

Lada Shelkovnikova

PARTNER ,WITHERS KHATTARWONG* | SINGAPORE

* Withers KhattarWong LLP is a Singapore law practice, affiliated with Withers LLP.

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Lada is a partner in the Hotels and Hospitality team.

Lada specialises in all aspects of hotel acquisitions and disposals, hotel operator appointments, branded residences arrangements, structuring of serviced apartments projects with optional and mandatory rental pool, project structuring of mixed-use developments with hospitality component, master franchise and manchise arrangements, structuring of hospitality-focused joint ventures, mediation in hospitality.

Lada has advised hotel owners and hotel operators in over 25 jurisdictions worldwide, including: Singapore, Japan, UAE, Indonesia, Maldives, South Korea, Vietnam, Malaysia, Seychelles, Cambodia, Thailand, Philippines, India, Saudi Arabia, Oman, Bahrain, Turkey, Iraq, Qatar, Egypt, Kuwait, Jordan, Myanmar, Kenya, Georgia and USA.

Prior to Withers KhattarWong LLP, Lada has spent several years in Dubai working in the Hospitality practice of the largest regional law firm, covering the hospitality projects across the entire Middle East region.

Lada regularly speaks at the hospitality conferences in Singapore, Hong Kong, Dubai, Abu Dhabi, Seoul, Bangkok and across the entire SEA region.

Lada holds an MBA in Hospitality (Asset & Revenue Management) from GLION Switzerland. Lada is also a SIMI Accredited Mediator and SMC Accredited Mediator.

In 2013 Lada was appointed by the President of American Chamber of Commerce in Ukraine to chair the ACC Hospitality Working Group.

SECRETARY **TONI DAVID**

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TRACK RECORD

CROWN COMPANY: on its sale of the iconic luxury Conrad Maldives Rangali resort to Blackstone Group, including a world's first of its kind undersea villa The Muraka.

LODGIS HOSPITALITY HOLDINGS: on its acquisition of two historic landmark luxury hotels in Cambodia: the flagship Raffles Grand Hotel D'Angkor in Siem Reap and Raffles Hotel Le Royal in Phnom Penh. With the addition of the Raffles Hotels, Lodgis now owns the largest heritage hotel portfolio in the Indochina region

BANYAN TREE HOLDINGS: On the sale of its entire asset portfolio in the Seychelles, including a sale and manage-back deal on the luxury Banyan Tree Resort Seychelles

Private Investor: on its sale of the ultra-luxury iconic CHEVAL BLANC RANDHELI resort in the Maldives managed by LVMH for US\$215 million with the highest price per key globally of US\$4.7 million

ONE & ONLY (Kerzner): On its appointment to brand and manage a luxury resort with branded residences in Desaru Coast, Malaysia

MARRIOTT: on its appointment as operator of numerous luxury and upscale hotels and branded residences in Japan, South Korea and Indonesia

AL MARJAN ISLAND: on appointment of Emaar Hospitality to manage a new build Rove resort in Ras Al Khaimah, UAE

Private Investor: on its sale of the luxury boutique resort in the Maldives

ROYAL GROUP: on its appointment of Hilton as operator of Hilton Garden Inn hotel in Kuala Lumpur, Malaysia

AL HAMRA, RAK: on appointment of Emaar Hospitality to manage a new build Rove hotel in Ras Al Khaimah, UAE

FUSION RESORTS: on its hotel management agreement templates

MGM RESORTS: on its appointment by WASL Hospitality as operator of luxury iconic resort comprised of hotel and branded residences in Dubai under its MGM and Bellagio brands

MARRIOTT: On its portfolio deal with Sekisui House for development of 12 Fairfield by Marriott hotels across 5 prefectures in Japan- Kyoto, Wakayama, Mie, Gifu and Tochigi

Hotel Operator: On its joint venture's negotiations for the exclusive roll out of lifestyle brand in Indonesia and Malaysia

Various Hotel Operators: Regulatory and corporate structuring advice for roll out of new operating platforms in Singapore, Australia, Philippines, Malaysia, Indonesia, Thailand, Vietnam, India

MARRIOTT: on the integration of a new timeshare vacation property into an existing hotel resort in Bali, Indonesia

Various Hotel Developers: On structuring branded residences projects in CBD and resort destinations, including with mandatory and optional rental pool programs, in Japan, UAE, Qatar, Turkey, Vietnam, Oman, Thailand, Malaysia

GOVERNMENT OF DUBAI, DSOA: on its appointment of Rezidor as operator of upscale hotel in Dubai under Radisson Red brand, successful negotiation of the HMA

Singapore based hotel operator: on its appointment as operator of premium corporate housing on Wall Street, NYC, USA

Singapore based restaurant chain: on its joint venture arrangement with respect to a chain of Spanish fine dining restaurants and tapas bars across the Southeast Asia region

STEIGENBERGER: on its appointment as operator of upscale CBD hotel in Salalah, Oman

AL MARJAN ISLAND: on its appointment of Movenpick as operator of its upscale hotel, successful negotiation of the HMA

DEYAAR: on its appointment of Millennium & Copthorne as operator of three (3) hotel projects in Dubai, successful negotiation of the HMA, corporate structuring of the client's group for the purpose of the project and drafting rental pool arrangement

ABDULJAWAD HOLDING, on its appointment of Dusit as operator of serviced apartments property under Dusit Thani brand in Istanbul, Turkey, successful negotiation of the MA

CAYAN GROUP: on its appointment of Rotana as operator of its upscale hotel and branded residences project, successful negotiation of the HMA

ABDULJAWAD HOLDING, KSA headquartered investment holding: on its appointment of Ascott as operator of its deluxe serviced apartments property under Somerset brand in Istanbul, Turkey, successful negotiation of the MA

AL HAMRA, RAK: on its appointment of Hilton as operator of an upscale hotel, successful negotiation of the HMA

AL ABBAR GROUP, Dubai: on its appointment of Starwood as operator of its upscale hotel on the Palm Jumeirah under Aloft brand, successful negotiation of the HMA

ADMISSIONS

- The Bar of Ukraine, 2007

PUBLICATIONS

Warranty & indemnity insurance: A game changer in hotel sales and acquisitions, HOFTEL Owners' Journal, - October 2018

Branded Residences Guide, Singapore – August 2017

Staying Power: Finding the Best Model for Investing in Hotel and Resort Developments, Business Times Wealth, Singapore - April 2017

Merger Boom in the Hotel Industry: Impact on Hotel Owners, Law Update Magazine, Dubai, UAE - March 2016

Market Slowdown: Time for Hotel Acquisitions?, Law Update Magazine, Dubai, UAE - March 2016

When Can a Hotel Owner Terminate the Hotel Management Agreement? A UAE Law Perspective, Law Update Magazine, Dubai, UAE - March 2016

Acquiring a branded hotel: action plan for buyers, Property Weekly, Dubai, UAE - March 2016

Branded Residences and Rental Pool Arrangement in Dubai, Law Update Magazine, Dubai, UAE - January 2015

Hotel Operator Selection Process - Some Guidance for Developers, Law Update Magazine, Dubai, UAE - July 2014

MEMBERSHIPS

- Law Society of Ukraine

TALKS

Hotel Sales & Acquisitions: Unlocking the Value Using the Right Tools - HOFTEL Members' summit, Hong Kong, November 2018

Hotel Sales & Acquisitions: Unlocking the Value Using the Right Tools - HOFTEL Members' summit, Dubai, October 2018

Serviced Apartment Summit Advisory Board – Hong Kong, October 2018

Balancing between the Owner's Expectations and the Operator's Brand integrity in a Hotel Management Arrangement - Philippines Hotel Investment Conference, Manila, September 2018

Future of Branded Residences in Cambodia - Meet the Experts, Phnom Penh, August 2018

Investing in Vietnam booming hospitality market – SHIC, Seoul, June 2018

Outbound investments in hospitality: investment strategies - SEAHIS, Bangkok, May 2018

Post-merger era: hotel owner impact assessment and rights – Vietnam Hotel Investment Conference, HCMC, April 2018

Master Class on Branded Residences project structuring – HICSA, Mumbai, April 2018

When the brands merge: hotel owner impact assessment and rights – GIOHIS, Abu Dhabi, January 2018

Branded Residences: creating synergy between branded residences, hotels and serviced apartments – Philippines Hotel Investment Conference, Manila, November 2017

Branded Residences: creating synergy between branded residences, hotels and serviced apartments - American Chamber of Commerce, Singapore, October 2017

Global HMA trends and market consolidation – HOFTEL Members’ summit, UAE, October 2017

W&I Insurance in hotel sales and acquisitions and operating insurance under hotel management agreements – HAMA, Singapore, September 2017

Unconventional terms of hotel management arrangements – THINC, Bali, September 2017

The Rise of Hotel Franchising in Asia, - SEAHIS, Bangkok, June 2017

Master Class on Trends in Hospitality, - HICAP UPDATE, Singapore, March 2017

Employment Related Matters under Hotel Management Agreements, - Singapore Hotel Association, Singapore – May 2017

Serviced Apartments as an Investment Vehicle: Legal and Regulatory Perspective, - Serviced Apartment Summit MEA, Dubai, UAE – October 2015

Development of Hotels and Residences as Investment Products, - Resort Development and Hospitality Conference, Dubai, UAE – February 2015

EDUCATION

National University 'Kyiv-Mohyla Academy', Master of Laws, Honours Degree
Glion Institute of Higher Education, MBA, Asset and Revenue Management in Hospitality, Switzerland

LANGUAGES

ENGLISH
RUSSIAN
UKRANIAN

DATES

JOINED: 2017
PARTNER: 2017

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