

PROFILE



Partner
Real Estate
Shearn Delamore & Co., Kuala Lumpur, Malaysia
christina.chan@shearndelamore.com
T +603 20272803 Ext. Number

Qualifications
LL.B (Hons), University of London
LL.M (Hons), University of Malaya
Certificate in Legal Practice
Advocate & Solicitor, High Court of Malaya

Languages
English, Malay, Chinese

CHRISTINA C.P. CHAN

ABOUT CHRISTINA

Christina is a result-driven lawyer and has rich experience in corporate and commercial transactional analysis and advisory for businesses, ranging from start-ups to seasoned companies. She is also of champion of mergers and acquisitions, cross-border transactions, commercial transactions and arrangements, project development, specifically in facilitating purchases and disposals of real property, shares and companies; and of facilitating commercial leases of real properties and joint ventures for land development projects.

Additionally, Christina possesses an extensive knowledge of banking and financial documentation, including those of investment and structured products, and with this wealth of familiarity, she has come to lend advice and insights to regulatory governance, in respect of financial institutions and securities laws.

As a confident, pragmatic and responsive Solicitor, Christina embraces the challenges brought about by the marketplace, with a unique entrepreneurial flair with a passion for excellence in every opportunity.

EXPERIENCE

- Led the identification and evaluation of potential acquisition targets, resulting in numerous completed transactions and major exercises in mergers and acquisitions and corporate restructuring in various

sectors comprising of property development, infrastructures, technologies, hotels, medical, e-commerce and en-bloc purchases totalling a consideration sum of approximately RM900 million.

- Leading to the acquisitions, played a key role in increasing their market share by 15% through strategic acquisitions.
- Facilitated cross-border transactions with equity fundings and collaboration with China Society International Economic Cooperation under the Ministry of Commerce, a presidium of China Chamber of International Co-operation of Private Enterprises under All-China Federation of Industry and Commerce consisting of consortium partners from major China's multinational companies.
- Collaborated cross-functionally with legal, finance, technical and integration teams to ensure seamless post-acquisition integration and optimization.
- Negotiated deal terms and conducted due diligence exercises and comprehensive advice on regulatory compliances, leading to a 20- 30% reduction in acquisition costs.
- Developed financial models and conducted comprehensive market research to assess the potential ROI of acquisition opportunities.
- Acted for various major players in the development and construction industry, including developers, main contractors, subcontractors, concessionaries, landowners, consultants providing innovative, practical, commercially driven and strategically motivated advice at every stage of development and construction from acquiring land banks and bid preparation advice, to joint ventures and to every stage of development and construction phases to contract drafting to implementation phases to dealing with third-party service providers, in the Klang Valley, Sabah, Kedah and Johor.
- Advising clients in respect of investments including investment in a broad spectrum of industry, involving the regulatory regime and applicable practice areas and assisting the investors in deciding on the most appropriate and efficient structure for their investments and subsequent drafting of all relevant transactional documents. On completion of the investment, rendered advice on matters arising or incidental to such investments.
- Assist in incorporation of new companies and local subsidiaries of foreign corporations, formation of Malaysian branches of foreign corporations by way of registration as foreign corporations, to advising on the management policies of the company including the drawing up of the employees' share option schemes, directors' rights and responsibilities, management agreements, shareholders' agreement and consultancy agreements and rendering relevant advice on the corporate administration and board and general meetings.

- Recommended legal strategies, assessment and monitoring of the group's legal risks to safeguard organization's compliance to the relevant regulatory requirements.
- Advising client on corporate compliance and regulatory issues in incorporating and conducting Labuan Banking business at Labuan Offshore.
- Advising clients on subscription of shares and issuance of redeemable preference shares and other preference shares both conventional and Islamic, transferable subscription rights, derivatives and other securities; capital reduction and restructuring.
- Acted for financial institutions, private equity funders and customers (including offshore and foreign parties in addition to domestic stakeholders) as well as for clients from the public and private sectors and the scope of work undertaken includes, deal structuring, set offs and settlement via issuance of private debt securities and put and call option arrangements, formulation of concept papers, identification of Shariah parameters, risk identification and documentation.
- Strategize and negotiate by nurturing trust, foster productive working relationships with counter parties and stakeholders to provide solutions, navigate conflicts and achieve mutual agreements.
- Advised on the structuring of a large sale co-living tenancy agreement for a venture capitalist.
- Acted for a purchaser in relation to an acquisition of a company, empowered to, inter-alia, establish an Islamic medium term note programme of RM200 million in nominal value under Shariah principle of Wakalah Bi-Istithmar [together with Murabahah (via Tawarruq arrangement), namely a Sukuk Wakalah Programme, subject to the Upsize Option to RM3 billion.
- Conducted legal research and provided legal opinions and regulatory guidelines in various sectors.
- Expedite progress of transactions by generating relevant legal documents in-house and provide detailed review of and value-added comments.

APPOINTMENTS/MEMBERSHIPS

Member, Malaysian Bar

Member, FIABCI

PUBLICATIONS

- Contributed to articles in relation to the duties and responsibilities of company directors, law and practices of company meetings and the importance of good corporate governance, in conjunction with the programmes affiliated with Companies Commission of Malaysia.
- Contributed to articles in relation to real estate practices in Malaysia pursuant to seminars rendered by top tier Estate Agencies.