PROFILE

DREW & NAPIER

Julian Kwek
Co-Head, Corporate Restructuring & Workouts
Head, Indonesia Group

LL.B. (Hons), University of Wales College of Cardiff (1994)
Barrister-at-Law, The Middle Temple (1995)
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ABOUT JULIAN

Julian heads our Indonesia Group and Corporate Restructuring & Workouts Practice. He focuses on cross-border mergers & acquisitions, joint ventures, private equity, debt workouts, and corporate restructuring. Julian has been consistently ranked as a leading individual in his field for many years by leading legal publications.

In Indonesia, Julian advises foreign investors and Indonesian groups divesting equity or entering into joint ventures with foreign investors. He also advises high net-worth individuals and families in Indonesia particularly after the Tax Amnesty in Indonesia and the adoption of Automatic Exchange of Information pursuant to Common Reporting Standard.

Julian has been covering Indonesia since 2000, and he has been involved in many mining projects in Indonesia. On average, Julian makes about 15 to 20 trips a year to Indonesia.

On the debt workouts and corporate restructuring front, Julian and his team have advised on most of the largest workouts in Indonesia and also on most of the defaults involving PRC companies listed in Singapore.

Over many years, Julian has developed close working relationships with several State-Owned Enterprises (SOE) in the People's Republic of China. He has advised many PRC SOE and PRC private enterprises over the last 20 years and some of them on a retainer basis.

Julian speaks and writes Mandarin and is conversant in Bahasa Indonesia.

EXPERIENCE

Julian's practice is focussed on corporate finance work with an emphasis on cross-border mergers & acquisitions, joint ventures, private equity, debt work-outs and corporate restructurings. Julian's recent transactional experience includes:

Corporate/M&A

- Advised **Metro Holdings Limited** in its S$200 million joint venture with PT. Trans Corpora in the development, marketing and sales of five 32-storey residential towers in Bekasi, Jakarta Indonesia.
- Advised **Metro Holdings Limited** in its S$150 million joint venture with PT. Trans Corpora in the development, marketing and sales of various residential towers in Bintaro, Jakarta Indonesia.
- Advised **COSCO Shipping International (Singapore) Co., Ltd.** in relation to its S$488.07 million cash buyout of logistics firm Cogent Holdings Limited.
- Advised **CVC** on the restructuring of its investment, through Asia Color Company Limited, in PT Matahari Department Store Tbk (Matahari) with PT Multipolar Tbk and PT Matahari Pacific, and the subsequent public offering of a 40% stake in Matahari that raised approximately US$1.36 billion.
- Advised **SATS Ltd** in its acquisition of 41.65% of PT Cardig Aero Services Tbk for approximately S$118.3 million.
- Advised **F J Benjamin Group and PT Sukses Mitra Persada** on their alliance with Saratoga in respect to FJB's Indonesian retail business. This involved advising on a shareholders agreement and the sale of 25% of both the equity and existing debt instruments of the Indonesian retail business at a valuation of US$120.8 million on a fully diluted basis.
- Advised **CapitaLand Limited** (**CapitaLand**) in its joint venture with the Credo Group to develop an integrated development in Central Jakarta, Indonesia. The total

development cost is approximately S$220 million. This was CapitaLand's first integrated development into Indonesia.

- Advised the **Dombas Mas Group** on the sale of its oleochemical plants to Bakrie Sumatera Plantations. The sale required the restructuring of debt in excess of US$800 million held by various financial institutions, and a US$2 billion off-take arrangement with Proctor & Gamble.
- Advised on the sale and acquisition of various palm oil plantations.
- Advised a **leading Singapore retailer** in the share restructuring of its Indonesian retail operations. The Indonesian retail operations are set up as a joint venture with two other Indonesian conglomerates.
- Advising on the restructuring and acquisition of a substantial stake in a **privately-held Indonesian pharmaceutical group** and the subsequent joint venture between the foreign investor and the original Indonesian shareholders.
- Advising on the restructuring and acquisition of a substantial stake in a **privately-held Indonesian packaging group** and the subsequent joint venture between the foreign investor and the original Indonesian shareholders.
- Advising **certain foreign and Indonesian parties** on the establishment and development of a hotel group in Indonesia.
- Advised various **Singapore parties** in their multi-million dollar acquisition of the entire share capital of an Indonesian company involved in the paper & pulp industry. Subsequent to the completion of the acquisition, Drew & Napier also advised on the restructuring of debt obligations in excess of USS100 million.
- Advised on the joint venture between a **major Japanese airline** and its Indonesian counterpart.
- Advised **one of the largest Indonesian travel operators** on its corporate expansion and development of new business including the raising of venture capital.
- Advising an **Indonesian state-owned financial institution** on its divestment and expansion exercise involving foreign financial institutions.
- Advised **one of the largest Indonesian public-listed cable television companies** with respect to an investment by major private equity fund.

Mining/Natural Resources

- Advised **BGP CNPC**, a Singapore subsidiary of China National Petroleum Corporation, the largest PRC State-Owned Enterprises oil major, with respect to its investments and projects in China since 2014.
- Advised **BGP CNPC** in a US$150 million ship-building investment in relation to the restructuring of certain existing obligations and a tender award for the construction of a seismic survey vessel valued at US$86 million by a South Korean shipyard. Julian was the coordinating counsel for the tender process which involved shipyards from various countries, and was responsible for negotiating and drafting the final documentation for the restructuring and the construction of the seismic survey vessel.
- Advised a **BGP CNPC** in an oil exploration, development and production project in East Africa. Julian was the coordinating counsel and was responsible for structuring the deal and for negotiating the various agreements such as the Memorandum of Understanding and shareholders' agreement.
- Acted for **BGP Geoexplorer Pte Ltd**, a Singapore subsidiary of China National Petroleum Corporation, in a high profile debt recovery proceeding against companies owned by Clive Palmer, a former Australian politician. BGP was awarded judgment in the sum of US$17 million.
- Acted for an **Indonesia mining company** on its buy-back of a 30% stake from Sojitz Corporation.
- Acted for an **offshore entity** in relation to its acquisition of an interest in a South Natuna Gas Field and the refinancing of the bank credit facilities.
- Advised **Resources Prima Group Ltd**, a Catalist listed company on issues relating to its coal concession held through PT Rinjani Kartanegara and the subsequent potential

RTO of another coal concession and another nickel concession.

- Advised **a major Indonesian coal producing group**, in respect of various energy related projects in East Kalimantan.
- Advised on the acquisition and disposal of various mining concessions in Indonesia
- Advised on various exclusive off-take agreements, royalty agreements, joint operation agreements with respect to mining concessions.
- Advised on various mineral trading agreements with respect to the sale and supply of minerals aggregating millions of tones from Indonesia.
- Advised the **Sawit Mas Group** on the disposal of its palm oil plantations in Indonesia. The sale involved the restructuring of various debt and hedging obligations valued in excess of US$500 million.
- Advised a leading public-listed palm oil refinery on acquisition of land in Indonesia

Debt Work-Outs & Corporate Restructuring

- Advised the **Asia Pulp & Paper** group of companies (**APP Group**) in relation to its US$14 billion debt work-out and corporate restructuring of. The APP Group is one of the largest pulp and paper manufacturers in the world. Its primary operating companies are based in China and Indonesia, and it has more than 250 subsidiaries worldwide. The APP Group's debt securities are registered primarily with the New York SEC and its equity securities are quoted on the Singapore, Jakarta and Surabaya exchanges.
- Advising and assisting the board of directors of **Ezra Holdings Limited** to discharge their duties in respect of the Ezra Group's effort to restructure its debt obligations and corporate transactions in the challenging operating environment in the oil & gas industry. The Ezra Group includes the Triyards Limited and Emas Offshore Limited group of companies, which are all listed on the mainboard of the SGX-ST. On 18 March 2017, Ezra Holdings Limited and certain of its subsidiaries filed for relief under Chapter 11 of the United States Bankruptcy Code. Ezra Holdings Limited has guaranteed the financial obligations of the Ezra Group, including approximately US$0.4 billion of charter hire liabilities in connection with vessels chartered by EMAS Chiyoda Subsea Limited and its subsidiaries (**ECS Group**), approximately US$0.5 billion of loans owing by the ECS Group and substantial, but not quantifiable contingent liabilities in relation to performance and/or bank guarantees granted by and/or procured by Ezra Holdings Limited for projects undertaken by the ECS Group.
- Advised **PT Berlian Laju Tanker Tbk**, an Indonesian company listed on both the Singapore and Jakarta Stock Exchanges in its US$2.6 billion restructuring exercise. This deal has been awarded Asian-MENA Counsel: Deals of the Year – Honourable Mention and IFLR Asia Awards 2016: Restructuring Deal of the Year.
- Advised **Titan Petrochemicals Group Limited** in its US$460 million debt restructuring, including its payment obligations under the defaulted US$400,000,000 guaranteed senior notes, the US$47,960,000 guaranteed senior convertible notes and the US$12,715,822 guaranteed senior payment in kind notes. Titan Petrochemicals is a provider of oil logistic and marine services in the Asia Pacific region, in particular, in China. The Group operates a multi-functional ship-repair and shipbuilding yard, which is one of the largest in Asia. Guangdong Zhenrong Energy Co. Ltd, the largest shareholder of the Company, is a bulk commodities, energy and resources trading company, principally involved in the trading of oil products, non-ferrous metal materials, coal, chemical products among other products or services. It is a registered trader of crude oil, refined oil, coal and other chemical products, and is also involved in PRC and overseas with products in oil refineries and, storage facilities, together with logistics and other resources related thereto.
- Advised **Fibrechem Technologies Ltd,** a PRC group based in Fujian Province that is listed in Singapore on its debt restructuring exercise in excess of US$78 million and an investment of up to US$50 million by a "white knight" investor with more than 20

years' experience in the Indonesian textile industry.

- Advised **China Energy Limited**, a PRC group that is listed in Singapore, on its corporate restructuring.
- Advised **China Hongxin Limited**, a PRC group that is listed in Singapore on its corporate restructuring.
- Advised a **Fortune 500 company** on its US$2 billion debt restructuring.
- Advised a **major shipping company** on its US$1 billion debt work-out and corporate restructuring.
- Advised the **Domba Mas group** on its US$800 million debt work-out and corporate restructuring.
- Advised an **Indonesian agricultural group** on its US$500 million debt and corporate restructuring.
- Advised an **Indonesian power generation group** on its US$300 million debt and corporate restructuring.
- Advised on the S$100 million debt and corporate restructuring of **Oceanus Group Limited**.

Capital Markets

- Advised **Universal Resource and Services Limited** on its share issuance by way of private placement to Haven Fund VI and Fides Capital Partners Limited.
- Advised **China Energy Limited** on its voluntary delisting from the Mainboard of the SGX-ST.
- Singapore legal adviser to **IAG Holdings Limited** in connection with its initial public offering of 100,000,000 shares on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited.
- Advised **Oceanus Group Limited** on its share issuance of 19,682,830,852 new shares as part of the company's debt restructuring.
- Singapore legal adviser to a *precision manufacturing company* based in Singapore and Malaysia on its proposed listing on the Hong Kong Stock Exchange.
- Singapore legal adviser to an *SGX-listed company* on its proposed dual listing on the Hong Kong Stock Exchange.
- Singapore legal adviser to a *soft skills training and development programmers provider* based in Hong Kong on its proposed listing on the Hong Kong Stock Exchange.
- Singapore legal adviser to the *sponsor* of a proposed listing of a hardware and machinery providers on the Hong Kong Stock Exchange.

Initial Coin Offerings

- Advising a **Singapore-based cryptocurrency exchange platform developer** on its cryptocurrency project.
- Advising a **content usage blockchain developer** on its cryptocurrency project.
- Advising a **data privacy blockchain developer** in relation to its proposed token offer and listing.
- Advised a **cryptocurrencies payment services provider** in relation to its proposed token listing on Huobi.
- Advised a **supply chain management blockchain developer** in relation to its proposed token listing on Huobi.

ACCOLADES

Asia Pacific Legal 500 Restructuring & Insolvency 2025 – Recommended Lawyer for 10 consecutive years

Indonesia: Foreign Firms 2025 – Recommended Lawyer

Projects and Energy 2020 – Recommended Lawyer for 2 consecutive years

Corporate/M&A 2019 – Recommended Lawyer for 2 consecutive years

"Sushil Nair and Julian Kwek are extremely hard-working, smart and creative. I have seen them achieve excellent results for their clients in every matter where I have had the privilege of working with them."

"I deal a lot with Julian Kwek and his team. I am very impressed with Julian's commitment

and professionalism. The team is not only to provide legal advice, but more importantly they can always come out with an outside the box solution to address those risks and concerns that the clients might have."

"Julian is not only well versed in the legal aspects but also has the uncanny ability to look at the issues from a business perspective and offer valuable insights and recommendations. He has always been extremely responsive to our needs and works well under time pressure. He has been available literally 24/7 and always able to meet deadlines and targets."

"Rated for transactional-related engagements, including the largest workouts in Indonesia and defaults of Chinese companies listed in Singapore."

Clients described Julian as *"absolutely first-class"*, *"committed and professional"* with the *"uncanny ability to look beyond the legal aspects and provide invaluable advice on commercial implications".*

Julian Kwek is *"outstanding in developing and implementing effective and creative strategies that have produced successful debt restructurings in circumstances that seemed hopeless at the start".*

He is *"extremely hard-working, intelligent and creative"* and an *"excellent"* leader of a strong restructuring team.

Chambers Asia-Pacific
Restructuring/Insolvency 2026 – Band 2 for 18 consecutive years

"Julian is extremely hardworking, smart and creative."

"He's been effective in Singapore and Southeast Asian markets. He has a great ability to gain the trust and confidence of his clients."

"He is an intelligent and creative problem solver who always makes sure to understand his clients' objectives and concerns in developing effective strategies in their complicated cross-border restructuring matters."

"He has extensive and unique experience advising companies on debt restructuring in Indonesia and has consistently guided clients to excellent results."

"Very commercial and good at providing alternative restructuring and insolvency solutions."

"He impressed us with his work ethic and his extensive knowledge of Indonesia."

"He is a deal maker, with a China and Indonesia focus."

A client notes his *"uncanny ability to look beyond just the legal side of things and can point out the commercial implications of a particular course of action".*

"He is not only able to offer legal advice but also assists with the commercial implications. He also has extensive experience and knowledge about Indonesian legal issues."

"He can always come up with an outside-the-box solution to address those risks and concerns that the clients might have."

Chambers Global
Indonesia – Banking & Finance (International Firms): Expertise based abroad 2025 – Leading Individual for 3 consecutive years

Chambers High Net Worth Guide
Private Wealth Law 2025 Indonesia (Expertise based abroad) – Leading Individual for 10 consecutive years

"He has excellent high net worth Indonesian clients."

"...because he spent a lot of time in Indonesia, he is familiar with how things should be done. His grassroots expertise is very helpful in understanding the psyche of Indonesian clients and Indonesian markets."

He is "very knowledgeable, quick to respond, and great with client relationships".

Julian's practice is broad-ranging, and includes private equity, cross-border M&A, and joint venture matters. He works with both Indonesian clients and wealthy inward investors.

He helps high net worth families and individuals on private client matters, including restructuring, estate and trusts matters,

reorganising offshore holding structures and businesses.

He also assists with immigration and citizenship applications, as well as advising on tax efficiency and complying with the Common Reporting Standard.

IFLR1000: The Guide to the World's Leading Financial Law Firms
Restructuring & Insolvency 2025 – Highly regarded for 9 consecutive years, previously Leading Lawyer for 6 consecutive years

"Brilliant lawyer, friendly and able to think out of the box."

"An intelligent and creative problem-solver who always makes sure to understand his clients' objectives and concerns in developing effective strategies in complicated cross-border restructuring matters."

A client praised Julian for being *"intelligent, creative and hard-working".* He *"expertly lead [his] clients through complex cross-border debt restructuring matters".*

"He knows the law very well and also has a commercial point of view which helps the structuring."

"Julian has a tremendous depth of understanding and knowledge of the Indonesian market which we are operating from. This knowledge had been most useful when assisting us to make major divestment decisions. He is able to think outside of the box and highlight to us, apart from legal issues, the commercial implications."

A client commended Julian as an *"excellent"* lawyer in all respects. He is also *"responsive to client needs".*

Julian is regarded as *"extremely intelligent", "hard-working"* and *"creative".*

"Julian has always been very responsive and able to provide excellent advice and suggestions on not just legal issues but also the commercial implications arising", according to a client's feedback.

"He had impressed us on his extensive legal knowledge about Singapore law as well as a good grasp of the legal environment in Indonesia. His strongest point is his uncanny ability to look beyond just the legal perspective and also provided excellent advice on the commercial implications."

"*I deal a lot with Julian Kwek and his team. I am very impressed with Julian's commitment and professionalism. The team is not there only to provide legal advice, but more importantly they can always come out with an outside the box solution to address those risks and concerns that the clients might have*."

Lexology Index (previously Who's Who Legal)
Restructuring & Insolvency 2025 – Leading lawyer for 8 consecutive years

Julian Kwek is described as *"hard-working" and "extremely intelligent";* he is lauded by peers for his *"inventiveness when dealing with extraordinarily complex multinational debt restructurings".*

He is "well-regarded specialist in cross-border debt workouts and corporate restructuring".

National Leader
Southeast Asia: Restructuring & Insolvency 2024 – Recommended lawyer for 3 consecutive years

Asia Legal Business
Named Dealmaker of the Year at the ALB SE Asia Law Awards 2021

He was also listed as one of the standout dealmakers of 2020 in Southeast Asia in the December 2020 issue of ALB Asia magazine

Asialaw Leading Lawyers
Restructuring and Insolvency 2025 – Elite Practitioner for 7 consecutive years, previously Market-leading Lawyer for 2 consecutive years

Corporate/M&A 2019 – Market-leading Lawyer

"Problem solver and provides practical solutions."

"In addition to his extensive knowledge of the Indonesian legal and working environment, Julian has the uncanny ability to provide advice and suggestions on the commercial aspect and implications of a situation."

"Very knowledgeable and commercial-minded."

"Technical skill coupled with commercial acumen."

Asialaw Client Service Excellence 2020
Recognised as one of the highest rated lawyers to work with in the field of Restructuring & Insolvency based on client feedback

Best Lawyers International: Singapore
Insolvency and Reorganisation Law 2025 – Endorsed individual for 14 consecutive years

Asia Business Law Journal
Identified as one of Singapore's Top 100 lawyers 2023

APPOINTMENTS/MEMBERSHIPS

- Member, Law Society of Singapore
- Member, Singapore Academy of Law
- Member, The Honourable Society of the Middle Temple
- Honorary Secretary, Workforce Advancement Federation