ABNR
COUNSELLORS AT LAW

Sheila Alam

Senior Associate

Background

Sheila joined ABNR in 2011 and has been a senior associate since January 2020. She graduated from the University of Indonesia in law in 2011.

During her time with ABNR, she has focused on **mergers and acquisitions (M&A)**, **foreign direct investment (FDI)**, and **fast-moving consumer goods (FMCG)**.

In **M&A**, she has been involved in number of complex projects, including the acquisition of textiles manufacturers by Taiwan- and China-based companies, and an original equipment manufacturer of footwear material for a leading sportswear manufacturer as part of a global acquisition.

She also advised on the acquisition of a chemicals & adhesives manufacturer, and a packaging company by German companies (the former as part of a global acquisition), and a cosmetics manufacturer by a Netherlands-based company.

She also worked on the acquisition of a food & beverages company by a company based in Japan, a local security products and services company, and a freshwater fish harvesting company by a US-based company.

In **FDI**, she has provided legal advice to numerous multinational and multi-sector clients on investment, as well as advice on business compliance in Indonesia to such clients. In manufacturing, she has advised clients in the automotive, dairy products, electronic cigarettes, cable and wire, and chemicals sectors.

In the trading sector (wholesale, including importing, distribution, and retail), she has advised traders in vehicles, heavy equipment, electronics & devices, home appliances, chemicals and industry compounds, and consumer goods (apparel and footwear), as well as security products and services , electronic devices, textiles, toys, and stationery, and various other products.

In **FMCG**, Sheila has advised multinational companies in the household, chemicals, and consumer retail products (clothing and apparel) sectors.

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