



**Lau Sok Hiang**  
*Co-Head, Corporate Real Estate Practice Group*

LL.B. (Hons), National University of Singapore (1995)

Admitted to the Singapore Bar in 1996

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## ABOUT SOK HIANG

Sok Hiang is a Director and the Co-Head of the Corporate Real Estate Practice Group.

Her primary areas of practice include all aspects of real estate work, and banking and finance transactions. She has extensive real estate and real estate financing experience.

Sok Hiang has advised major institutional clients, including listed real estate developers, real estate investment trusts (REITS), multi-national corporations, major investment and property development groups with operations in the Asia Pacific region and beyond, property funds and asset managers, and high net worth individuals, on major real estate and real estate financing transactions, including the disposal, acquisition, leasing and financing of large local plant projects, large residential and industrial developments, prime commercial real estate, hotels and integrated resorts.

She also acts for major real estate developers in the sale and leasing of residential, commercial and industrial properties, including executive condominiums and mixed residential and commercial developments, liaising with the various statutory boards and regulatory authorities, such as URA, IRAS, Controller of Housing, where required.

Sok Hiang is experienced in the structuring of real estate transactions, loans and other financial transactions. She has advised extensively on complex land issues, including issues relating to properties owned by the various statutory boards, such as SLA, JTC and HDB (including advising on the policies relating thereto, which could involve other statutory boards such as the URA and EDB) in relation to a myriad of transactions such as sale and purchase transactions (relating to property or shares), financing transactions, commercial and industrial leasing transactions, and other real estate-related transactions.

Sok Hiang also represents and advises lessors and lessees on leases of commercial, industrial and residential property, often drafting bespoke documentation to cater to the specific requirements of the property concerned and/or the various lessees.

She advises major local as well as offshore banks and lending syndicates, finance companies and insurance companies on loan and other debt-related financing, including bilateral and syndicated loans and acquisition financings.

Sok Hiang is conversant in both English and Mandarin.

## EXPERIENCE

Sok Hiang's experience includes:

- Acting for one of Asia's largest real estate groups and the largest private property developer in Singapore, in the sale and leasing of units in various residential, commercial and mixed developments.
- Advising on documentation relating to integrated resorts and hotels.
- Acting for a leading chemicals producer in ASEAN and an integrated Chlor-Alkali producer in Indonesia with Indonesia as its home base in a mezzanine financing transaction for the purposes of financing an expansion project (polyvinyl chloride (PVC) and vinyl chloride monomer (VCM)) at the client's plant in Indonesia.
- Acting for an international developer with Indian and Middle Eastern roots in respect of the lease of land, and the development and operation of a school on the leased land, including drafting, reviewing and negotiating on a shareholders' agreement, and advising and negotiating with the authorities on the documentation relating to the alienation of the land and the related mortgage and financing documentation thereafter.

- Acting for a syndication of banks in the grant of credit facilities to a hospitality real estate investment trust, where the transaction had to be structured to take into account the interests of the various master leases comprised in the various properties.
- Acting for vendors in collective sale transactions, including the sale of Katong Mall, the first full-retail development to be sold en bloc.
- Acting for two investment holding entities in connection with the grant of term loan and revolving credit facilities by a syndicate of local and foreign banks. The facilities were secured, amongst others, by a mortgage over one of Singapore's first major and biggest suburban malls, a mixed-use development with sub-divided strata ownership.
- Acting for an associate company of a company listed on the SGX-ST Main Board in its borrowing from a syndicate of banks comprising of a major local bank and a foreign bank for the development of its flagship property and which involved, inter alia the amalgamation of state land with the existing development, where the lands were of different tenures.
- Acting for a real estate investment trust in relation to the grant of a secured term loan facility of S\$360 million in connection with its acquisition of an indirect interest in a building which was built on parcels of land with different tenure.
- Advising a syndicate of banks (six international banks acted as mandated lead arrangers to the transaction) in the real estate aspects in relation to a subsidiary of an Indian leading infrastructure developer's flagship 800 MW combined cycle project at Jurong Island, Singapore.
- Acting for a Malaysian bank in connection with the grant of a short term loan facility to a borrower incorporated in the British Virgin Islands for the financing of the proposed acquisition by the borrower of the ordinary shares in a company incorporated in Indonesia and listed on the Indonesia Stock Exchange. The loan was secured by inter alia an Indonesia law pledge over shares of the Indonesian company, a Malaysian law charge over account and a Singapore law personal guarantee.
- Acting for a public listed company in the grant of a facility by a Singapore Branch of a Malaysian Bank for the redemption of notes issued under a S\$500 million MTN Programme established by the company. The redemption is in connection with the restructuring of the group of companies subsequent to privatisation in 2013 and the buy-out of a partner for the shares in a related company.
- Acting for an affiliate of a leading global investment banking, securities and investment management firm that provides a wide range of financial services, as Singapore counsel in the financing, including the drafting of the Security Documents, which included incorporation of the usual terms in a Memorandum of Mortgage into the Mortgage, and advising on related issues and concerns.
- Acting for a wholly owned subsidiary of a Chinese state-owned enterprise and a Fortune 500 company listed in both Shanghai and Hong Kong, and its related company, in their acquisition and construction financings of land and other real properties in Singapore and its accounts receivables financing.
- Advising a SGX-ST Main Board-listed company, an urban environmental resources recycling solutions provider in the People's Republic of China, in relation to security given in relation to the inaugural issuance of the first series of notes pursuant to its S\$300 million Multicurrency Medium Term Note Programme.
- Advising an insurance company in relation to the issuance of a financial guarantee bond and drafting the securities relating thereto, including a second mortgage.
- Acting for the Singapore branch of a French bank to draft its Memoranda of Mortgage to be registered at the Singapore Land Authority.
- Acting for a consortium comprising three listed companies in the acquisition and construction financing relating to its en-bloc acquisition of properties. The investment was held through wholly owned subsidiaries of the respective listed companies. The respective listed companies also stood as guarantors for the consortium's financing.

- Acting for a company in its financing transaction which also involved liaising with the Housing and Development Board and the Singapore Land Authority on issues relating to surrender and amalgamation of lands with inter alia different tenures.
- Acting for a major local bank in relation to inter alia the construction financing of a residential development to be built on two separate pieces of land owned by two different companies.

## ACCOLADE

### Asia Pacific Legal 500

Real Estate 2020 -  
Recommended Lawyer

Banking & Finance 2016 -  
Recommended Lawyer



## MEMBERSHIPS

- Member, Law Society of Singapore
- Member, Singapore Academy of Law