

The background of the image is a photograph of a modern skyscraper with a glass facade, set against a blue sky with scattered white clouds. The building's design features sharp angles and a grid pattern on its windows.

TJAJO&Partners

FIRM PROFILE

Commitment. Commercial Insight. Strategic Goals

The Firm

TJAJO & Partners is one of the well-respected corporate law firms in Indonesia. We have a long-standing client relationships with multinational and leading corporations in various industry sectors, financial institutions, and relevant government entities. We earn the reputation due to our commitment to outstanding service and professional excellence.

We take a careful understanding on the culture and the legal business environment in Indonesia and tailor each professional service to accomplish your business challenges. We continuously enrich the knowledge and evolve in the anticipation of the rapid legal environment. We practice in a true commercial approach that promises better value to our clients. We have worked and represented our clients in various cross-border deals and complex transactions, in which some of those have received and/or being nominated for most notable deals by various prominent legal directories.

We have built longstanding relationships with the relevant government institutions in the industry to provide comprehensive service on a national and international scale.

The Professionals

The legal professionals at TJAJO & Partners are specialists in their fields. The team is focused on meeting your business needs, and is accessible, responsive, practical and reliable.

We maintain personal relationship and gather in-depth knowledge of your businesses, responding to your concerns in order to provide sound legal advice, effective strategies and specific solutions.

All Partners and Associates are graduates from the reputable Indonesian law faculties, and fluent in English and Bahasa Indonesia. They are dedicated legal consultants, who have the needed broad knowledge, skill sets and the depth of experience in various industries.

We may be regarded as your trusted legal counsel and rest assured that we are working hard in an ethical, resourceful and cost effective manner.

Capabilities

Capital Markets

Our Partners have extensive experience in representing various corporations, underwriters, private equity firms and investment banks in all aspects of capital markets transactions, such as early stage of financing, all types of initial and subsequent follow-on equity offerings and private placements. We also assist in providing legal advice to the equity and investment funds companies, and in the formation and establishment of securities companies.

The team is led by the capital markets expert practitioners in Indonesia and serving clients regardless of size and complexity in their domestic and cross-border transactions. We have a firm relationship and cooperation with the Indonesian capital markets institutions such as the Indonesian Financial Services Authority (Otoritas Jasa Keuangan/“OJK”) and the Indonesian Stock Exchange (“IDX”), and we also continuously take active participations in their activities.

M&A and General Corporate

We feature a full range of corporate and commercial matters, from the corporate and regulatory advice, compliance, restructuring and reorganization, foreign investment and joint ventures, to the most complex mergers and acquisitions.

Banking and Finance

We advise on full services of banking and finance matters, representing corporations, institutional lenders, and other financial institutions to include arrangers, asset and fund managers. We represent in commercial loans and acquisition finance, bilateral and syndicated loans, guarantee facilities, infrastructure and energy project finance, property finance, securitization, derivative and structured finance, and other corporate finance instruments.

Our Partners have been involved in numbers of complex and cross-border financing transactions, which requires us to have the deep understanding of the regulations and legal framework. We also advise clients in banking compliance and corporate governance, and other matters in regards to the fast-changing financial regulations in Indonesia.

Restructuring and Insolvency

We conduct multidisciplinary skills covering every business sector, to provide advice on all aspects of restructuring and insolvency. Having the experience of handling various debts restructuring during the period of chaotic moments after 1997-1998 crises in Indonesia, we are very confident to assist our clients through the process of their debt restructuring. We represent both borrowers and lenders including investors in the restructuring process, insolvency and bankruptcy reconstruction, so that we understand what specific needs of each client has. Our experience in complex bankruptcy situations permit us to respond to insolvency litigation and initiate it where necessary. We focus our skills on developing and implementing customized strategies to solve complex financial issues.



Practice Areas:
Corporate and Capital Markets, Mergers and Acquisitions.

Rambun Tjajo is a Senior Partner and the Founding Partner of the firm. He is involved in all aspects of the capital markets, M&A and corporate related transactions. He leads the team in conducting the necessary thorough due diligence, drafting and reviewing the transactions documents, negotiating on behalf of issuers or lead underwriters, and preparing/reviewing prospectuses and other registration documents.

His cross-border transactions representations have won several “most notable” deals awards in the capital markets fields by the respected legal directories. He is a standout lawyer in the capital markets, M&A and Restructuring fields and appraised by clients for his regulatory knowledge and thorough works.

Rambun is a law graduate from Padjajaran University. He is ranked in Band 1 for Capital Markets by Chambers Asia Pacific, a Leading Individual for Capital Markets and Corporate and M&A by Asia Pacific Legal 500, a Leading Lawyer by IFLR1000 and AsiaLaw Profiles.

Professional Affiliations:

- Member of the Listing Committee of the Indonesia Stock Exchange (2005 to present);
- Member of the Association of Capital Markets Legal Consultants;
- Deputy Secretary-General of the Indonesian Association of Receivers and Administrators (1999 –2002);
- Member of the Indonesian Advocates Association;

Admission

- Practice in the courts of Indonesia (since 1992);
- Registered with the Otoritas Jasa Keuangan (“OJK” as a Professional Supporting to the Capital Markets, and with the Department of Law and Human Rights of the Republic of Indonesia as a Receiver and Administrator in Bankruptcy Proceedings.

Practice Areas:
Corporate & Commercial with a specialisation on Banking, Finance & Debt Restructuring.

Yogie Sugiharto practices in the corporate commercial law area, with his strong expertise and specialization in banking and finance and M&A. He has been involved in a broad range of banking and finance work which includes syndicated and non-syndicated loan financing, acquisition finance, project finance, distressed assets/debt sales and debt restructuring. He works and leads the team in drafting and reviewing the transaction documents, Indonesian security documents and Indonesian legal opinion for the related transactions, providing legal advice on finance arrangements, Indonesia security law issues including offshore borrowing and related banking compliance regulatory issues. In the banking and finance industry, he has also been involved in reviewing, revising and preparing banking products standard forms documentation (standardization of banking products documentation – post merger transactions).

Besides his specialization in the banking and finance and M&A, he has substantial experience in commercial disputes which include contractual disputes, general commercial litigation and bankruptcy/insolvency. His substantial experience in civil litigation before Indonesian courts and in-depth insight on how courts will construe the law helps him avoid unforeseen outcomes in accomplishing related commercial contracts drafting assignments from his clients.

Yogie received his law degree from the University of Padjadjaran. He is a member of the Indonesian Advocates Association (PERADI) and a licensed advocate in Indonesia.

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Yogie Sugiharto

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Practice Areas:
Corporate Practice, Capital Market, Banking and Finance.

Melissa is a Partner of the Firm, and specializing in the corporate and capital markets practice with experiences in the banking and finance field. Prior to joining the firm, she was part of one of the largest law firms in Indonesia. Melissa is experienced in advising and assisting clients, both private and state-owned enterprises, in various capital markets transactions including initial public offerings (IPO), rights issues, and bonds offerings. She is also familiar with corporate restructuring. Additionally, she is also knowledgeable in finance and banking industry as she frequently represents clients in financing transactions.

Melissa Butarbutar

Partner

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One of her distinguished transactions has been noted as unique and deemed to be a landmark transaction in its field in Indonesia. She represents Lembaga Penjamin Simpanan/"LPS" (Indonesia Deposit Insurance Company) on the acquisition of PT Bank Mutiara Tbk, the first sale of a failed bank under LPS' scheme.

Melissa is a law graduate from University of Indonesia.

She continued her education at EDHEC Business School (France) under the international scholarship program from Total E&P where she attained her MSc in legal and tax management and being honored with the Best Student Award. She has been admitted to the bar association and is a member of the Indonesian Advocates Association (Perhimpunan Advokat Indonesia/"PERADI")

Commitment

Professional dedicated team with the skill sets and experience;
Careful understanding on the relevant regulations and legal framework.

Commercial Insight

True commercial approach that promises better value to our clients;
We are working in an ethical, resourceful and cost effective manner.

Strategic Goals

Tailored advice and solutions to accomplish the business challenges.

TJAJO&Partners

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