



## Susheela Rivers

Partner

Head of Real Estate, Asia Pacific

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Based and qualified in Hong Kong and the UK, Susheela is head of the Real Estate group and the Hospitality and Leisure group in Asia Pacific. With nearly 20 years' experience specialising in real estate investments and developments, hotel, retail, offices and mixed use sectors, Susheela has advised on landmark developments throughout Asia (including China, Hong Kong, Singapore, Malaysia, Korea, India and Indonesia) and the UK.

An expert in real estate acquisitions/disposals, financings, developments, leases, hotels and private funding initiatives, Susheela advises private equity real estate funds, property companies, international hotel groups, investment banks, retailers and hospitals on complex, high value transactions including securitisations and IPOs. She regularly acts for investment/fund managers, advising on establishment of funds and investment structuring, acquisitions/disposals, joint ventures, investment and management agreements, leases and asset management strategies.

Susheela has been acknowledged as Best in Real Estate by the *Euromoney Legal Media Group Asia Women in Business Law Awards 2014*. She was also named as a leading individual in the area of Real Estate by *Asia Pacific Legal 500*. *Asia Pacific Legal 500* went on to note that Susheela "is a hospitality sector expert with deep knowledge of the real estate market".

In addition, she was acknowledged as a leading lawyer in the area of Real Estate by *The International Who's Who of Business Lawyers* and *Chambers Asia Pacific*. Under Susheela's leadership, DLA Piper's Real Estate group is ranked as Tier 1 for Real Estate in China, Hong Kong and Thailand by *Asia Pacific Legal 500* and Tier 1 for Real Estate Funds in Hong Kong by *IFLR1000*.

## EXPERIENCE

- Acting for The Canada Pension Plan Investment Board (CPPIB) in connection with the acquisition of an interest in a mixed use real estate development project in China from Longfor (a Hong Kong listed public company) as well as the subsequent joint venture and related financing arrangements.
- Advising fund manager CBRE GI in relation to the recapitalization of the fund by the existing of numerous shareholders and the entry by new investors in relation to KLCC Suria.
- Acting for Tesco in relation to all real estate acquisition work in the PRC including structuring their acquisitions. We are assisting on all due diligence, preparation and negotiation of the acquisition agreements whether by way of on shore or off shore share purchase or direct asset acquisition, development and construction agreements, project and management services agreements,

## CREDENTIALS

### Education

The College of Law, London. 1991

Queen Mary College, University of London. 1990

National Junior College Singapore. 1986

### Admissions

England and Wales

Hong Kong

### Professional Qualifications

Solicitor of the Senior Courts of England and Wales

Solicitor of the High Court of Hong Kong

### Languages

English

Bahasa Indonesian

Bahasa Melayu

Chinese (Cantonese)

Chinese (Mandarin)



leasing documentation and other ancillary documentations and advising on structural, off shore and on shore company formations and other issues.

- Representing Tesco in its share transfer to, and joint venture formation with, HSBC Nanfung Fund, Henderson Property fund and Fuxin Group respectively, involving eight underlying mall properties in China.
- Advising Fingen Group, a renowned Italian luxury outlet developer/operator, in its share transfer to, and formation of, an outlet fund jointly established by Henderson Property Fund, Harvard Fund, Gaw Capital and Fingen Group, involving one existing and two potential outlets in China.
- Representing Blackstone in its acquisition of retail property in Beijing and its joint venture with an experience sales and leasing entity.
- Representing City E-solution, a listing company in HK and a member of CDL group, in its senior housing fund formation (including fund documentation), in which City E-solution and Easterflair jointly acted as sponsor and anchor investor to the fund.
- Representing a Singapore fund on their China real estate investments and divestments.
- Representing Macquarie Retail Real Estate on its acquisition and joint venture with local partners in relation to two development projects in Xi'an and Jinan respectively.
- Advising SOCAM on the purchase of a prime building in Shanghai, together with advising on the hotel management agreement with a six-star hotel in relation to the same building.
- Advising ARA Asset Management on the acquisition of a 75% interest in a Hong Kong company with a 100% interest in a PRC company that owns and develops a Grade A office building in the Shanghai Pudong Lujiazui area.
- Advising on the sale of an interest in a fund with assets comprising real estate foreign workers domicile in South East Asia.
- Acting for Aviva Investors Asia on the proposed formation of a logistics fund with the intention to purchase a logistics portfolio in China and joint venture with Chinese founders and Warburg Pincus.
- Advising an international Private Equity real estate fund in relation to their acquisition of China real estate.
- Advising on the setting up of a real estate fund and joint venture relationship for the purpose of real estate investments into Asia Pacific.
- Acting for the special situations arm of a global investment bank in relation to their investment in China through a complex debt/equity structure.