

Ogier in Asia

Legal

Corporate and Fiduciary

Consulting



Ogier

We get straight  
to the point,  
managing  
complexity to get  
to the essentials.

Contents	
What we do	3
Ogier in Asia	5
Our expertise	6
Corporate and Fiduciary Services	9
Ogier Regulatory Consulting	11
Sustainable Investment Consulting	13
Contact us	14

## What we do

We are a professional services firm with the knowledge and expertise to handle the most demanding and complex transactions and provide expert, efficient and cost effective services to all our clients.

### Legal

Our commercial understanding and experience of working with leading financial institutions, professional advisers and regulatory bodies enable us to add real value to our clients' businesses.

Ogier provides practical advice on a unique combination of six laws: BVI, Cayman, Guernsey, Irish, Jersey and Luxembourg. We have a substantive presence in Hong Kong and offices in Beijing, Shanghai, Singapore and Tokyo. Our global network covers Asian, European and US time zones.

In a rapidly evolving marketplace legal advice needs a flexible approach. Smooth, efficient, quiet service for the daily running of businesses, with serious power and finesse at times when activities deviate from the norm. Our business model is structured to meet individual needs. We are lawyers to the world's leading financial institutions, professional advisers, regulatory bodies and high net worth individuals.

### Corporate and Fiduciary

Providing exceptional and efficient service, our Corporate, Funds, Private Wealth and Capital Markets teams offer clients integrated legal and corporate administration services with a strong reputation in governance and regulatory compliance. Working closely with Ogier's partner-led legal teams to incorporate and administer a wide variety of vehicles, our highly experienced team of technical experts provides exceptional personal service, working collaboratively with clients to deliver responsive, commercial solutions. We have a proven track record and a strong reputation for our focus on corporate governance, regulatory compliance and data integrity.

### Consulting

Our experts provide independent guidance spanning advice and training to implementation and evaluation across sustainable investing, regulatory compliance and tech. Our tailored advice meets clients' specific needs, delivering flexible solutions and support.



Offshore Law Firm of the Year  
HFM Asian Services Awards 2022 and 2023



Offshore Law Firm of the Year  
ALB Hong Kong Law Awards 2023



Law Firm of the Year - Caribbean  
Citywealth IFC Awards 2023



Law Firm of the Year - Litigation  
Citywealth IFC Awards 2023



Offshore Firm of the Year  
eprivateclient Excellence Awards 2022



ESG Consultant of Year - Bronze  
Citywealth Magic Circle Awards 2022



International Law Firm of the Year  
Citywealth Magic Circle Awards 2022

Nicholas Plowman  
Partner  
Head of Funds in Asia  
Hong Kong



One of the top ten offshore lawyers  
in Hong Kong.  
Asian Legal Business' Offshore Client  
Choice List 2016 to 2022



## Ogier in Asia

We act for leading financial institutions, investment managers and corporate entities, from start-ups to global household names.

### Hong Kong

Ogier has built a prominent legal practice working with clients across the Asia-Pacific region. Our Hong Kong office is best known for its BVI and Cayman Islands practice however the firm is also able to provide Guernsey and Jersey legal services to clients in the Asia-Pacific region as well as access to Irish and Luxembourg legal services.

Ogier provides clients with a full service offering. We focus on international finance and corporate law with a particular emphasis on investment funds, private equity, mergers and acquisitions, capital markets and finance. We also have a private client and trusts practice, which advises high net worth individuals and families throughout Asia, as well as a dispute resolution practice providing contentious and non-contentious restructuring and insolvency legal services.

In Hong Kong we have a team of 58 lawyers (including 13 partners). Our lawyers and professional staff speak English, Cantonese, Mandarin and Japanese to better service our Asia based clients in their preferred languages.

### Beijing

Working closely with the professional services team in Hong Kong, our Beijing representative office is dedicated to assisting clients in Northern China. The team provides legal support and shares Ogier's best practice of corporate administration in our key jurisdictions – the British Virgin Islands, Cayman Islands, Guernsey, Jersey, Ireland and Luxembourg.

### Shanghai

Ogier was the first offshore law firm to establish a presence in China and 2021 marked the ten year anniversary of our Shanghai office.

Our Shanghai office works closely with the team in Hong Kong to provide clients in mainland China with direct access to Ogier's global network of offices and legal services. Our Shanghai representative works with a wide variety of high profile, mainland Chinese law firms, banks, private and listed companies and asset management firms including private equity, hedge fund and venture capital managers. The Shanghai office also works with Chinese private clients in respect of their private wealth matters, including contentious litigation.

### Singapore

Our Singapore office provides fiduciary services to clients in South-East Asia. Our highly responsive team, fluent in Mandarin and English, has extensive experience supporting asset managers, institutional clients and corporates.

Our services include the provision of governance (professional directors), corporate administration, AML officers and AEOI services to Cayman and BVI domiciled vehicles, as well as providing a full suite of corporate administration services to Singapore-domiciled fund vehicles and SPVs.

### Tokyo

Ogier has a long standing presence in Japan, spanning over a decade. Through our client service office in Tokyo, Ogier is able to provide Japanese and English language support to Japan-based clients.

Ogier has demonstrated its commitment to the Japanese market and continually seeks ways to add value to the services we provide.

## Our expertise

### Banking and Finance

We've built our practice to advise all stakeholders across the full financial product lifecycle. Our banking and finance team works on a large variety of loan financings, debt capital market deals (both private and public) including a number of significant RMB denominated deals, structured finance transactions and non-contentious restructuring and insolvency matters. Our specialised teams cover:

- Asset Finance
- Banking and Finance
- Debt Capital Markets
- Derivatives
- Fund Finance
- Islamic Finance
- Leveraged Finance
- Real Estate Finance
- Regulatory
- Restructuring and Corporate
- Recovery
- Structured Finance
- Sustainable Finance

### Corporate

Our China-focused corporate practice provides specialist BVI and Cayman Islands advice on many of the region's most complex and innovative transactions. Our Mandarin speaking team has extensive experience advising across a broad range of industry sectors, commercial opportunities and investment-related transactions. Ogier has an excellent transactional track record, using many forms of domestic and cross-border corporate vehicles, partnerships and trusts in a more private environment.

Specialised teams cover:

- Capital markets, including:
  - equity
  - IPOs
  - private placements
  - rights issues
  - debt
- Special purpose acquisition companies (SPACs)
- Takeovers (public and private)
- Schemes of arrangement
- Corporate advisory
- Mergers and acquisitions
- Disposals
- Reorganisation and redomiciliation
- Cross-border investment
- Joint ventures
- Pre-IPO investments

### Dispute Resolution

Our dispute resolution team offers BVI and Cayman Islands legal advice to banks, financial intermediaries and corporates, as well as individual directors, shareholders and creditors. The team often advises in conjunction with onshore counsel and other professional services providers and maintains excellent relationships with regulators in the BVI, Cayman and Hong Kong.

Services Include:

- Banking disputes
- Corporate and financial services disputes
- Enforcement of judgements and awards
- Fraud and asset-tracing
- Funds disputes
- International arbitration

- Investigations and regulatory advice
- Restructuring and corporate recovery
- Shareholder and valuation disputes
- Trusts disputes and private wealth

### Investment Funds

Ogier's investment funds team in Hong Kong acts as BVI and Cayman Islands counsel alongside local and international law firms to advise clients across the full range of fund structures and strategies including: hedge, private equity, real estate, infrastructure, energy, credit, debt, venture capital, crypto currency, hybrid, impact and socially responsible investing. We have extensive experience in acting on innovative structures and advise some of the largest fund platforms in the UK, Asia and the US.

With the additional support of our experienced fund finance and dispute resolution specialists we provide a one-stop-shop for the full funds lifecycle ranging from fund formation, structuring, regulation, corporate governance and investor disputes through to management of liquidity and business interruptions, strategic investor arrangements and wind-down and termination situations. We have seen the entire lifecycle of hundreds of products and funds, responded and adapted to a multitude of regulatory challenges, and guided our clients and their funds at every stage.

With a team of 18 dedicated investment funds lawyers, Ogier Hong Kong has one of the largest funds practices in Asia.

### **Sustainable Investing and Impact Funds**

Ogier was the first offshore law firm to establish a dedicated Sustainable Investing and Impact Funds practice. Having recognised a growing demand for sustainable investment solutions, our team works with asset managers, corporates and investors looking to incorporate environmental, social and governance (ESG) factors into their operations and/or investment processes. Many of our practitioners take part in shaping the responses of our jurisdictions to assist in green, community and good governance initiatives in the finance industry through involvement in governmental, regulatory and industry groups.

### **Private Wealth**

Our private wealth practice advises trustees, private banks, financial institutions, fiduciaries, family offices and high net worth clients and their advisers on the lifecycle of trusts from establishment, restructuring and administration to succession planning.

We have in-depth knowledge on a range of trusts and foundations including BVI Vista trusts, Cayman STAR trusts, reserved powers trusts, private trust companies, offshore companies, Jersey foundations, Guernsey foundations and wills.

### **Restructuring and Corporate Recovery**

Our restructuring and corporate recovery team has extensive cross-border and international experience advising on contentious and non-contentious restructuring and insolvency matters, often advising in conjunction with onshore counsel, insolvency practitioners and other professional services providers.

Services include:

- Refinancing
- Distressed Funds and Private Equity
- Liquid or insolvent trusts
- Formal insolvency procedures
- Negligence and breach of duty claims
- Corporate restructuring and reorganisation
- Investor and shareholder rights/actions
- Member and creditor schemes of arrangements
- Policies and best practice
- Statutory remedies

### **Regulatory**

Ogier strives to ensure that our clients not only remain in compliance with their regulatory obligations but that they receive forewarning and practical advice regarding the implementation of regulatory proposals, initiatives and reforms.

We have long-standing and professional relationships with industry regulators in the BVI, Cayman Islands, Guernsey, Ireland, Jersey and Luxembourg which is coupled with our wealth of experience assisting some of the world's largest financial services businesses in implementing change to meet the requirements of new laws and regulations. We pride ourselves on balancing astute technical compliance with realistic practical implementation advice.

### **Tax**

Ogier works hand in hand with tax departments at onshore law and accountancy firms on cross-border advisory and transactional tax matters.



The team is extremely responsive and very good at handling complex matters. They are very commercial and try hard to find solutions for us. Chambers & Partners, Asia-Pacific, 2022



Bill Chiang  
Managing Director  
Hong Kong



Our Corporate Services team works with leading financial institutions, investment managers, corporations and their advisers across a range of industry sectors including funds and investment management, energy and natural resources, real estate, telecommunications, media and technology, infrastructure and healthcare.





## Corporate and Fiduciary Services

Our corporate and fiduciary business, Ogier Global, works closely with Ogier's partner-led legal teams to incorporate and administer a wide variety of vehicles.

Supported by market-leading technology, our entity administration platform and in built client service portal, Ogier Connect, gives clients real-time access to statutory information and the ability to interact with the administration of their entities.

Our highly experienced and responsive team of technical experts focuses on providing the highest level of personal service, working collaboratively with clients and delivering commercial solutions in the most efficient way.

Working closely with Ogier's legal teams, our services include:

- Accounting and Financial Reporting Services
- Corporate Services
- Fund Services
- Investor Services
- Governance Services
- Private Wealth Services
- Real Estate Services
- Regulatory and Compliance Services
- Structured Finance Services

Ogier Global's team of professionals has a proven track record in the market and strong reputations for their focus on corporate governance, regulatory compliance and data integrity.

Tervinder Chah  
Managing Director  
Singapore



Our highly experienced and responsive team of experts are able to provide a full range of corporate administration services to entities based in BVI, Cayman, Guernsey, Jersey, Hong Kong, London, Luxembourg and Singapore.



## Ogier Regulatory Consulting

We are adaptive in our thinking and approach, responding to each client's individual needs and situation

With our international team of regulatory lawyers advising on which and how laws must be complied with, our compliance consultants advise on the operational implementation of programmes to meet those legal requirements. For example, regulatory lawyers might advise a regulated client that they need a cybersecurity policy and what this should cover; our compliance consultants will work with the client to develop and implement a policy that is tailored to the client's specific infrastructure.

For many financial services clients our advice begins with a needs assessment and review of the client's latest risk assessments. In conjunction with Ogier's regulatory legal team we can identify applicable regulatory requirements and the appropriate course of action. We then facilitate the approval of the work required by those responsible for governance.

We can be engaged in the discharge of those action points or return at a future time to review the completion, reporting any further recommendations.

### **Services include:**

- Advisory
- AML Officer services
- Audit (AML, Compliance)
- Training
- Remediation and monitoring

Leonie Kelly  
Director and Head of Sustainable Investment Consulting  
Hong Kong

 We support our clients to navigate ESG goals and requirements and to leverage the landscape of sustainable investing opportunities.



## Sustainable Investment Consulting

Our dedicated consultancy at Ogier Global offers bespoke design, integration, management and reporting solutions.

We recognise there is no one-size-fits-all approach when it comes to sustainable investment (SI) and have built our practice to provide tailored advice according to our clients' needs across the SI lifecycle.

We work across the spectrum of asset class and SI strategies facilitating institutional investors, multi-strategy asset managers, private equity funds, private debt and credit, venture funds, family offices and foundations.

Several global megatrends are shaping SI today, including the climate crisis, evolving regulation, growing investor demand and increased awareness that accounting for sustainability and ESG factors may lead to better risk-adjusted financial return in the long-run.

Evolving regulations are pressuring financial market participants to enhance their current operating models to refine, embrace, and embed ESG practices. Authorities around the world are moving ahead to require enhanced disclosure on ESG or sustainability factors of investment products and business activities to assist investment decision-making. We have witnessed this with the introduction of regulatory disclosure requirements, for example, in Hong Kong and Singapore.

Investor demand is also growing, driven by younger generations and high net worth individuals seeking to invest with their values. This is pushing asset managers to act and respond with sustainable investment solutions that match investors' risk, return and impact profile.

### Our services

- Policy and strategy
- Regularity compliance
- Training and education
- Portfolio integration
- Due diligence
- Measurement and management
- Reporting
- Independent verification

## Contact us

### Legal



**Kate Hodson**  
Partner  
+852 3656 6049  
kate.hodson@ogier.com



**Anthony Oakes**  
Partner  
+852 3656 6065  
anthony.oakes@ogier.com



**Oliver Payne**  
Partner  
+852 3656 6044  
oliver.payne@ogier.com



**Nathan Powell**  
Partner, Global Head of Corporate  
+852 3656 6054  
nathan.powell@ogier.com



**Nicholas Plowman**  
Partner  
+852 3656 6014  
nicholas.plowman@ogier.com

### Corporate and Fiduciary



**Tervinder Chal**  
Managing Director  
+852 3656 6165  
tervinder.chal@ogier.com



**Bill Chiang**  
Managing Director  
+852 3656 6029  
bill.chiang@ogier.com

## Consulting



**Tui Iti**

Managing Director and Global Head  
of Ogier Regulatory Consulting  
+44 1534 514342  
tui.iti@ogier.com



**Leonie Kelly**

Director, Head of Sustainable  
Investment Consulting  
+852 3656 6169  
leonie.kelly@ogier.com

## Business Development



**Davy Guan**

Head of Business Development,  
Beijing  
+86 10 8509 8460  
davy.guan@ogier.com



**Skip Hashimoto**

Managing Director  
+81 3 6402 5635  
skip.hashimoto@ogier.com



**Sophie Zhong**

Head of Business Development,  
Shanghai  
+86 21 6062 6293  
sophie.zhong@ogier.com



**Legal  
Corporate and Fiduciary  
Consulting**

Beijing  
British Virgin Islands  
Cayman Islands  
Dubai  
Hong Kong  
Guernsey  
Ireland  
Jersey  
London  
Luxembourg  
Shanghai  
Singapore  
Tokyo

Ogier is an international professional services firm. We have three divisions:

Legal: practical advice on BVI, Cayman, Guernsey, Irish, Jersey and Luxembourg law  
Corporate and Fiduciary: integrated legal and corporate administration services

Consulting: on sustainable investing, regulatory compliance and tech

Our network of locations also includes Beijing, Hong Kong, London, Shanghai, Singapore and Tokyo. Regulatory information can be found at [ogier.com](http://ogier.com).