

Banking & Finance



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Central

How we help

We understand the importance of tailoring finance advice closely to our clients' needs.

At Deacons, we aim to add value to financing transactions by really listening to our clients and understanding their business needs. We appreciate that every deal, whatever its size, is unique.

So we use our unrivalled knowledge of the financial markets in Hong Kong and across the region to ensure that transactions progress smoothly.

Who we are

Deacons is Hong Kong's own world-class law firm, and one of the region's leaders in the area of banking and finance.

The largest full-service independent law firm in Hong Kong, we are also the longest established. Since 1851 we have been developing our unique culture, which blends traditional client care with modern technology and working practices. Our integrity and dedication to the highest service standards is matched by our cosmopolitan attitude and commitment to innovation.

Our aim is always to understand our clients' businesses and time pressures, and to act as "trusted advisors" in helping them to take crucial business decisions.

Operating from our Hong Kong headquarters and three offices in Mainland China, we offer clients top quality advice to support their strategic business or personal needs. Our close relationships with Hong Kong's business community, built up over many years, are also a key benefit of partnering with us.



What we do

We employ our considerable experience of financing transactions in Hong Kong to help your deals run smoothly.

We have built our banking and finance industry knowledge over many years of working with some of the world's biggest banks, financial institutions and trading companies in Hong Kong, China and elsewhere across the region, on a wide variety of financing transactions. Our responsiveness, meanwhile, flows from Deacons' culture of client service and innovation. Our range of services include, in no particular order:

Lending & taking security

We advise on all types of lending transactions, from straightforward unsecured lending to international, multi-million dollar syndicated deals involving cross-border security and complex tax issues. We are justifiably proud of the breadth and depth of our experience of lending and taking security in Hong Kong and the PRC.

Acquisition finance

Our highly-rated team is experienced in all aspects of acquisition and leveraged financing work, from strategic planning, structuring transactions and developing security packages, to advising on "whitewashes" and solvency statements, for a client base that includes banks, listed companies, private equity funds and asset managers.

Anti-money laundering

Admired for our deep regulatory expertise, we can assist with designing compliance audits and processes, drafting and reviewing anti-money laundering policies and documents, as well as providing training and advice on specific situations as they arise. We also assist clients in investigations and negotiations with the authorities.

Banking litigation

Our experienced banking lawyers work closely with our litigation and dispute resolution team to handle the most complex banking disputes on behalf of leading investment and retail banks, investment funds, private banks and borrowers.

Banking regulation

Obtaining regulatory approval for the establishment, and takeover, of banks and deposit taking companies in Hong Kong forms a significant part of Deacons' practice. We also handle applications to become money brokers, money lenders and money service operators, and we have helped establish an automated trading exchange. Clients tap into our expertise on the interpretation of the Banking Ordinance and we represent them in negotiations with the HKMA.

Consumer finance

Deacons advises private and retail banks, credit card companies and finance companies on consumer credit transactions. Work ranges from regulatory issues, such as obtaining licences to lend money, dealing with questions relating to the Money Lenders Ordinance, and compliance with the Personal Data (Privacy) Ordinance, through to the preparation of standard form customer-facing documents.

Financing for borrowers

Unlike many of our competitors, Deacons' banking team works for both banks and borrowers, so we understand the concerns of both sides. We have represented borrowers on a wide range of transactions, from plain vanilla deals and HK\$ multi-billion syndicated loans, to a range of specialised financing deals.

Projects & project finance

Our skilled team acts for governments, banks, sponsors and contractors on large and complex developments. We offer considerable experience of a range of projects throughout Asia and the PRC, including water, energy and power, infrastructure (including road and rail, ports and airports, and telecoms) and other large property schemes.

Structured trade finance

Deacons' talented lawyers have considerable experience of all elements of structured trade finance, from straightforward commodities-based financing, and transactions involving export credits, to highly structured receivables-backed deals.

Whatever the area, though, you can count on Deacons to work hard to understand your business and achieve the results you want.

What we've done

Naturally, you want to know that we have the experience to handle your work swiftly and efficiently. Fortunately, we can point to a long track record of success across the field.

A sample of representative highlights includes:

- advising the lenders financing two acquisitions by Singapore REITS of hotels in Hong Kong and China;
- advising senior and mezzanine lenders on the Hong Kong aspects of three global leveraged buyouts;
- assisting on the refinancing of an existing acquisition finance transaction, including solvency statement under the new Companies Ordinance;
- acting for the lenders on five pre-IPO financings and investment involving PRC and South East Asian companies;
- assisting a number of commodities trading companies, based in both Hong Kong and Europe, in connection with trade finance transactions involving various commodities, including copper and aluminium;
- advising major Japanese, European and Asian banks on developing new and innovative structured trade finance products, including online platforms;
- advising a PRC mining group with interests in Mongolia on raising nearly US\$1.68 billion from PRC banks in three separate loan transactions;
- representing a US-listed company on a large "take-private" financing;
- advising a telecoms company on financing its new phone network in an emerging South East Asian economy;
- assisting a mining group in its financing of the development of a new coal mine in the Philippines.

Whatever the area, you can rest assured that we will have the right person to help you.

What they say about us

Everyone likes to be recognised. And at Deacons, we are proud that so many independent commentators have chosen to present us with prestigious awards. Some examples from recent years include:

- *Hong Kong Firm of the Year*
China Law & Practice Awards 2018
- *Hong Kong Firm of the Year*
Asian-mena Counsel In-House Community Awards 2018
- *Hong Kong Independent Firm of the Year*
Asia Women in Business Law Awards 2018

Our banking and finance team has attracted particular praise from prestigious independent sources.

"Long-standing independent Hong Kong firm, Deacons is renowned in the market for its local expertise in the sector. Particularly experienced in regulatory matters"
Chambers Asia Pacific 2019

What really matters to us, however, is what our clients think. And they tell us that what they appreciate most is our ability to understand their businesses and time pressures, and to act as "trusted advisors" in helping them to take crucial business decisions. We hope that you too will appreciate the "Deacons difference".

Want to know more?

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