

PROFILE



Managing Partner
Banking & Finance
Capital Markets
Foreign Investment and General Corporate Practice
Hotel, Resort and Tourism
Media, IT and Telecommunications
Mergers and Acquisitions
Mining and Energy
Makarim & Taira S., Jakarta, Indonesia
Maria.Sagrado@makarim.com
T +6221 5080 8300, 2521272

Qualifications

M.Kn, Master of Law, Pelita Harapan University, Indonesia 2016
LL.M, International Commercial and European Law, University of Sheffield, Sheffield, United Kingdom, 2005
S.H., Universitas Airlangga, Surabaya, Indonesia, 2000

Language

Bahasa Indonesia, English

MARIA SAGRADO

ABOUT MARIA

Maria Sagrado is a leading practitioner and a highly skilled negotiator with extensive high-level experience in structuring foreign investment and financial transactions. She represents the interests of numerous foreign clients investing in Indonesia, including companies and investors from China, USA, UK, Singapore, and European Union across various sectors, including power plants, pharmaceuticals, distribution, port-related activities, mining, and fintech.

Combining her European and Indonesian exposure, Maria's well-rounded experience in relevant corporate and commercial practices enable her to comprehensively advise and guide foreign clients entering into local investments or transactions in Indonesia, with due consideration of the various aspects involved.

Her ability to forge rapport between disparate parties and drive solutions is also showcased by her successful track record executing prominent finance transactions involving leading foreign banks, in particular banks from China, Germany, Malaysia and other European countries, as well as offshore export credit agencies in the financing of Indonesian borrowers including State Owned Enterprises (SOE), power plant, major mining related industries and manufacturing companies.

Maria is a pioneer and among the few Indonesian lawyers who are active in fintech transactions and the Fintech Association in Indonesia. She was involved in the drafting of the first Financial Services Authority (Otoritas Jasa Keuangan) regulation on Fintech, i.e. Peer-to Peer lending in Indonesia that was issued in

late 2016. She also published an article that discusses the country's central bank's regulatory sandbox initiative for fintech players as published in IFLR1000's Fintech Special Focus 2018.

EXPERIENCE

IT, Media and FinTech

- Represented SHAREIt in its payment activities in Indonesia
- Represented APIS in its acquisition of shares of DOKU (a payment system provider)
- Represented Gojek in its various plans and activities in Indonesia.
- Represented CodaPay in its various payment activities in Indonesia.
- Represented TransferWise in its fund transmitting activities.
- Represented AFEX in its fund transmitting activities.
- Represented PT Aplikasi Karya Anak Bangsa in its peer-to-peer (P2P) registration application with the Financial Services Authority (OJK).
- Represented Crowdo (PT Mediator Komunitas Indonesia) in its P2P registration application with the OJK.
- Represented Dynamic Credit (PT Dynamic Credit Asia) in its peer to peer (P2P) registration application with the OJK.

Real Estate

- Represented PT Yodya Karya (Persero) Consortium, in preparing the legal feasibility study as a part of the Master Plan and Detailed Engineering Design for the Construction and Development of Lake Toba Tourism Area as one of Indonesia's priority tourism destinations for the benefit of Badan Pelaksana Otorita Danau Toba (Lake Toba Tourism Authority).
- Represented Badan Pelaksana Otorita Danau Toba (Lake Toba Tourism Authority - BPODT) in the preparation of the Investment Agreements with various investors for the Construction and Development of Lake Toba Tourism Area.
- Represented Marriott Vacation Club in its resort projects in Bali, Indonesia.
- Represented Sinohydro in its various projects in Indonesia including its power and construction projects.
- Represented PT Indonesia Adventure Sports (owning Nihiwatu Resort) in general corporate matters and licensing.

Mergers and Acquisitions

- Represented various foreign investors (especially those from CHN) in the acquisition of majority shares of some Indonesian power companies especially hydro powers.
- Represented various foreign investors (especially those from AUS and CHN) in the acquisition of majority shares of some Indonesian mining companies.
- Represented Nanchang Industry Shareholding Co. Ltd., in the acquisition of a crumb rubber company.
- Represented Asia Ecoenergy Development (a member of Zhefu Holding) in the acquisition of a hydropower company.

Banking and Finance

- Represented PT Freeport Indonesia in its issuance of notes in the amount up to USD 3,000,000,000 in 2022.
- Represented PT Freeport Indonesia in obtaining loan facilities in the amount up to USD 500,000,000 from consortium of banks in 2021.
- Represented DZ Bank AG related to EUR 21,000,000 facility to PT Argha Karya Prima Indonesia.
- Represented Freeport-McMoRan Copper & Gold Inc. and PT Freeport Indonesia with regard to a syndicated facility amounting to USD 3.5 billion involving JPMorgan Chase Bank N.A. as Administrative Agent and Bank of America N.A. as Syndication Agent.
- Represented PT Bank BTPN related to loan facility up to IDR 1 trillion to PT PP Properti.
- Represented PT Bank Mandiri (Persero) Tbk. and PT Bank Sumitomo Mitsui Indonesia (SMBC) with regard to a syndicated facility amounting to USD 90 million to PT Telin, a subsidiary of PT Telkom (Persero).

ACCOLADES

Chambers Asia-Pacific

Banking & Finance 2024 - Highly Ranked

The Legal 500 Asia Pacific

Recognised as a Recommended Lawyer in Banking & Finance, Capital Markets, Corporate M&A, IT & Telecoms, Projects & Energy in the Legal 500 Asia-Pacific 2022-2024

IFLR1000

Recognised as Leading Lawyer and Highly Regarded for Capital Market & Banking practices 2022-2023

APPOINTMENTS/MEMBERSHIPS

- Member of the Indonesian Advocates Association (PERADI) since 2010
- Member of the Indonesian Capital Markets Legal Consultants Association (HKHPM) since 2013
- Member of FinTech Association since 2016

PUBLICATIONS

- Author, Chambers Asia-Pacific 2023 - Practice Area Overview Guidelines. Indonesia: Banking & Finance 2023
- Author, The Legal 500: Lending & Secured Finance Country Comparative Guide, 2022
- Women in Business Law Expert Guide: The Implementing Regulation of the Payment Systems Regulation: Payment Services Providers, 2021
- Author of IFLR Focus Report: Regulatory Sandbox, 2018
- Author of IFLR: Investment in Indonesia

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- Author of Indonesia's National Payment Gateway: Impact on Operations of Licensed Principals, *Financier Worldwide*, 2018
 - Author of UK Practical Law Thomson Reuters: Shareholders Agreement and Bye-Laws Questions: Indonesia, 2016
 - Author of *Financier Worldwide Magazine*: Reporting by Indonesian companies of their Offshore Loan Facilities, 2014