

Our Indonesia practice



2011



Mallesons' Indonesia practice group brings together a multidisciplinary team of lawyers who advise as international counsel on Indonesia-related matters and are market leaders in their areas of expertise.

We have assisted clients as international counsel in the areas of banking and finance, capital markets, corporate and commercial, mergers and acquisitions, energy and resources, infrastructure, projects, construction and environment and telecommunications, media and technology.

Why Mallesons?

Track record

We have deep and broad experience advising on complex transactions in Indonesia across a wide range of practice areas and industries. We can draw on many years experience in guiding our clients through the various processes, systems and legal issues involved in doing business in Indonesia.

Our clients include international and regional multinationals and financial institutions. We have also acted for major Indonesian companies on their outbound investments in the region.

Familiarity with local business culture and environment

We are able to add value to our clients' transactions through our local business and regulatory knowledge combined with Indonesian language skills.

Some of our lawyers have spent time working in Indonesia, and continue to regularly travel to Indonesia advising foreign clients primarily on infrastructure projects, mining projects

and inbound foreign investment into Indonesia. We constantly update our market knowledge and regularly brief our clients on legislative and market developments that affect their business in Indonesia.

Local working relationships

Our considerable experience in instructing top domestic law firms and leading legal experts across a wide range of areas ensures that our clients have access to the best people and advice for their Indonesia-related transactions.

We have a proven ability for combining our cross-border expertise and client corporate knowledge with local counsel's expertise and connections to offer an integrated service. Our good working relationships with regulators and network of local business contacts ensure we are an effective adviser to any client entering the market.

Ability to deploy legal teams promptly and cost-effectively

A recent example of where our model has worked to the client's advantage involved a due diligence we undertook for one of the Indonesian mobile operators.

We took two of our lawyers to Jakarta and completed the due diligence in two weeks which represented a cost saving of 50%. We were able to achieve this because we knew the client and the client's demands, enabling us to focus on the matters which were important to our client.

Insolvency & Restructuring Deal of the Year

Asset & Corporate Finance Deal of the Year

SE Asia Deal Of The Year

ALB SE Asia Awards, 2009

Our experience

Our team's experience is wide ranging and includes advising:

Client	
<i>Banking & Finance</i>	
BAC	Various network financings, corporate credit loans, equipment and ECA financings and debt restructurings in Indonesia.
BankWest	Taking security over cash-flows from a business operated in Indonesia by an Australian company.
Macquarie Bank	Project financing of a zinc project in Sumatra.
PT Trakindo Utama	US\$120 million rescheduling of syndicated and bilateral loan facilities to Indonesia's main distributor of Caterpillar and other heavy plant and equipment.
Rothschild	On the project financing of a gold project in Sulawesi.
Standard Bank	Acquisition of the Courts and Mammoth consumer electronics retailer businesses, a leveraged buy-out by Barings private equity of businesses listed in Singapore, Malaysia and Indonesia, including takeover code voluntary and mandatory general offers, a whitewash, squeeze-outs and privatisations and follow-on Islamic (Murabahah) refinancing (acting for Standard Bank as lead arranger).
Telkomsel	Export credits issued by Hermes, EKN and SACE (acting for commercial lenders, led by Citibank).
Telkomsel	Various network financings, corporate credit loans, equipment and ECA financings and debt restructurings in Indonesia.
<i>Capital Markets</i>	
Asia Pulp & Paper	Synthetic securitisations of pulp and paper receivables.
PT Astra International	US\$125 million Euro Note issue.
PT Semen Cibinong	US\$170 million Euro Note issue.
<i>Corporate</i>	
Carrefour, Detroit Diesel and PT Faulding Indonesia	Various foreign and Indonesian partners in relation to the establishment of the Indonesian retail and distribution ventures of Carrefour, Detroit Diesel and PT Faulding Indonesia.
Chairman of China Nickel Resources	Divestment of Indonesian iron-ore mine to China Nickel Resources, a Hong Kong listed company and subscription for shares and convertible bonds by Deutsche Bank upon closing.
Excelcomindo	Due diligence for Indonesian mobile operator.
Indonesian petroleum	Indonesian petroleum product sharing agreements and mining contracts of work and foreign investment generally.
Indosat, NTT, Sumitomo, Itochu, WDI and Telstra	Sale of MGTI (the investor in the US\$640 million Central Java telecommunications scheme) to PT Alberta Telecommunication.

Monsanto	Indonesian joint venture with Forbio.
PT Bumi Resources Tbk	Off market takeover bid for Herald Resources Limited, which involved liaising with Indonesian counsel on the requirement to obtain shareholder approval in Indonesia for the transaction.
PT Tower Bersama	Purchase of an Indonesian tower portfolio from PT Mobile-8 Telecom and the leasing back of that portfolio to PT Mobile-8 Telecom.
Rio Tinto	Shareholders agreement with BP for PT Kaltim Prima Coal and the sale of Rio Tinto's and BP's interests in PT Kaltim Prima Coal to PT Bumi Resources for a combined consideration of US\$500 million.
<i>Energy, Resources & Projects</i>	
Carrefour, Detroit Diesel and PT Faulding Indonesia	Various foreign and Indonesian partners in relation to the establishment of the Indonesian retail and distribution ventures of Carrefour, Detroit Diesel and PT Faulding Indonesia.
Confidential client	Potential Hong Kong takeover and listing of an Indonesian company in the business of exploration and mining of thermal coal.
Main contractor	Rehabilitation of the Tuanku Jaafar Power Station in Port Dickson. The project involved the replacement of existing oil fired conventional thermal plant with an environmentally clean and high efficiency large combined cycle plant; assisted in the negotiations with Tenaga Nasional Board in relation to the EPC Contract and drafted the subcontracting and procurement agreements.
Private equity firm	Acquisition of an interest of approximately 5% by a private equity firm in PT Bumi Resources Tbk, a listed Indonesian natural resources company.
Rothschild	Coal mining project in Kalimantan.
Rothschild	Project financing of a gold project in Sulawesi.
Wartsila Power	US\$75 million Pare Pare power station, which involved acting for the sponsors of a dual power (diesel and gas) power project, obtaining the foreign approvals to establish the joint venture company PT Makassar Power and negotiating the power project agreement with PLA and other project agreements. We also acted on the sale of the project to Tomen.



<i>Telecommunications, Media & Technology</i>	
Indosat, NTT, Sumitomo, Itochu, WDI and Telstra	Sale of MGTI (the investor in the US\$640 million Central Java telecommunications scheme) to PT Alberta Telecommunication.
Jakarta Stock Exchange	Computerisation of the Indonesian Stock Exchange.
PT Tower Bersama	Purchase of an Indonesian tower portfolio from PT Mobile-8 Telecom and the leasing back of that portfolio to PT Mobile-8 Telecom.
Telkomsel	Due diligence for Indonesian mobile operator.
Telstra	Sale of its interests in PT Jastrindo Dinaminka in Indonesia (a trunked mobile radio operator).
Telstra	Investment in MGTI, the investor in the US\$640 million Central Java telecommunications scheme.
Telstra	Acting for NDC in the T-21 project.

For partner profiles and further information refer to our people at www.mallesons.com

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