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. Our Firm serves many of the world’s largest companies, including a significant proportion of the Fortune 100, FTSE 100, CAC 40, DAX, Hang Seng and Nikkei Index companies and more than half of the world’s largest banks.

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. Our one-firm culture—seamless and integrated across all practices and regions—ensures that our clients receive the best of our knowledge and experience.

One of Mayer Brown’s signature strengths is the broad range of sophisticated advice we provide to the global financial services industry. Our global Banking & Finance practice also represents a large number of borrowers operating in many different businesses and industries, as well as numerous finance companies and financial institutions and investors.

In Brazil, Tauil & Chequer Advogados, in association with Mayer Brown LLP, offers clients access to a full-service, Brazilian domestic law practice. Tauil & Chequer has offices in Brasilia, Rio de Janeiro, Sao Paulo and Vitória.
Banking & Finance in Asia

Banking & Finance is a founding practice of the firm and continues to be a signature strength. Our large and highly regarded global Banking & Finance practice has solid experience working with clients in the financial sector and on behalf of borrowers, issuers and other transaction counterparties.

In Asia, we have extensive experience advising on banking & finance transactions in all key jurisdictions, including Mainland China, Hong Kong, Singapore, Japan, Indonesia, India, Malaysia, Vietnam, Myanmar, Cambodia, Laos, Bangladesh and Pakistan.

Many of the firm’s largest clients are bank holding companies, commercial banks, investment banks, insurance companies, asset-based lenders, leasing companies and institutional real estate companies. Our Firm acts for a significant number of major banks and financial institutions and sits on over 40 global and regional banking panels.

Our Banking Clients

Full Range of Finance Work

- **Fund Finance**
- **Leveraged & Structured Solutions**
- **Real Estate Finance**
- **Structured Finance & Derivatives**
- **Aviation**
- **Lending**
- **Project Finance**
- **Shipping**
- **Structured Trade & Commodities Finance**
Aviation Firm of the Year

Band 1 – Aircraft Finance (China)
– Chambers Asia Pacific (2010-2021)

Tier 1 – Asset Finance (Aviation Finance) Law Firm in Hong Kong
– Legal 500 Asia Pacific (2007-2013, 2015-2021)
Aviation

“They are able to easily understand what is at stake and stand out in terms of the quality of their drafting.”
– Chambers Asia Pacific 2021

“They are experienced, efficient and a safe pair of hands.”
– Chambers Asia Pacific 2021

“They stand out for their excellent knowledge of the aviation space and of key stakeholders, underpinned by long-standing industry experience, drafting quality and speed and reliability of execution.”
– Chambers Asia Pacific 2020

“Everyone in the firm is very knowledgeable, well experienced, approachable and dependable.” and “Their ability to identify and close off issues of risk adds value in itself and saves us in the long term and in negotiations.”
– Chambers Asia Pacific 2020

Our Aviation practice has been active in the industry for over 70 years. For over a decade, it has been recognised as a Band 1 Aviation law firm by leading legal directories. Our eminent practice represents leading banks, leasing companies, financiers and major airlines on the full spectrum of aviation-related business and legal services, including aircraft financing (both commercial aircraft and corporate jets), aircraft leasing, aircraft and/or engine acquisition and/or disposal, lease review, review of commercial agreements (including engine maintenance contracts and buyer furnished equipment purchase agreements) and aircraft dispute management.

Our experienced bench of core team members is noted for its depth of quality. Led by three highly-ranked individuals, each of whom excels in at least two areas, and with a team of nine members working full-time on aviation matters, the practice can run three separate teams in parallel to manage multiple and complex transactions.

Our truly global Aviation practice regularly assists clients in cross-border and multi-jurisdictional transactions. Supported by Mayer Brown’s global reach and with aviation lawyers in the world’s leading financial centres, we offer seamless legal services and serve the best interest of our clients in Asia and beyond.
Banking and Finance Firm of the Year

Tier 1 – Banking and Finance (Vietnam)
– The Legal 500 Asia Pacific (2012-2018)

Tier 2 – Banking (Hong Kong)
– IFLR1000 (2010-2011, 2014-2021)

Tier 2 – Banking and Finance: Foreign Firms (Singapore)
– The Legal 500 Asia Pacific (2020-2021)
Corporate Loans

Our corporate loans team represents banks and other financial institutions in secured and unsecured, bilateral and syndicated loan, guarantee and credit facilities of varying complexity. We also represent arrangers, agents, participants and borrowers in the negotiation of domestic, cross-border and international syndicated, secured and unsecured, loan facilities. This work includes single and multi-currency loans, letter of credit and guarantee facilities, sub-participations, assignments and transfers, debentures, guarantees, letters of comfort and all other forms of security. We advise on all aspects of debt financing and loan syndication.

Our reputation is particularly well founded in Hong Kong, Mainland China, Singapore, Southeast Asia and India related finance work. With lawyers in our Hong Kong and Beijing offices, our corporate loans team is very active in the China market and advises our clients in both cross-border and domestic transactions in various areas including property financing and general banking as well as on PRC, security and foreign exchange issues. We also advise lenders and liquidators on restructuring PRC loans and offshore loans involving PRC assets. Our team also includes lawyers with decades of experience advising on financing transactions in Southeast Asia and India and regularly advises banks, financial institutions and large corporates on corporate financings, structured finance and loan restructuring transactions relating to India.

“What I’m very impressed with is the very strong team and the evidence of bench strength.”
– Chambers Asia Pacific 2021

“very creative and can always think outside of the box.”
– Chambers Asia Pacific 2021

“It’s a carefully managed client relationship, and they strike a good balance between legal and commercial stances.”
– Chambers Asia Pacific

“On quality they deliver. On quality and speed, the response time is rather fast.”
– Chambers Asia Pacific

“deep local market and legal framework knowledge and their customer-centric approach.”
(Vietnam)
– Chambers Asia Pacific
“They are extremely responsive, very practical and really able to give you a real-world view of legal issues that can be very technical.”
– Chambers USA

Mayer Brown represents 7 of the Top 10 and 13 of the Top 20 largest real estate investment managers, in millions.
– Pensions & Investments Magazine
Mayer Brown has been a market leader in representing the lead agent and lenders in subscription credit facilities for more than 10 years.

We are a leader in hybrid and asset-based facilities to private investment funds and have working relationships with nearly every major lending player in the United States and the majority of active lenders in the European and Asian markets.

Our reputation with both lenders and sponsors stems from our deep knowledge of the asset classes, as well as the products, with which we work.
“They are excellent – a go-to on real estate and financing.”
– Chambers Asia Pacific

“A very good overall performance.”
– Chambers Asia Pacific
Our leveraged & structured solutions team represents a broad universe of lenders and borrowers (whether banks, financial institutions, credit funds, financial sponsors or corporates) on leveraged acquisition finance and other event-driven or structured financing solutions at all levels of the capital structure throughout the Asia-Pacific. The team has significant experience advising on a comprehensive range of financing solutions including senior asset-backed facilities, multi-tiered senior/mezzanine/PIK financings, term loan B, unitranche and covenant lite facilities, bridge-to-bond, super senior RCF and pari bank/bond structures and resolving associated complex intercreditor issues.

Our lawyers have acted on many large and mid cap transactions carried out by local and global sponsors and borrowers across China, India, Indonesia, Australia, Vietnam, Thailand and all other key jurisdictions across the Asia-Pacific and are well versed in the local law challenges faced by lenders and borrowers in the region. Our market knowledge and expertise drawn from both regional and global experience, is sought after by clients to help navigate complex local and cross border regulations to realise their commercial objectives.
Tier 2 – Projects (Foreign Firms) – Singapore

Tier 2 – Project Finance (Foreign Firms) – China
– *IFLR1000* (2021)

Tier 2 – Project Development – Vietnam
– *IFLR1000* (2019-2021)

Oil & Gas Deal of the Year (North Asia) (China)
– *The Asset Triple A Infrastructure Awards* (2021)

Project & Energy Deal of the Year
– *China Law & Practice* (2018)
Our project finance team represents clients in a wide variety of sectors, including renewables and thermal power, oil and gas (including LNG), petrochemicals, mining, rail, roads and tunnels, ports, water and wastewater treatment, and industrial, manufacturing and other infrastructure facilities.

Our clients include developers, lenders (including commercial and investment banks, multi-laterals and ECAs), investors, contractors, operators, governments and public agencies.

Among our many strengths is our ability to field cross-disciplinary teams of lawyers drawing on the range of skill-sets necessary to provide integrated legal advice to our clients’ most complex projects; from structured finance solutions through to sector expertise in energy, infrastructure, tax and construction and engineering.

“very solution-oriented, good in negotiations and thorough.”
– Chambers Asia Pacific 2020

“They were fully engaged throughout negotiations. We found the biggest strength was partners giving us attention, not delegating.”
– Chambers Asia Pacific 2019
“

Band 1 Real Estate (International Firms) – China
– Chambers Asia Pacific (2007-2021)

Tier 1 Real Estate (Hong Kong)
– Legal 500 Asia Pacific (2007-2021)
Mayer Brown has an award-winning, top-tier Real Estate practice in Asia. In addition to that, we are the only major law firm in Hong Kong to have a dedicated real estate finance team composed of lawyers who have been trained in both real estate and finance. This dual technical training means we can reduce costs, provide a faster turnaround and provide more commercially astute advice to our clients.

We have advised on some of the largest and most complex investment and development financings in the region. We have broad experience, extending from straightforward residential mortgage facilities to innovative and complex institutional deals involving multiple sponsors and financiers. Our clients include banks, financial institutions, government bodies and borrowers of all kinds including private-equity real-estate (PERE) funds, property developers and family offices. We provide comprehensive advice on real-estate investment financing, development financing and corporate loans secured primarily on real estate or related receivables. We maintain a strong and enviable client portfolio, as we work for more than half of the REITs in Hong Kong.

We have one of the largest Real Estate teams in Asia and are able to deliver an integrated range of legal services on large and complex Real Estate transactions, with the scale to work to tight timelines. The diversity of our experience includes frequently advising on multi-million sq. ft. of real estate in Asia on nearly every asset class including multi-family residential properties, major shopping malls, hotels and motels, health care facilities, as well as mixed-use, office and industrial properties.
Shipping Firm of the Year

Tier 1 - Asset Finance (Shipping)

The Leasing Deal of the Year – West
– *Marine Money Deal of the Year Awards* (2020)

Deal of the Year 2018: Pacific Basin Shipping Secured Reducing Revolving Credit Facility
– *Asia-mena Counsel* (2018)
Our shipping practice has been deeply involved in the industry for more than 100 years. We advise clients across the range of shipping-related services for both transactional and contentious matters, including financing, financial leasing, M&A, LNG transportation, export credit financing, commercial arrangements, litigation and arbitration, restructuring, bankruptcy & insolvency, insurance and regulatory. Led by three highly ranked partners and with a team qualified in five jurisdictions (including Hong Kong, England & Wales and the Marshall Islands), our practice serves the best interest of clients.

Our clientele spans the industry from ship finance banks, leasing and insurance companies to shipowners, shipbuilders, charterers, pool operators and ship managers. We deliver practical and pragmatic legal solutions to the risks and problems our clients face. Our lawyers also deploy a detailed awareness and understanding of the commercial imperatives when advising clients in the shipping industry.

We are widely recognised as a pre-eminent law firm for ship finance in Hong Kong, China and Singapore. Our commitment to offering seamless legal services to our clients from all our offices around the world emphasises Mayer Brown’s one-firm culture. We regularly assist clients in cross-border, multi-jurisdictional transactions and cases. The team have represented clients on matters across more than 20 jurisdictions around the globe in the past 12 months. Such strength and depth make us the team of choice for the leading companies and banks in the sector in Asia.
Band 1 – Capital Markets: Securitisation
– Chambers Global (2019)

Tier 2 – Capital Markets: Structured Finance & Securitisation: Hong Kong
– IFLR1000 (2021)

Tier 1 – Capital Markets: Structured Finance & Securitisation: United States
– IFLR1000 (2013-2020)
Structured Finance & Derivatives

Our Asia structured finance and derivatives team represents clients on domestic, cross-border and multi-jurisdiction transactions throughout the Asia-Pacific.

As part of Mayer Brown’s widely acknowledged premiere global securitisation practice, we are on the cutting edge of all innovations in securitisation, structured finance and derivatives, including regulatory capital focused trades, cash and synthetic CDOs, structured credit products (including credit-linked notes) and other hybrid products, and advise clients on public offerings, Rule 144A and Regulation S offerings, and pure private placements of securitised paper. Some of the asset classes in which we advise include:

- Aircraft loans and leases
- Auto leases and leases receivables
- CDOs and CLOs
- Commercial loan receivables
- Commercial mortgage loans
- Commodity prepayment facilities and resource revenues
- Credit card receivables
- Dealer floor plan loans
- Diversified payment rights (DPR)
- Equipment loans and leases
- Franchise receivables
- Freight receivables
- Insurance
- Marketplace lending
- Project financings
- Residential mortgage loans
- Shipping leases and receivables (including container and freight receivables)
- Trade receivables and other trade finance exposures
- Whole business securitisations

On OTC derivatives, the team represents banks, borrowers, investment managers and SPVs, among others, in respect of swap transactions, including interest rate and FX swaps, total return swaps, credit default swaps, among others. We also provide regulatory advice in relation to derivatives matters such as initial margins and variable margin requirements, clearing and reporting requirements and licensing issues. The team also coordinates regional local law compliance issues (such as obligor, collateral, netting and enforceability matters) across all Asian jurisdictions (including China, Indonesia, Japan, Korea and Thailand).

Our clients include sponsors, issuers, servicers, arrangers, underwriters, lenders, borrowers, funds, investment managers, swap counterparties, Asia securitisation and structured finance enhancement providers, liquidity providers, trustees and rating agencies, and we act on some of the largest securitisation transactions in the global market.

The team is particularly noted for trade receivables securitisations and for emerging markets and future flow transactions.
“[The team] ticks all boxes [and provides] great industry knowledge, value for money, top quality and timely services.”
– Legal 500 Asia Pacific (2019)

“They deliver solutions on their feet and are extremely goal oriented.”
– Legal 500 Asia Pacific (2019)
Structured Trade & Commodities Finance

Our Asia structured trade and commodities finance team is at the forefront of global developments and actively involved in industry bodies such as the ICC, BAFT and IIBLP and the development of industry standards and practices. Our team acts for global and regional banks, non-bank financial institutions, alternative providers of finance, funds, producers, traders and multilateral agencies on the full spectrum of trade and commodities finance products, including:

- financing facilities with a specialist focus on trade and/or commodities financing, such as pre-export/pre-payment facilities, inventory financings, borrowing base / reserve-based lending facilities and off-balance sheet financing structures
- open account financings (including supply chain finance techniques such as supplier-led receivables finance, invoice discounting and forfaiting and buyer-led payables financings)
- traditional trade finance instruments, governed by UCP600, URR725, URDG758 and ISP98) including disputes arising from the use of these instruments
- mitigation or distribution of risks arising from trade and commodities financing, including insurance, risk participations and the full range of security and risk transfer products.

Our team is particularly well known for their unique combination of private practice expertise, senior in-house experience and product and governance backgrounds, to provide highly practical and comprehensive advice. We assist clients to navigate complex regulatory environments and manage the interplay of different applicable laws, regulations and industry rules, particularly as these come together in respect of new asset classes (such as service receivables, unperformed receivables and IT receivables) and achieving on- and off- balance sheet structured solutions.
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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.

Please visit mayerbrown.com for comprehensive contact information for all Mayer Brown offices.

This Mayer Brown publication provides information and comments on legal issues and developments of interest to our clients and friends. The foregoing is not a comprehensive treatment of the subject matter covered and is not intended to provide legal advice. Readers should seek legal advice before taking any action with respect to the matters discussed herein.

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