defense agency and successfully securing a long-term defense contract.
- Advises to the Foreign Logistics provider of heavy airlift services for a regional Ministry of Defence.
- Advising a regional Ministry of Defence on creating a template on rules of engagement of its various land, naval and the air force operations to create inter-operability, and a creation of combined overlapping collaborative tri-service readiness to include para-military forces and the police force.
- Advising a regional Government on legal issues associated with creating umbrella ROEs for undertaking surveillance, anti-terrorism, counter-terrorism, disaster relief, control of civil unrest and key installation policing operations.

Ports

- Representation of **PSA Corporation** (from LOI till the final grant of the Concession) for the 30 plus 30 year concession to build, own and operate a container port at **Sines in Portugal**.
- Representation of **PSA Corporation** in its bid to acquire CSX World Terminals (Transaction value in excess of US\$1 billion, with diligence undertaken on ports and port assets located in N. America, Latin America, Europe, and Asia and involved detailed diligence of the following ports and port assets: North America (Corporate Headquarters; CSX World Crane Services; and CSXWT Consulting); Latin America (Rio Haina, Dominican Republic; Punta Caucedo, Dominican Republic; and CSX World Terminals Puerto Cabello); Europe (European Headquarters – UK; and CSX World Terminals Germersheim); Asia (Asia Headquarters - Hong Kong; CSX World Terminals Hong Kong; Asia Container Terminals - Hong Kong; ATL Logistics Centre Hong Kong; ATL Logistics Centre Yantian; Orient Trucking Limited; CSX Orient (Tianjin) Container Terminals; Yantai Port; Shanghai JIFA Logistics Co.; Vostochny International Container Services; and Pusan Port, Korea) and Australia (CSX World Terminals Adelaide).
- Representation of **PSA** in various regulatory matters.
- Representation of the **Government of Sri Lanka and the Sri Lanka Port Authorities** - Privatisation of Queen Elizabeth Quay in Sri Lanka by way of a Concession to South Asia Gate Terminal (SAGT) - a joint venture between P&O and John Keells Holdings of Sri Lanka. Transaction value of US\$240 million and involved the extension of quays, installing of new gantries cranes, and raising annual handling capacity at the existing terminal to 1.1 million containers from the then 285,000 containers.
- Representation of a **European Consortium** in its bid to operate on a quasi-privatisation basis the various ports and Terminal Operations at one of the terminals at Colombo Port including towage, salvage, line handling and fire fighting.
- Representation of a pre qualified bidder on the **Jade Wesson Port Project**, a €900 million green field port development project in Germany. This involved a 40 year concession for building and operating the Terminal.
- Representation of a bidder in advising on of key issues associated with the quasi-privatisation of **Port Said**.

- Representation of a foreign sponsor in negotiating one of the earliest quasi-privatisation facilities at **Bombay Trust Port**. The transaction involved the successful securing of an exclusive Berth and Slot arrangement at a terminal at Bombay Port.
- Representation of PSA Corporation in “Operation Safe Commerce” at the **Port of Los Angeles**.
- Advise on various pre-privatisation aspects to relevant Brunei government agencies associate with development plans etc at **Pulau Muara Besar, Brunei**.
- Advising and documenting the Port operation and management functions at **Malacca Port**.
- Advising the bidder in its proposal to redevelop **Kuantan and Kemaman Port** as regional hub centres with integrated ship building and repair facilities.
- Current representation of a major port owner operator in its current negotiations to upgrade and refurbish **Phnom Penh port** in joint venture with the Cambodian Government agencies.
- Represented a UK consortium on its negotiation with the Government of Bangladesh leading to the execution of an MOU to undertake on a **BOO Basis**, a private financed port facility feasibility study at **Patenga South** at the existing CPA site in Chittagong, Bangladesh.
- Representation of **Star Cruises** on the establishment of their gaming and cruise operations in an Asian jurisdiction.
- Representation of a US Belgian joint venture in its bid to acquire certain Sri Lankan government port assets and operations of Colombo Port.
- Representation of the **Government of Sri Lanka / Sri Lanka Port Authorities** in privatization of Queen Elizabeth Quay by way of a concession to South Asia Gate Terminal involving the extension of Quay, installing of new gantries cranes and raising handling capacity in the existing terminal.

Projects

- Advice to **STSE Engineering Services Pte Ltd and ST Marine** as EPC in relation to the design, construction, and management of a new waste Incinerator Plant in **Brunei**; being the first of its kind undertaken on a PPP basis. The project also includes the preparation of the Sungai Paku engineered landfill (with Leachate) facility, the harvesting of gas and the building of the waste transfer and logistics station; as well as commercial implications, pollution, landfill, waste management and environmental issues arising from the project. The project as a whole is seen as a way forward towards an improved and more sustainable environment in Brunei.
- Lead International Counsel representing **Coastal Energy Company** in a hydrocarbon exploration contract with **PETRONAS – transaction value of over US\$ 1 Billion**.
- Represented a major port operator in its initial tender to become a Pre-Qualified Bidder to operate and develop the **New Mooring Container Terminal (NCT) in Bangladesh**.
- Represented Singapore Government-linked interests in the due diligence on **two separate ports in India**.
- Legal international counsel on the implementation of a **major project at Marina Bay Sands**.
- Advised **COMO Hotels and Resorts** on the review of its global hotel and resorts development and management agreements.
- Assisting/ advise to the sponsors on a proposed **Wind Power project** in Myanmar.
- Representation of **Tanjong /Powertek** in a US\$1b plus bid for major power assets in the **Middle East**.

- Representation of **Neptune Orient Lines/APL** in its negotiations to secure a significant integrated logistics hub in **India**, in joint venture with the Container Corporation of India Ltd (CONCOR).
- Representation of **Petronas** in its purchase of a significant equity investment in a major Methanol Project in **Qatar**.
- Representation of **SMRT Corporation Ltd** in relation to its Bid (exceeding US\$1b) to operate the **Dubai LRT**.
- Representation of **PSA Corporation** as lead counsel in its US\$1b plus bid to acquire the port and terminal assets of CSX Corporation in 5 continents spanning target companies in over 30 jurisdictions, in a controlled auction run by Citicorp.
- Representation (as offshore counsel) of the joint lead arrangers, **Commerce International Merchant Bankers Berhad, Bank Muamalat Malaysia Berhad, KAF Discounts Berhad and United Overseas Bank (Malaysia) Bhd** in the US\$1.5b project financing of the SKS Power Sdn. Berhad 2,100- MW coal-fired power plant in **Tanjung Bin in Johor**, the largest coal-fired IPP (independent power plant) in Malaysia.
- Representation of an Asian Energy major in its negotiation for the establishment of an **LNG** plant in **Iran**.
- Representation of **Malaysia Mining Corporation** in its tender as sponsor of the US\$1b East-West Highway Project in Malaysia.
- Representation of a major port multinational in their significant tender bid for a major port concession in Europe.

Capital Markets

- Representation of **Rodman & Renshaw LLC** as lead underwriter's counsel in the issue of a Foreign Currency Convertible Bond offering in India for BSEL Infrastructure.
- Representation of **BNY Mellon Asset Servicing B.V.** (formerly ABN AMRO Mellon Global Securities Services BV) in relation to a Securities Lending Programme.
- Representation of **CIMB Berhad** and **Bualang Securities**, the lead and international underwriters respectively of a Thai Baht 4.73b (US\$132.2m) property fund public offering in Thailand for Future Park Property Fund, a fund managed by Rangsit Plaza Co. Ltd. The representation involved the preparation of an international wrap for the global placement in reliance on Regulation S.
- Representation of the joint lead managers, **Commerce International Merchant Bankers Berhad** and **Credit Suisse First Boston (Hong Kong) Limited**, in connection with the offering of US\$80m Guaranteed Convertible Bonds due 2009 by SapuraCrest Dana SPV Pte Ltd.
- Issuer's counsel for **Kulim Berhad** (KLSE listed) on its issue of innovative Bonds with TSRs on the KLSE and also advising on listing implications in London in relation to UK based shareholders.
- Representation of the **Mayorah Group** on the restructuring and repackaging of its Luxembourg listed US\$50m FRNs.
- Counsel for **Sanwa Bank** on Ringgit related swap issues and closing them out following the imposition of Ringgit non-convertibility.

- Counsel for **IKEA** in closing out its significant Ringgit forward contracts in Malaysia with a number of leading banks.
- Advised **Warburgs** on its first managed Dual Currency/Square Trip Notes, involving the issue to the market of a tax-driven new product, and the use of off Balance Sheet orphan companies.
- Representation of a New Zealand subsidiary of a listed Australian company in its US\$56m Guaranteed Subordinated Mandatory Convertible Notes.
- Representation as international counsel of **Credit Agricole** as Lead Manager in the issue of US\$100m Guaranteed Notes by Singapore-incorporated Electrolux Group Treasury Asia-Pacific Limited.
- Representation of the Issuer of innovative Capital Bonds in the London market.
- Acted for the Issuer of innovative Capital Bonds (effectively debt but treated as equity in the Issuers Balance Sheet, thereby improving gearing) in the London market.
- Representation of a major Swiss Bank in securing an Indian stock exchange license and advising on various securities matters in India.
- Issuer's counsel for **Associated British Ports** in one of its first major Eurobond issues after privatisation.
- Issuer's counsel for the **Republic of Portugal's** first ever Eurobond Issue.
- Underwriter's counsel on the first ever Eurobond issue by the **Republic of Italy**.
- Advised on numerous RUFs, NIFs, Warrants, Commercial Paper Programmes and CDs.
- Over 50 other Euro issues acting for Issuers, Lead Managers and Co-Managers; variety of currencies, listings, straight and convertible issues e.g. Samurai Bonds, Bulldog issues, Yankee Bonds, Dual Currency issues etc, acting for CSFB, Merrill Lynch, UBS, Nomura, Daiwa, Morgan Stanley, Schroders, Barings, Yamaichi, Warburgs, Swiss Bank Corporation, Nikko Securities, Sumitomo, BBL, Commerzbank, Goldman Sachs, Morgan Grenfell, Crediop, LTCB, ABN, Associated British Ports, ABN Amro, Bear Stearns, British Telecommunications PLC, Abbey National, British Gas, Hickson & Welch, Tate & Lyle, San Paolo Bank, British Land PLC, Tate & Lyle, ENEL, over a period of 18 years from 1984.

Dispute Resolution/International Arbitration/Mediation

- Representation of a **US Based specialist defence aircraft and satellite managed solutions provider** in a **SIAC arbitration** against a listed Indian wind turbine manufacturer with simultaneous US litigation.
- Representation of **BusinessWeek's publisher**, United States-based **McGraw-Hill**, its editor in chief, and its Singapore bureau Chief as international counsel and instructing solicitors to Singapore counsel in the successful defense of a writ of summons filed by banking giant, **DBS Bank** and its parent DBS Holding Limited, in a defamation claim against the weekly magazine BusinessWeek, concerning an article published in Business Week about the role of DBS in the management Buy-out bid for **Natsteel** in Singapore. This matter was ultimately amicably settled by the parties.

- Representation of **BusinessWeek's publisher, McGraw-Hill**, in successfully resolving certain Malaysia related aspects.
- Advice to **Platts**, a McGraw-Hill company in relation to certain Hong Kong related matters.
- Representation of **Kumpulan Guthrie**, a Malaysian listed company in successfully settling an UNCITRAL arbitration involving contractual claims and counterclaims arising from a US\$300m acquisition of certain assets and shares in Indonesia.
- Representation as foreign counsel and instructing solicitors to Singapore counsel of a **NYSE major** in the defence of a fraud and malfeasance action in the High Court of Singapore.
- Successfully recovered for a **major European Bank unpaid privatisation fees from a South East Asian government** through the use of **successful negotiation and ICSID** proceedings.
- Representation, as lead international foreign counsel, of **China Aviation Oil** in connection with their restructuring and in defending and striking out class action litigation outside Singapore and in the buy-in and recapitalization of China Aviation by BP plc and Temasek Holdings. ***This deal was named 'Singapore Insolvency & Restructuring Deal of the Year 2005' in the Southeast Asia Awards by Asian Legal Business.***
- Representation of a MNC which acquired interests in the **Bakun** project in successfully resolving and amicably settling issues arising from an Anti-Corruption Agency investigation in Malaysia.

Recent Citations / Awards

- Law Asia has been awarded **Private Equity Investment Law Firm of the Year 2019 for Myanmar** by **Worldwide Financial Advisor Awards Magazine - Excellence Awards 2019** (<http://www.wfaamag.co.uk>)
- Law Asia has been named **M&A Law Firm of the Year 2018 – Singapore** by **Corporate LiveWire** (<http://www.corporatelivewire.com/>)
- Paul Supramaniam has been named the **Mergers and Acquisitions Lawyer of the Year 2018 for Myanmar** by **Finance Monthly Global Magazine** (<http://lawawards.finance-monthly.com/>)
- Law Asia has been awarded **Mergers and Acquisitions Law Firm of the Year 2017 for Myanmar** by **Finance Monthly Global Magazine** (<http://www.finance-monthly.com/>)
- Paul Supramaniam has been named **Global Leading Lawyer 2017** by **Lawyers Worldwide Awards Magazine** (www.lawyersworldwideawards.co.uk)
- Paul Supramaniam has been named the **Mergers and Acquisitions Lawyer of the Year 2017 for Myanmar** by **Finance Monthly Global Magazine**(<http://www.finance-monthly.com/>)
- Law Asia has been awarded **Best International M&A Law Firm Singapore of the Year 2017** by **Wealth & Finance International** (<http://www.wealthandfinance-intl.com>)
- Paul Supramaniam has been named the **Mergers and Acquisitions Lawyer of the Year 2017 for Singapore** by **Finance Monthly Global Magazine**(<http://www.finance-monthly.com/>)

- Law Asia has been named **Excellence in Cross-Border M&A – Singapore 2017** by **Corporate LiveWire** (<http://www.corporatelivewire.com/>)
- Law Asia has been awarded **Mergers and Acquisitions Law Firm of the Year for Singapore (2016)** by **Finance Monthly Global Magazine** (<http://www.finance-monthly.com/>)
- Law Asia has been awarded **Private Equity Investment Law Firm of the Year – Myanmar (2016)** by **Worldwide Financial Advisors Awards Magazine** (<http://wfaamag.co.uk/>)
- Paul Supramaniam has been named the **Mergers and Acquisitions Lawyer of the Year for Myanmar (2016)** by **Finance Monthly Global Magazine**
- Paul Supramaniam has been named **M&A Deal Maker of the Year – Singapore 2015** by **Acquisition International Magazine** (www.acquisition-intl.com)
- Law Asia has been awarded **Mergers and Acquisitions Law Firm of the Year 2015 - Myanmar** by **Lawyer Monthly** (<http://www.lawyer-monthly.com/>)
- Law Asia has been awarded **Cross Border M&A Law Firm of the Year – Singapore 2015** by **The Acquisition International M&A Awards**
- Paul Supramaniam has been named **Most Outstanding M&A Lawyer – Singapore 2015** by **Corporate LiveWire** (<http://www.corporatelivewire.com/>)
- Paul Supramaniam has been named the **2015 M&A Lawyer of the Year – Singapore** by **Finance Monthly Global Magazine**
- Law Asia has been selected as the **Best in Offshore Transactions** by **The Acquisition International Offshore Excellence 2015 awards**.
- Law Asia has been awarded **Singapore Corporate Law Firm of the Year Award (2014)** by **Acquisition International Magazine**
- Law Asia has been awarded **Oil & Gas Law Firm of the Year – Singapore (2013-2014)** by **Acquisition International Magazine**
- In the **Chambers Global and Chambers Asia Pacific 2014** category **General Business Law (Myanmar)**, Paul Supramaniam has been recognized as an **expert based abroad**.
- Paul Supramaniam has been named the **Mergers and Acquisitions Lawyer of the Year for Myanmar (2014)** by **Finance Monthly Global Magazine**
- Law Asia is a **recommended Firm in the International Financial Law Review (IFLR1000)/Petroleum Economist: Energy and Infrastructure Guide (2014)** (<http://www.iflr1000.com/>)
- Paul Supramaniam has also been nominated as the **M&A Law Expert – Singapore (2013)** by **Global Law Experts** (www.globallawexperts.com)
- In the **Chambers Global and Chambers Asia Pacific 2013**, Law Asia has been ranked in the following categories:

- Singapore (Corporate/M&A – International Boutique Firms – Band 1);
- Myanmar (General Business Law – Spotlight Table)
- Bangladesh (Corporate and Finance – Spotlight Table);
- Malaysia (Corporate and Finance);
- Brunei (General Business Law – Spotlight Table);
- Singapore (Projects and Energy); and
- Singapore (Corporate /M&A – Spotlight Table).

Law Asia won **Singapore & Cross Border M&A Law Firm** of the year 2015 by **The Acquisition International**

Law Asia has won **Best in Offshore Transactions** by **The Acquisition International Offshore Excellence 2015 Awards**

Law Asia won **Oil & Gas Law Firm of the Year – Singapore (2013-2014)** award issued by Acquisition International Magazine (www.acquisition-intl.com)

Law Asia has been ranked as a Recommended Firm in the **International Financial Law Review (IFLR1000)/Petroleum Economist: Energy and Infrastructure Guide (2014)**

In the **Chambers Global and Chambers Asia Pacific 2014** category **General Business Law (Myanmar)** Paul Supramaniam has been recognized as an **expert based abroad**.

Paul Supramaniam has been name **Most Outstanding M&A Lawyer – Singapore 2015** by **Corporate LiveWire** (<http://www.corporatelivewire.com/>)

“Paul Supramaniam is *‘insightful and inventive’*.” (Asia Pacific Legal 500)

“Paul Supramaniam....is known for *“exceptionally high quality.....a leading individual.”* (Chambers Global)

“Supramaniam....is rated for *“commercial and mature judgment calls.”* (Legal 500)

“*Clients are unanimous in their high regard for Paul Supramaniam, who is focused, committed and driven.*” (Legal 500)

“*Highly visible, deal-focused lawyer active in M&A and private equity transactions.*” (Practical Law)

“*Paul Supramaniam is a corporate lawyer with experience and expertise in Singapore and across the region.*” (Chambers Global)

“*Building expertise on larger and larger deals.*” (Chambers UK)

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