



ashurst



Securitisation Expertise

Australia

2018



# A premier securitisation team

## A TIER ONE SECURITISATION TEAM WITH GLOBAL REACH

Ashurst is a tier one market leader in the field of securitisation. Our team in Australia is one of the largest in the market and is connected to a network of specialists in our offices in New York, London and continental Europe and Asia (including Hong Kong, Singapore and China). Backed by an international network spanning 25 offices and including a leading global regulatory team, Ashurst has the expertise and depth of resources to advise on the most challenging of securitisations in the global markets.



*Tier 1 in Capital Markets  
Structured Finance & Securitisation*

IFLR1000 2011 – 2018

## AT THE CUTTING EDGE OF SECURITISATION

Our innovative team has extensive experience in all securitisation structures and asset classes. The team has recently worked on many innovative warehouse transactions and quasi-securitisation transactions in the domestic and offshore markets involving a range of asset classes and structures, including ABS, trade receivables, FinTech securitisations, green securitisations, quasi-government funding, CMBS, Islamic structures and bespoke derivatives. Our securitisation partners also have significant experience advising in relation to complex securitisation restructurings.

## ACTING ON THE MARKET'S MOST SIGNIFICANT TRANSACTIONS

Ashurst has had leading roles in the key market transactions of recent times including on the GE portfolio sales (Projects Clarendon (credit cards and personal loans), Paringa (ABL, aviation and equipment) and Kensington (commercial property)), as well as the ANZ Bank owned Esanda sale.

We advise the full spectrum of securitisation participants, including issuers, arrangers, dealers, funders, originators, professional trustees and special purpose vehicle managers.



## EXPERIENCED IN A RANGE OF ASSET CLASSES

Our securitisation practice goes beyond vanilla transactions.

Our accomplished team works on securitisation transactions that involve a broad range of asset classes that includes:

- Trade receivables
- Auto loan and lease receivables
- Credit cards and other consumer debt
- Equipment loan and lease receivables
- RMBS (including reverse mortgages)
- Real estate pre-sales contracts
- CMBS
- Corporate credit
- Infrastructure assets
- Master Trusts
- Covered Bonds
- IP rights

## FINANCIAL SERVICES REGULATION

In the area of financial services regulation as it impacts securitisation, we have a team of experts in Australia and offshore that understands the regulatory environment and the direction in which it is headed. We have deep experience advising market participants to navigate this ever-changing landscape.



*They are excellent. They provide great service, they possess broad and deep expertise, and I would currently rate them as one of the best external teams for securitisation.*

CHAMBERS ASIA-PACIFIC 2017



*“Clients say the team is distinguished by a “culture of excellent responsiveness and the friendly, ‘can-do’ attitude that they bring to every interaction.”*

CHAMBERS ASIA-PACIFIC 2018

*“Technical knowledge is unquestioned. Response times and commerciality are also strong points.”*

CHAMBERS ASIA-PACIFIC 2017

**BEST DEBT  
FINANCE DEAL**

FINANCE ASIA LAW AWARDS  
GE CONSUMER ACQUISITION  
WAREHOUSE FINANCING,  
A\$6.7 BILLION

# Key securitisation contacts

Our team has advised on award winning transactions and are experts in assembling teams of lawyers tailored to our clients' specific requirements in order to execute transactions across the globe.



## JENNIFER SCHLOSSER

Partner T +61 2 9258 5753 [jennifer.schlosser@ashurst.com](mailto:jennifer.schlosser@ashurst.com)

Jennifer is a partner in Ashurst's structured finance practice in the firm's Sydney office. Jennifer has been practicing in the securitisation and structured finance market in Australia, the UK and Europe for over 15 years and has represented participants including sponsors, issuers, financiers and arrangers in international and domestic transactions. She advises clients across a broad range of asset classes including ABS, Trade Receivables, RMBS, CMBS, Covered Bonds, Master Trusts and ABCP, and has been the lead securitisation partner on a number of the most significant transactions in the market recently, including the GE consumer and commercial assets securitisations, Australia's first conditional pass-through covered bond programme by BOQ, the sale of Esanda by ANZ, the establishment of bespoke securitisation warehouses (including freight logistics and fleet leasing/RV) and the establishment of securitisation programmes in the Australian FinTech sector. Jennifer is a member of the ASF Regulatory & Prudential Subcommittee and she also guest lectures for the University of Sydney and University of Melbourne Master of Laws programmes. Reflecting the calibre of transactions and clients Jennifer is involved with, she is described by *Chambers Asia-Pacific* 2018 as "a top-tier lawyer in the capital markets and structured finance space".



## JAMIE NG

Partner T +61 2 9258 6753 [jamie.ng@ashurst.com](mailto:jamie.ng@ashurst.com)

Jamie is co-head of Ashurst's global finance practice and global co-head of innovation. Jamie specialises in the areas of structured finance (including securitisation, structured products and derivatives), debt capital markets, project finance and real estate finance. He acts for a range of different finance parties, including funders, arrangers, issuers, corporates and professional trustees. Jamie "instils unshakable client loyalty" (*Asia Pacific Legal 500* 2016) and is acknowledged by one client as having "very strong structuring skills and a clear passion for innovative solutions" (*Chambers Asia-Pacific* 2018).



## PAUL JENKINS

Managing Partner T +61 2 9258 6336 [paul.jenkins@ashurst.com](mailto:paul.jenkins@ashurst.com)

Paul is the firm's global Managing Partner. His practice covers most forms of corporate financing, although it is his expertise in the areas of corporate finance, debt capital markets and securitisation for which he is most well-known.

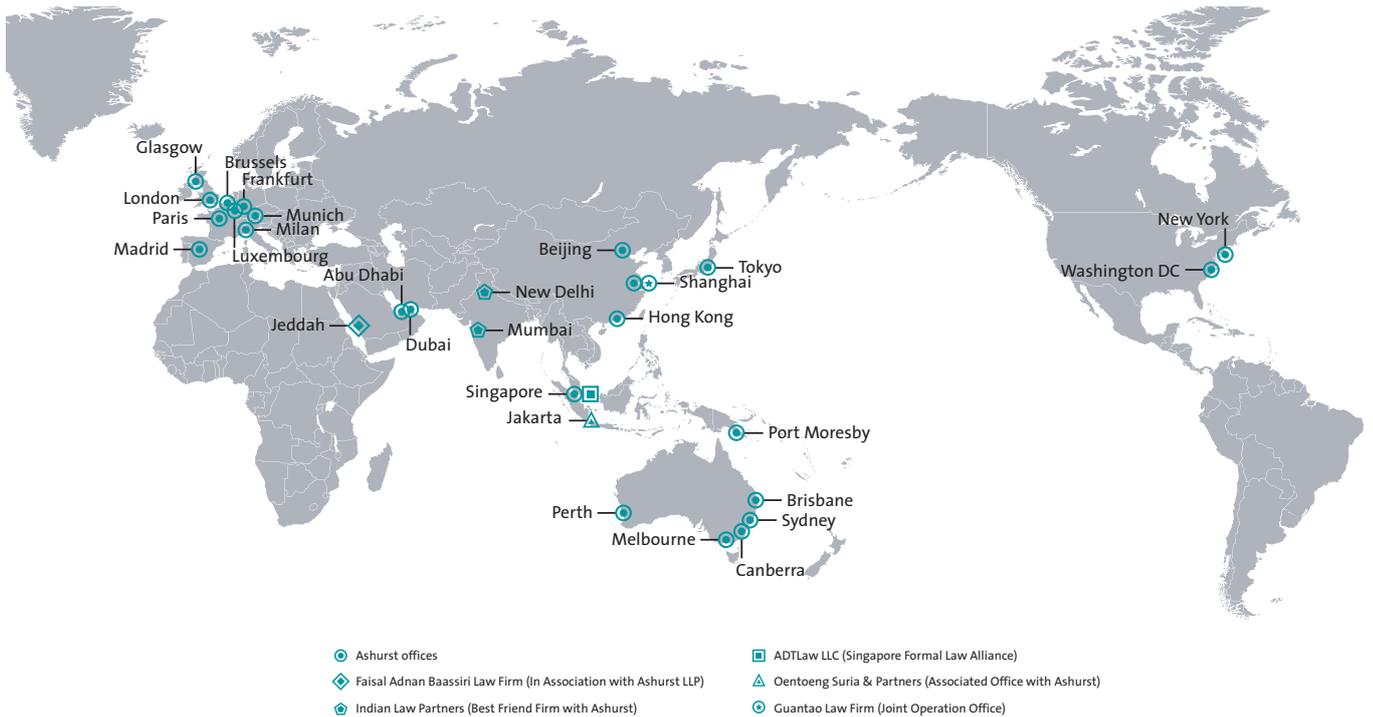
Paul's clients include all four major Australian banks, blue chip corporates and each of the three Japanese banks with branches in Australia.

Paul is aptly recognised by *Chambers Asia-Pacific* and clients alike as a "leader in the DCM market" (*Chambers Asia-Pacific* 2017). He is ranked as an Eminent Practitioner by *Chambers Asia-Pacific* 2018.

As one of Australia's leading finance lawyers, Paul is identified as an "exceptional structured finance lawyer" by *IFLR1000* 2017.

# Global network

Ashurst is a leading global law firm. We have 26 offices in 16 countries, including associated offices in Jakarta and Jeddah, as well as alliance relationships with law firms in China and India. With over 400 partners and 1,700 lawyers, we offer the international insight of a global network combined with local market knowledge and expertise.



*We have instructed Ashurst on a number of different matters and have found them in all cases to be professional, to have deep expertise with strong bench strength and, critically, they are prepared to provide practical and pragmatic advice.*

CHAMBERS ASIA-PACIFIC 2018

# Client acknowledgement

*“Ashurst’s excellent industry knowledge and value for money stand out.”*

IFLR1000 2017

*“Paul Jenkins and Jennifer Schlosser are exceptional structured finance lawyers.”*

IFLR1000 2017

*“One of the really good things about Ashurst is that the firm is very integrated. I do a lot of work with the Australian office and the partners are especially good at relationship management. They are excellent at ensuring that we get the service we need.”*

CHAMBERS ASIA-PACIFIC 2017

*“They offer high-quality advice on complex matters ranging from regulatory issues to identifying and mitigating risks for arrangers of securitisations. The team is highly skilled in diverse structures and cross-border securitisations.”*

CHAMBERS GLOBAL 2016

*“They are highly responsive, they have solid technical and industry knowledge and they are able to think out of the box”*

CHAMBERS ASIA-PACIFIC 2017

*“They are able to provide a service that can straddle a broad range of asset classes and industries.”*

CHAMBERS ASIA-PACIFIC 2017

*“The communication is fantastic. They are very accessible, you get the right level of information and you are involved in the decision-making process. We appreciate the visibility at partner level but the team also has a number of young lawyers who work incredibly hard.”*

CHAMBERS ASIA-PACIFIC 2017

*“We appreciate their provision of responsive advice, appropriately tempered to be clear and concise.”*

CHAMBERS ASIA-PACIFIC 2017

*“Displays great strength across all lawyer levels.”*

CHAMBERS ASIA-PACIFIC 2018

*“A well-balanced firm that is commercial in its outlook.”*

CHAMBERS ASIA-PACIFIC 2018

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