

Private Equity Real Estate (PERE)



We have a team widely recognised as a Tier 1 practice in the industry. We have leading practitioners focusing on Asian real estate industry - not teams of generalist lawyers. We design cost effectiveness into our offerings by use of standard forms and standard operating procedures honed by actual up to date transactions. We believe our approach reduces execution risk and provides cost certainty to our clients. We believe our capability is unique in the Asia real estate market.

"Private Equity Law
Innovators of the
Year – Hong Kong"

– *Acquisition
International M&A
Awards* (2014)

"Best Real
Estate Investment
Funds Practice
– Hong Kong"

– *Wealth and Finance
International* (2014)

Overview

With over 150 members, Mayer Brown has one of the largest Real Estate teams in Asia including 25 partners and consultants with over half of them listed as Leading Real Estate individuals by various major legal publications.

Industry Recognition

Our practice is consistently ranked in the top tier by leading publications. We won "Real Estate All-Star Award" – *The Asian Lawyer* (2014) and are a twelve time winner of the "Real Estate Law Firm of the Year" by the *Asian Legal Business Awards* from 2002 to 2006 and from 2009 to 2015; winner of the "Real Estate International Law Firm of the Year" from *Chambers China Awards* (2012 and 2013); "Vietnam Real Estate Law Firm" from *Global Law Expert Awards* (2010).

"1st in the Asia Law Firm of the Year – Transactions category"

– PERE Awards (2013-2015)

"Band 1 in Real Estate"

– Chambers Asia Pacific (2007-2016)

"Tier 1 in Real Estate"

– Asia Pacific Legal 500 (2008-2016)

"Excellence in Private Equity Transactions – Hong Kong"

– Corporate Live Wire M&A Awards (2015)

Our track record for acting for household names in the private equity real estate industry led us to win three years in a row "Asia Law Firm of the Year – Transactions category" – PERE Awards (2013-2015). Our fund formation team has been involved in the formation of over 100 funds in the last few years. Our Asia team was awarded "Private Equity Real Estate Fund Formation Law Firm of the Year Asia" by PERE Magazine (2009) in recognition of our outstanding performance.

WHAT MAKES US DIFFERENT?

There are two areas where we think we are different – one area relates to the **way our teams are composed**, the other our approach to **cost control and project management**.

TEAM COMPOSITION

We have a team of Corporate lawyers embedded in our Real Estate Team with genuine real estate industry knowledge to advise on deals where Corporate lawyers are required for complex holding structures or private equity fund involvement

Corporate lawyers that are not used to real estate deals find it hard to let go of provisions and concepts that often simply do not apply in real estate deals, and this leads to documents more complex than necessary. Our team of specialists understand what is required resulting in quicker negotiation times and less execution risk

We have an on the ground due diligence capability in Mainland China

The ability to conduct transactions using one law firm only, simplifying the management of the transaction and reducing risk

We have separate teams dedicated to each of fund formation, regulatory and transaction work

Specialists do not need to re-invent the wheel and are able to provide quicker and more comprehensive advice. You do not need to pay us to develop our expertise – we already have it

By working with our US and European offices we have developed global "best practices" on real estate investment and development

We do not need to re-invent the wheel. When issues arise that appear "novel" in one jurisdiction, there is often an applicable solution that has been developed in other markets which we can adapt for use in Asia

COST CONTROL AND PROJECT MANAGEMENT

Cost effectiveness is not just about discounts on hourly rates or delegation to junior staff. At Mayer Brown we design cost effectiveness into the solutions we offer. This is done using three of our advantages:

- **Standard documentation** – we have standard interlinked documentation designed specifically for PERE real estate deals. We do not need to re-invent the wheel

"A highly regarded team with expertise across the board. Well known for major real estate development projects. Also particularly strong in the private equity sphere in this sector, advising an enviable list of international investors."

– *Chambers Asia Pacific* (2014)

"Mayer Brown has an impressive record in real estate investments."

– *Asia Pacific Legal 500* (2014)

- **Process** – as well as the documents we have an agreed process that our team members are used to following. This includes how we conduct due diligence, reporting to clients and legal project management (including management of the budget). We can adopt simpler processes for smaller transactions, making sure that our fees are appropriate for the size of the deal
- **Market knowledge** – because we are active in the market we have good understanding of market practice – this means we can avoid taking positions that are contrary to market practice – and advise our clients when they or their counterparty is doing so

The pay-off to our clients is:

- More certainty as to legal costs
- Less execution risk – the transactions can be done more quickly with less risk of getting bogged down in lawyers arguments
- Quality documentation and due diligence reducing their exposure to legal/transaction risks
- Ability to scale our fee to the size of the transaction

Services

Our PERE team is able to provide advice on a wide range of fund issues from setting up investment vehicles, handling the investment process and giving advice on all regulatory aspects and on realisation and exit strategies. We understand the value drivers of real estate fund investments, particularly the importance for fund managers to achieve timely and clean exits from their investments.

Our Clients

We advise on PERE transactions across Asia involving investments from multi-million to billions of dollars on all property types for leading institutional investors.

Talk To Us

TRANSACTIONS

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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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