



## **TIFFANY TAM**

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## **BIOGRAPHY**

Tiffany has experience in a fair spectrum of real estate matters. She focuses on private equity transactions in relation to acquisitions and disposals of different types of properties. She also has experience in tenancy matters, property projects and other commercial transactions, as well as advisory work on land related and general commercial issues. She has regularly assisted major developers, real estate funds and other established institutions.

Tiffany is fluent in English, Cantonese and Mandarin.

## **SPOKEN LANGUAGES**

- Chinese (Cantonese)
- English
- Chinese (Mandarin)

## ADMISSIONS

- England and Wales
- Hong Kong

## RELATED PRACTICE AREAS

- Corporate Real Estate and Funds
- Real Estate Sector
- Real Estate
- M&A & Corporate Finance
- Real Estate Finance
- Corporate
- Finance

## RELATED INSIGHTS

Insights

Apr 17, 2023

### **Improving liquidity for Asian real estate investors - Part 3**

A common route for property owners to effect divestiture of their real estate assets to de-risk their investments and to improve liquidity is to sell down part of the asset and form a joint venture with the buyer. Alternatively (or as a hybrid), an owner may sell the whole or part of its properties – but on the basis that it receives a lease back immediately on completion so that it can continue to use the property (or properties). In this third article in our “Improving Liquidity for Asian Real Estate Investors” series, we explore sale and leaseback arrangements and how these arrangements can help de-risk investments and provide liquidity for real estate investors in Asia. In case you missed them, you may be interested in Part 1 and Part 2 in the series which examined the key issues that Asian real estate investors should consider if they are contemplating a partial sale and entering into a joint venture with a new capital or op...

Insights

Apr 11, 2023

### **Improving liquidity for Asian real estate investors - Part 2**

In this second article (in our three part series which explores joint venture and sale and leaseback arrangements for Asian real estate investors), we examine some of the key economic considerations that investors should bear in mind when considering selling down interests and forming a joint venture (JV) involving Asian real estate: (i) funding, (ii) distributions and waterfalls and (iii) exit mechanisms. In case you missed it, the first article in the series 'Improving liquidity for Asian real estate investors - Part 1' where we discussed some of the other key JV

considerations for Asian real estate investors (e.g. structure, governance and control, conflict of interests and deadlock) is available for you to read.

Insights

Mar 23, 2023

## **Improving liquidity for Asian real estate investors - Part 1**

Three years after the outbreak of COVID-19, restrictions have finally eased in Asia. However, investors in the region are still feeling its effects as well as headwinds caused by higher interest rates, rising inflation, supply chain constraints and tightening labour markets – not to mention the potential impact on the broader banking system of the recent failures of Silicon Valley Bank and Signature Bank in the US. These are challenging times and Asian real estate investors have certainly not been immune to these challenges. Investors in many locations (including Asia) are experiencing property market slumps partly driven by unfavourable revaluations by lenders and banks of mortgaged properties and the calling in of loans or the anticipated calling in of loans. This is a time when property owners may need to consider ways to de-risk their investments and to improve liquidity by divesting (wholly or partly) of their real estat...

Insights

Feb 22, 2023

## **The Hong Kong SAR 2023-24 budget – Real Estate sector highlights, green initiatives and other updates**

On 22 February 2023, Paul Chan, the Financial Secretary of Hong Kong SAR, delivered the 2023-24 Budget (the “Budget”). Starting off by acknowledging the severe external environment, Chan went on to forecast that the Hong Kong SAR economy will see “a visible rebound” and can enjoy “abundant opportunities”. Confirming speculation circulated by the press prior to the publication of the Budget, Chan announced the implementation of a further round of consumption vouchers of HK\$5,000 per eligible citizen, as well as the launch of a “Happy Hong Kong” campaign consisting of gourmet experiences, sea-land carnivals, mega events and other collaboration events whether on the tech side with the Science Park and Cyberport, or with Hong Kong SAR’s Ocean Park and Disneyland and the highly acclaimed cultural facilities of M+ and the Palace Museum. Aside from these more eye-catching initiatives, the Budget ...

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Jan 27, 2023

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Jan 26, 2023

## **BCLP advises Gesher I Acquisition Corp in de-SPAC business combination with Freightos**

Insights

Oct 19, 2022

## **Hong Kong SAR policy address 2022 – A quest for talent, public housing and land supply**

Hong Kong SAR Chief Executive John Lee announced his maiden policy address on 19 October 2022. Alongside initiatives to attract foreign talent and safeguard national security, which are the main themes of his speech, he highlighted various key policies which are relevant to the real estate, construction and infrastructure sectors. We set out the key takeaways in this article.

Awards

Sep 15, 2022

**BCLP Named 'Energy and Resources Law Firm of the Year' at ALB Hong Kong Law Awards 2022**

News

Jun 01, 2022

**BCLP advises Geshel I Acquisition Corp in SPAC acquisition of Freightos**