



## LADA SHELKOVNIKOVA

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**SERVICES:** Joint Ventures and Strategic Alliances, Mergers and Acquisitions, Hotels and Hospitality, Corporate and M&A, Private Equity

## BIO

### LADA IS A HOTELS & HOSPITALITY PARTNER IN THE CORPORATE AND M&A GROUP.

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-focussed joint ventures and mediation in hospitality.

Lada's clients include hotel owners and hotel operators. She has experience in 27 jurisdictions worldwide, including Singapore, Japan, United Arab Emirates, Saudi Arabia, Indonesia, Maldives, South Korea, Vietnam, Malaysia, Thailand, Egypt, Seychelles, Cambodia, Philippines, India, Sri Lanka, Oman, Bahrain, Turkey, Iraq, Qatar, Kuwait, Jordan, Myanmar, Kenya, Georgia and the United States of America.

Lada has negotiated and advised on numerous hotel management agreements with major hotel operators, both global and regional, including Accor, Ace, Anantara (Minor), Alila (Hyatt), Ascott, Banyan Tree, Campbell Gray, Centara, Discover Collection, Dream Hotels, Dusit, Emaar Hospitality, Four Seasons, Golden Tulip, Hilton, HMM, Hyatt, Intercontinental Hotel Group, Jumeirah, Mandarin Oriental, Marriott and Starwood, Meliá, MGM, Millennium & Copthorne, Mövenpick (Accor), Oakwood, One & Only (Kerzner), Six Senses (IHG), Chiva Som, Radisson, Rotana, Steigenberger, The Standard, Wyndham and Yotel.

Her experience also includes providing holistic structuring advice on numerous branded residences projects, including with mandatory and optional rental pools, in Singapore, Japan, United Arab Emirates, Indonesia, Malaysia, Vietnam, Sri Lanka, South Korea, Egypt, Seychelles, Qatar and Turkey.

# WATSON FARLEY & WILLIAMS

Lada is named a Global Elite Thought Leader in Hospitality – Asia Pacific (Who's Who Legal 2020, 2021, 2022, 2023 & 2024) and is a regular speaker at hospitality conferences, including in Singapore, Hong Kong, United Arab Emirates, Saudi Arabia, Indonesia, Thailand, Vietnam, Japan, Malaysia, Philippines, India, Cambodia and Seoul.

In 2021-2024 Lada serves as SEA Regional Advisor for HICAP, the most prestigious conference in the hospitality industry in Asia over the past 30 years.

Lada has been a jury of HICAP Deal of the Year Award (M&A Deal of the Year and Single Asset Transaction of the Year) for three consecutive years.

In 2024 Lada also serves as Advisory Board member for IHIF.

Lada is a Fellow of Singapore Institute of Arbitrators and SIMI and SMC accredited mediator in Singapore.

## EXPERIENCE

Advising Minor Hotels Group on its sale and manage-back deal of three major luxury resorts in the Maldives: Anantara Veli, Anantara Dhigu and Anantara Naladhu.

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Advising on the sale of ultra-luxury iconic Cheval Blanc Randheli resort in the Maldives managed by LVMH with the highest price per key Globally of US\$4.7m. This deal won the 'Single Asset Transaction of the Year' Award at the Hotel Investment Conference Asia Pacific (HICAP) in 2018.

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Advising on the sale of luxury iconic Conrad Maldives Rangali resort to a fund managed by Blackstone Group.

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Advising Lodgis Hospitality Holdings on its acquisition of two historic landmark luxury Raffles hotels in Cambodia from Kingdom Hotel Investments.

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Advising 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.

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## EDUCATION

2003 – 2009 · National University 'Kyiv-Mohyla Academy'  
Master of Laws, Honours Degree summa cum laude

## MEMBERSHIPS & ASSOCIATIONS

The Bar of Ukraine, 2007

# WATSON FARLEY & WILLIAMS

2014 – 2018 · Glion Institute of Higher Education  
(Switzerland) MBA in International Hospitality

Law Society of Ukraine

2013 chair of the Hospitality Working Group of American  
Chamber of Commerce in Ukraine

SMC Accredited Mediator

SIMI Accredited Mediator

SIArb Fellow

ISHC Full Member

## INSIGHTS

### AWARD

#### **WFW MALDIVES DEAL WINS HICAP 'M&A DEAL OF THE YEAR 2022'**

[www.wfw.com/awards/wfw-maldives-deal-wins-hicap-ma-deal-of-the-year-2022/](http://www.wfw.com/awards/wfw-maldives-deal-wins-hicap-ma-deal-of-the-year-2022/)

### PRESS

#### **WFW ADVISES UNIVERSAL ENTERPRISES AND MARRIOTT INTERNATIONAL ON MAJOR SALE OF MALDIVIAN RESORTS**

[www.wfw.com/press/wfw-advises-universal-enterprises-and-marriott-international-on-major-sale-of-maldivian-resorts/](http://www.wfw.com/press/wfw-advises-universal-enterprises-and-marriott-international-on-major-sale-of-maldivian-resorts/)

### PRESS

#### **WFW EXPANDS HOTELS & HOSPITALITY PRACTICE INTO ASIA PACIFIC**

[www.wfw.com/press/wfw-expands-hotels-hospitality-practice-into-asia-pacific/](http://www.wfw.com/press/wfw-expands-hotels-hospitality-practice-into-asia-pacific/)