PROFILE

DREW & NAPIER



Lau Sok Hiang
Co-Head, Real Estate and Corporate Real Estate
Director, Corporate & Finance

LL.B. (Hons), National University of Singapore (1995)
Admitted to the Singapore Bar in 1996
T:+65 6531 2318 F: +65 6535 4864 E: sokhiang.lau@drewnapier.com

ABOUT SOK HIANG

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

She has advised major institutional clients, including listed real estate developers, real estate investment trusts (REITS), multi-national corporations (including multinational technology 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 (including collective sales), acquisition, leasing and financing of large local plant projects, data centres, large residential and industrial developments, prime commercial real estate, hotels and integrated resorts.

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 also a member of the Valuation Review Board, a Tax Board/tribunal under the Ministry of Finance, constituted under Section 23 of the Property Tax Act.

She 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 the structuring of transactions and documentation relating to integrated resorts and hotels.
- Acting for a Singapore-incorporated subsidiary of a US Company (with subsidiaries worldwide), which operates a worldwide digital platform, as Singapore counsel in relation to the grant of credit facilities of up to a few billion US dollars.
- Acting for a Singapore-incorporated subsidiary of a Tokyo-listed company in the lease of its new flagship store and largest retail space in Singapore (a large-format store concept, comprising electronics, IT, furniture and lifestyle concepts, spanning six storeys) in a retail podium of a commercial building in Orchard Road.
- 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 the collective sale of residential, commercial and industrial developments, including the collective sale of Katong Mall, the first full-retail development to be sold collectively, and the collective sale of Far East Shopping Centre at S$908 million (one of the highest-value collective sale transactions entered into in 2023).
- 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.

ACCOLADES

Chambers Asia-Pacific



Real Estate 2026 – Band 3 for 3 consecutive years

"Sok Hiang is very detailed and clear in explaining situations and issues."

"Sok Hiang is professional and meticulous."

"She provides sound advice and is always one step ahead before issues arise."

"Sok Hiang provides exceptional value and dedication to her work. She is highly responsive and practical."

"She is certainly a very experienced and knowledgeable lawyer and a very interactive person to work with."

"She is an expert in the real estate field with strong client management skills."

The Legal 500 Asia Pacific

Real Estate 2026 – Leading Individual for 3 consecutive years

Projects & Energy 2025 – Recommended Lawyer

Banking & Finance 2024 – Recommended Lawyer for 3 consecutive years



"Partner Lau Sok Hiang is an expert on regulations related to real estate and can give practical and detailed advice which clients value."

"The team, led by Lau Sok Hiang, is very competent and meticulous in their performance. They are responsive and spontaneous in their completion of the conveyancing matters."

"Lau Sok Hiang has been highly regarded as very thorough in her work. She works expeditiously in any matters given to her and a person that we can trust wholeheartedly."

"Lau Sok Hiang is a capable lawyer. Able to communicate well and will go to extra mile to get the work done or see that the knowledge you need to make decisions is available."

"Lau Sok Hiang is a very experienced conveyancing lawyer who is always responsive and reachable with a phone call."

"With Lau Sok Siang's strong knowledge in the real estate industry, we can always place our trust and depend on her to carry out legal documentation and negotiation effectively and professionally."

"Lau Sok Hiang is very meticulous and careful."

"I have been dealing with Ms. Lau Sok Hiang for about 20 years. Excellent work with extremely high professional knowledge and expertise. The service rendered by Sok Hiang to our organisation is always very professional, reliable and prompt."

"I worked with Lau Sok Hiang as co-head corporate real estate in several cross borders real estate projects and she has the ability to explain complicated structure or legal issues to the clients in simple manner so that the clients can understand quickly."

"Ms Lau Sok Hiang and her team reply swiftly and I find them very creative and productive when handling matters."

"*Excellent work with extremely high professional knowledge and expertise. The service rendered by Sok Hiang is always very professional, reliable and prompt*."

"*Lau Sok Hiang has the ability to explain complicated structure or legal issues to the clients in simple manner so that the clients can understand quickly*."

"*Lau Sok Hiang and her team from Drew & Napier are responsive and creative. They are attentive to details. The charges are very reasonable."*

"*Lau Sok Hiang listens to the client and takes time to explain the issues clearly. She is a joy to work with. Complex negotiations move along better with Sok Hiang around."*

"Lau Sok Hiang is very friendly and provided good legal advice on the matter at hand."

"Depth of knowledge, customer engagement, and timely updates. Able to explain things clearly."

IFLR1000

Banking and Finance 2026 – Highly regarded for 5 consecutive years

"Professional and very hardworking."

Lexology Index

Real Estate 2026 – Recommended Lawyer

National Guide: Southeast Asia - Banking 2025 – Recommended Lawyer for 3 consecutive years

Asialaw Leading Lawyers

Real Estate 2026 – Distinguished Practitioner for 3 consecutive years

Lau Sok Hiang is described as *"responsible and professional", "enthusiastic and responsive", "detailed in drafting of T&Cs protecting clients' interests"* with *"excellent industry knowledge"* and *"very good knowledge in providing advice."*

"She is proactive and provides solutions to difficult issues."

"Lau Sok Hiang is a very careful and meticulous lawyer. She very much stressed getting the documents right, in the sense that it will not invite queries or challenges."

"Responsive, going extra miles to help the client, responsible and has a good approach."

"Ability to communicate the issues well to the client."

"Creative and attentive to details."

"Very professional and patient."

"Very responsive and promptly comes up with problems solving."

Sok Hiang is commended to be *"very responsive and customer-oriented. Able to get things done with little fuss. Knowledgeable about the subject matter."*

"Helping us understand the various possible risks of the loan documents presented for signing, and provided us with recommendations to amend some aspects of the same documents."

Doyle's Guide
Property & Real Estate 2026 – Leading Lawyer

MEMBERSHIPS

- Member, Valuation Review Board
- Member, Law Society of Singapore
- Member, Singapore Academy of Law