

Capital Markets

Our extended global reach and depth of transactional experience enhances our clients' access to the international equity and debt capital markets. Combining cutting-edge global expertise with local understanding, we deliver sophisticated advice to, and design creative solutions for, leading corporations and financial institutions.

"They are excellent in every respect: quick response times, broad knowledge of international bond markets, carefully considered advice."

– *Chambers Asia Pacific 2013*

"A key player in the RMB bond market."

– *The Legal 500 Asia Pacific 2013*

"Talented team provides excellent commercial and legal advice, while value for money is fabulous."

– *The Legal 500 Asia Pacific 2012*

CLIENT-FOCUSED APPROACH

Our clients form the heart of our culture; we understand their needs and we continue to build our business around them, facing their challenges as if they were our own. Our clients require access to global capital for numerous strategic reasons, including to finance expansion plans, to lower their overall cost of funding and to satisfy longer-term capital needs. Through our continued focus on the commercial impact of individual transactions on the client's business as a whole, we demonstrate our commitment to client service through the delivery of practical and commercially relevant legal advice.

With leading lawyers based in the key financial centres of Asia, Europe and the Americas, our knowledge and understanding of markets around the

world enhances our ability to provide timely and cutting-edge advice to our clients in Asia.

A LASTING COMMITMENT TO ASIA

As one of the largest and oldest firms in the region, we have invested heavily to develop close, long-term relationships with our clients, and to understand the nuances of local capital markets regulations in Asia. Our insight into local regulations across many Asian jurisdictions, combined with world-class international capital markets expertise, enhances our ability to structure creative solutions to corporate finance transactions generally and to anticipate potential issues to ensure timely execution. We have considerable experience counselling Asia-based issuers across a wide

“Another strong year and is becoming a major player in Vietnam”

– IFLR1000 2012

Practice in Brief

- Global reach with a strong presence in Greater China, Southeast Asia, Europe and the Americas
- One of the largest and longest-established firms in Asia with a long-term client focus and commitment to the region
- Multi-disciplinary teams with integrated service offerings to meet diverse client needs

variety of complex financial products and we believe our commitment to explaining such products to our clients, and working with clients to provide tailor-made solutions, distinguishes us from our competitors. Our commitment to client service reflects the importance we place on maintaining our long-term client relationships and strong regional reputation.

MULTI-DISCIPLINARY TEAMS

To provide the highest quality client service, we use our integrated network of highly skilled lawyers in related practice areas, such as finance, employee incentives, tax, regulatory and specialised industry groups to form multi-disciplinary teams customised for each client’s requirements. Our lawyers are noted for their commercial, approachable style and for applying first-class deal management and negotiation skills to ensure that even the most complex transactions are executed in a constructive, practical and timely manner.

EQUITY CAPITAL MARKETS

We represent issuers and underwriters throughout Asia on all types of equity and equity-linked transactions as well as pre-IPO financings in preparation for later public equity offerings. Our multi-jurisdictional law capabilities (Hong Kong, U.S. and English) enable us to act on dual listings and international offerings from our multiple offices in the region, providing an integrated and efficient approach to transaction execution for our clients.

Recognising that corporate finance and capital markets activities often form part of a larger strategic vision

for our clients, we also advise clients regularly on public takeovers, tender offers, and cross-border mergers, acquisitions and divestitures. By nurturing a long-term relationship with our clients, we strive to understand client-specific issues and industry trends faced by our clients so as to anticipate their corporate finance needs.

DEBT CAPITAL MARKETS

We represent issuers and underwriters in connection with issuances of convertible securities, investment-grade and high-yield debt securities, including RMB and synthetic bonds. We have been involved in some of the most complex high-yield and structured transactions, and have broad experience in structuring and executing multi-tiered financings and resolving complex collateral, subordination and intercreditor issues. Clients engage us for Asian high-yield debt issuances due to our in-depth regional experience and strong reputation for tailoring covenant packages to meet the needs of specific issuers. We also advise clients on the issuance of hybrid capital securities such as auction and remarketed preferred, trust preferred and convertible securities.

LIABILITY AND CAPITAL MANAGEMENT

We represent issuers and financial advisers in connection with liability and capital management transactions, including share repurchases, exchange offers, tender offers, issuer self tenders and consent solicitations. Our knowledge of complex debt instruments and local regulations enables us to provide commercially practical strategies to clients seeking to rationalise their existing capital structures.

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Mayer Brown is a distinctively global law firm, uniquely positioned to advise the world's leading companies and financial institutions on their most complex deals and disputes. With extensive reach across four continents, we are the only integrated law firm in the world with approximately 200 lawyers in each of the world's three largest financial centers—New York, London and Hong Kong—the backbone of the global economy. We have deep experience in high-stakes litigation and complex transactions across industry sectors, including our signature strength, the global financial services industry. Our diverse teams of lawyers are recognized by our clients as strategic partners with deep commercial instincts and a commitment to creatively anticipating their needs and delivering excellence in everything we do. Our "one-firm" culture—seamless and integrated across all practices and regions—ensures that our clients receive the best of our knowledge and experience.

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