

Japan's MHM teams up with ATD Law in Indonesia from 1 January 2023



Left : Abi Abadi Tisnadisastra, ATD Law's Managing Partner
Right : Tetsu Takeuchi, Partner at Mori Hamada & Matsumoto Singapore

Leading Japanese law firm Mori Hamada & Matsumoto (MHM) is expanding its services to the Indonesian market as part of its regional strategy. Having already established offices in Singapore, Thailand, Vietnam and Myanmar, MHM is now expanding its offering to the Indonesian market by collaborating with Jakarta-based law firm, ATD Law.

This partnership between the two law firms is intended to transcend boundaries and create more choices of legal services providers for regional and multinational clients.

In conversation with Nikkei Asia, Tetsu Takeuchi, Partner at Mori Hamada & Matsumoto Singapore and ATD Law's Managing Partner, Abi Abadi Tisnadisastra shared exclusive details about their partnership and how it will support a framework to create more opportunities for investors and businesses keen on entering the Indonesian market.

Speaking about the key idea behind this expansion, MHM's Takeuchi said, "This is an important milestone in the context of our regional strategy at MHM. Our experience of setting up offices in Southeast Asia (see table below) helped us identify the opportunities in Southeast Asia to extend our services beyond Japanese clients and attract more multinational clientele. The game change occurred in 2018 when we integrated with Chandler & Thong-ek, which was at the time one of the largest law firms in Thailand. We rebranded the Firm as Chandler MHM and from that point on we have more ASEAN lawyers in our network. We have now established offices in Vietnam as well, and on Jan. 1, 2023, we have set up the Jakarta office. Our

ultimate aim is to maximize synergies and expand the number of our non-Japanese lawyers. This will help us accommodate a variety of requests from regional and multinational clients and provide better services for the clients."

Mori Hamada & Matsumoto Offices in Southeast Asia (as of January 2023)

Office	Number of Lawyers
Singapore	20
Bangkok	102
Vietnam (HCMC/Hanoi)	25
Yangon	14
Jakarta (ATD Law in association with Mori Hamada & Matsumoto)	11

ATD's Tisnadisastra, who will be leading the MHM practice in Indonesia, believes that the collaboration between the two law firms is a formula for success as multinational clients including the Japanese have strong interest in entering the Indonesian markets. At the same time, Indonesian clients are keen on expanding into other ASEAN markets. Both law firms will be able to serve their clients better across regions by learning from each other's knowledge and expertise.

Speaking about the scope of legal advice they will be offering, Tisnadisastra said, "As Indonesia is a major investment destination, there are a lot of business and commercial opportunities of interest, but there are also several challenges that present themselves. Legal certainty is frequently listed as one of the major challenges of doing business in Indonesia. So it's very important for investors to

be represented by experienced lawyers who understand the regulatory requirements. It is important for the lawyers to know how to interpret regulations and policies as well as to help navigate the Indonesian regulatory regime. With our collective experience and expertise, we are confident of offering clients extensive support in this region as we know and understand the intricacies involved and how to maneuver in this landscape."

With regards to the sectors and investment projects in Indonesia that this alliance can help to galvanize, Tisnadisastra added that they are first and foremost a corporate commercial firm presently focusing on mergers and acquisitions as well as banking and finance. In addition, given the fact that Indonesia is a very large archipelago nation with more than 17,000 islands, technology, infrastructure, and properties sectors are also of growing interest to investors. With the recent G20 Summit held in Indonesia, there is also a heightened sense of awareness and opportunities with regards to green finance and sustainability related projects and this is something that MHM and ATD Law will be delving into progressively, he said.

Sharing tips on ease of doing business in Indonesia and what investors coming to the archipelago need to bear in mind, Tisnadisastra said "For the past few years, Indonesia is in the process of legal reform. This is clear evidence that shows how seriously the Indonesian Government is trying to provide more certainty to investors that are coming to invest in Indonesia. The government, led by our President Joko Widodo, has been advocating inviting more investors, to be more open to easing foreign ownership restrictions in many industries and whenever possible to also ease the licensing requirements. While it may take some time for the law reforms to impact investors who are keen on investing in Indonesia, Indonesia is heading in the right direction. This makes Indonesia an even more promising investment destination. At the same time, investors need to be aware of, and comply with, the prevailing laws and regulations, and hopefully this is something that we will be able to help them implement", he concluded on an optimistic note.

ATD Law

in association with
MORI HAMADA & MATSUMOTO