



**ERIC
PIESNER**

Asia Managing Partner, Morrison & Foerster, Singapore

Eric Piesner, Asia managing partner of Morrison & Foerster, specializes in strategic M&A and private equity deals focused on the real estate industry. Widely considered to be a leader in his field, Piesner has worked on some of the largest and most complex deals in the real estate sector.

“My career in Asia over the past 16 years has been defined by a consistent focus on the real estate industry and a steady expansion – both by practice area and geography – of the work I do for clients in that industry,” Piesner explains. “This started in 2001 from a real estate finance practice in Japan and expanded over time to a pan-Asia practice representing clients such as Global Logistic Properties (GLP)

in all aspects of their business around the world. Career high points for me include the string of cutting edge transactions I did for GLP in the US, Japan, China and Brazil.”

Piesner has played a pivotal role in helping to build the firm’s highly rated Private Equity Practice in Asia. In 2017, the firm has advised on a number of market-leading deals throughout the region. Piesner advised on Global Logistic Properties’ \$11.64 billion proposed privatization, reported to be the largest-ever private equity buyout of an Asian company, and on the \$1.2 billion joint venture between Indospace and Canada Pension Plan Investment Board, one of the largest deals of its kind in India.

“Being a creative problem solver, having good common sense and being strong under pressure are the main strengths that I believe clients appreciate from me,” says Piesner.

He believes that there are three keys to being a good transactional lawyer. “The first is dedication and responsiveness – this means having a 24/7 focus on meeting deadlines, client service and getting the best results for the client. Second, being an effective transactional lawyer means understanding both the details of the transaction at hand and the client’s business more broadly. Finally, you need common sense – which means being smart, practical and measured in managing transactions and in addressing issues as they arise.”



**SHIRIN
TANG**

Partner, Morrison & Foerster, Singapore

Shirin Tang is a New York and Singapore-qualified corporate partner at Morrison & Foerster. She specializes in private equity and M&A transactions across Southeast Asia, China and the U.S. She was named one of ALB’s “40 Under 40” outstanding legal professionals in Asia for 2017.

Described by clients as a standout lawyer with incredible judgment and the ability to balance legal risk and analysis against the commercial realities of a transaction, Tang has built a strong market reputation for complex and innovative transactions. She worked on several headline-making deals in 2017. These included advising Global Logistic Properties Limited, the leading global provider of modern logistics facilities, as

international counsel, on its proposed \$11.64 billion privatization. This is reported to be the largest-ever private equity buyout of an Asian company.

Tang also advised IndoSpace, India’s largest developer of modern industrial real estate, on its landmark \$1.2 billion joint venture with Canada Pension Plan Investment Board to acquire and develop modern logistics facilities in India. Tang explains, “This was a hybrid M&A, real estate and fund formation transaction, one of the largest of its kind in India – it required careful structuring across several jurisdictions and forethought about how the business would be run.”

In the last two years, Tang has led six transactions with deal values each in excess of \$1 billion,

most of which were consortium transactions involving multiple jurisdictions and leading global institutional investors. She believes that an excellent grasp of the key drivers and motivations of all parties concerned is critical. “Having an intuitive sense of when to push and when to give enables more value to be created for both sides,” says Tang. “Being able to read between the lines, to consider all the angles and anticipate the key operational and financial consequences of any decision is very important.” This philosophy, combined with a solid understanding of legal limitations, structuring alternatives, local market practices and comparable transactions, helps her to deliver consistently outstanding results for clients.