


## Hiroyuki Sakazaki

JAPAN PARTNER | TOKYO

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### Hiroyuki Sakazaki is a japan partner in the real estate team.

He specializes in the field of real estate transactions, with a particular emphasis on real estate finance, representing arrangers, lenders, advisors and investors on award winning deals.

Hiroyuki is also experienced in various types of financial transactions that includes corporate finance, project finance, leveraged buyout (LBO) finance, asset based lending (ABL) on both the lending and borrowing side.

Prior to joining Withers, he was a counsel at Kanagawa International Law Office. He also served as a foreign legal advisor at a leading US law firm and was based in its London office. Before relocating to London, he was with Anderson Mori & Tomotsune, one of the largest law firms headquartered in Japan, for almost 10 years. He has experience working as a secondee at a local firm in Ho Chi Minh City, Vietnam and had acted for many Japanese and Southeast Asian companies, investors and developers.

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## Track record

## International real estate developer

Represented an international real estate developer with over US\$32 billion in gross assets under management as lead counsel on the Japan legal aspects of a joint venture with the Abu Dhabi Investment Council ("ADIC") for a platform to acquire portfolios of residential assets in Japan

## Japanese development bank

Represented a Japanese development bank which acted as a financial arranger of a construction loan (non-recourse basis) in which more than 30 financial institutions participated in developing a large commercial building in Otemachi Area, central part of Tokyo. The total amount of the construction loan in this transaction was one of the largest in Japan which exceeded JPY200 billion.

## Germany-based financial services company

Represented a Germany-based financial company which was considering buying Specified Secured Bonds backed by a large building in the Marunouchi Area, central part of Tokyo, issued under the Secured Bond Trust Act of Japan. This transaction was unique with regards to its structure and was awarded "The Real Estate Deal of the Year in 2010" by Asian Legal Business.

## Japanese development bank

Represented a Japanese development bank which concurrently extended 8 loans and undertook bonds issued by 8 TMKs operated by a Hong Kong investment fund trying to purchase large portfolio of residential buildings value of which exceeded around JPY50 billion and repackaging such loans and bonds for other investors by selling trust beneficial interest backed by repackaged assets.

## US investment bank

Represented an US investment bank in providing land and construction loans for a project to develop and construct a hotel targeting tourists to the Tokyo Disney Resort.

## Japanese bank

Represented a Japanese bank that provided non-recourse loan to a Japanese Branch with a Cayman Vehicle that held the beneficiary interest of a large commercial building in Tokyo.

## International investment banks

Advised a number of foreign investment banks which specialized in arranging commercial mortgage-backed securities (CMBS) backed by portfolio of specified bonds and non-recourse loans.

## Real estate investment fund

Represented a real estate investment fund based in the US which aimed to concurrently acquire 10 residential properties using TMK structure with a non-recourse finance from a foreign insurance company.

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## Talks

- *'Investment Law in Vietnam focusing on merger and acquisition'*, Nikkan Kogyo Shimbun Ltd. - April 2014, speaker
- *'Real estate investment in Vietnam'*, Anderson Mori & Tomotsune - June 2014, speaker
- *'Vietnamese Corporate and Investment Law focusing 2014 Amended Law'*, Anderson Mori & Tomotsune and Leadco Legal Counsel - June 2015, speaker

## External publications

*'The International Comparative Legal Guide to: Construction & Engineering Law 2018'*, Global Legal Group, June 2018

*'Case finding rehabilitation debtor after the commencement of rehabilitation proceedings subject to third party as specified in Article 177 of the Civil Code'*, Business Houmu, May 2009

*'Case note on the Supreme Court decision confirming the bankruptcy administrators' right to deny assignments of receivables which become effective when the assignors stop payment or file for bankruptcy'*, Minji Kensyu No.629, Sep 2009, co-author.

## Admissions

Japan, 2004

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## Education

University of Southern California, LL.M.

University of Tokyo, LL.B.

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## Languages

English

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## Memberships

Member, Japan Federation of Bar Association

Member, Tokyo bar Association

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## Key dates

Year joined: 2018

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