



Susheela Rivers

Partner

CO-CHAIR, GLOBAL REAL ESTATE SECTOR
OFFICE MANAGING PARTNER, HONG KONG
HEAD OF REAL ESTATE, ASIA PACIFIC

susheela.rivers@dlapiper.com

Hong Kong

T: +852 2103 0760

F: +852 2810 1345

M: +852 6086 0400

With 27 years' experience in real estate investments and developments, hotel, retail and mixed use sectors, Susheela Rivers has advised on landmark developments throughout Asia (including China, Hong Kong, Singapore, Malaysia, Korea, India, Indonesia and Vietnam) and the UK.

With a focus in real estate acquisitions/disposals, financings, developments, leases, hotels and private funding initiatives, Susheela advises international and regional property companies, hotel groups, retailers, private equity real estate funds, investment banks and hospitals on aspects of real estate transactions from structuring the investments, developments, project and investment management, real estate operation to the exit strategies.

Susheela is the Office Managing Partner of DLA Piper Hong Kong, Co-Chair for the Global Real Estate sector, Head of the Real Estate Group and the Hospitality & Leisure Group for DLA Piper in Asia Pacific.

LANGUAGES SPOKEN

- Bahasa Indonesian
- Bahasa Melayu
- Chinese (Cantonese)
- Chinese (Mandarin)
- English

EXPERIENCE

RELATED SERVICES

- Real Estate

RELATED SECTORS

- Life Sciences

LANGUAGES SPOKEN

Bahasa Indonesian
Bahasa Melayu
Chinese (Cantonese)
Chinese (Mandarin)
English

- 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, 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.

CREDENTIALS

Professional Qualifications

- Solicitor of the Senior Courts of England and Wales
- Solicitor of the High Court of Hong Kong

Prior Experience

Prior to joining DLA Piper in Hong Kong, Susheela was at a London-based global law firm, working in their London office.

Recognitions

- Ranked as a leading individual in the area of Real Estate by *Legal 500* in 2014, 2015, 2016, 2017, 2018 and 2019.
- Ranked as a leading individual in the area of Real Estate: Hong Kong Based (International Firms) by *Chambers & Partners* in 2012, 2013, 2014, 2015, 2016, 2017, 2018 and 2019.
- Ranked as Band 1 for Real Estate China (International Firms Including Hong Kong) by *Chambers & Partners* in 2017, 2018 and 2019.
- Under Susheela's leadership, DLA Piper's Real Estate group is ranked as Tier 1 in the area of Real Estate for the China, Hong Kong and Thailand chapters by *Asia Pacific Legal 500* in 2014 - 2015.
- Ranked as Tier 1 in the area of Real Estate Funds for the Hong Kong chapter by *IFLR1000* in 2014, 2015, 2016, 2017, 2018 and 2019.
- Acknowledged as 'Best in Real Estate' by *Euromoney Legal Media Group Asia Women in Business Law Awards* 2014, 2019.

- Acknowledged as a leading lawyer in the area of Real Estate by *The International Who's Who of Business Lawyers* 2010, 2011, 2012 and 2013.

Education

- The College of Law, London. 1991
- Queen Mary College, University of London. 1990
- National Junior College Singapore. 1986

INSIGHTS

Publications

Changing rooms: Converting Hong Kong hotels in the COVID-19 era

27 May 2020

As COVID-19 lockdowns and restrictions continue to weigh on Hong Kong's hotel sector, hotel owners are increasingly reconsidering their business models and thinking laterally about how to maximise their sources of revenue.

Coronavirus: Rental relief and property tax remissions for commercial tenants in Singapore

28 April 2020

Singapore lawmakers have passed a law to assist Singapore businesses effected by COVID - 19 including tenants under commercial leases.

Real Estate Gazette: Operational Real Estate

17 March 2020

Real Estate Gazette

Operational real estate is a rising star in the real estate investment market. One element that makes this asset class so interesting is the various sub sectors it covers, each calling for specialist experience and practical know-how in both commercial and legal terms.

That diversity is reflected in this issue, we hope you enjoy it.

Inspirational Women in Real Estate 2020

11 March 2020

The Real Estate Industry sometimes suffers from a lack of female Role Models. For this reason, we are proud to present, in honour of International Women's day, the third edition of our Inspirational Women in Real Estate booklet. By continuing to highlight the stories of some of our women in Real Estate around the world, we hope to make our small contribution to engendering a more gender balanced industry.

Real Estate Gazette: Finding profit in uncertain times

22 November 2019
Real Estate Gazette

This issue highlights the various legal issues related to finding profit in uncertain times.

The rise of co living in 'the world's least affordable housing market'

22 November 2019

Hong Kong is renowned for its unattainably high home prices. For millennials in the territory, owning a flat in the near future remains a long shot. With new co-living options providing a way through for residents, new real estate opportunities exist for developers, owners and operators.

Real Estate Gazette: Technology

26 July 2019

Real Estate Gazette

This issue highlights the various legal issues related to technology.

NEWS

DLA Piper provides Asia Pacific support to GirlBoss Edge

30 June 2020

DLA Piper has partnered with GirlBoss Edge to support New Zealand's next generation of young female leaders with an interest in Law, Policy and Government.

DLA Piper moves to new premises in Hong Kong

25 November 2019

DLA Piper's Hong Kong office has moved from Edinburgh Tower in the Landmark to Three Exchange Square. DLA Piper occupies three and a half floors.

DLA Piper advises AirTrunk on new hyperscale data centre in Hong Kong

23 September 2019

Global law firm DLA Piper has advised hyperscale data centre specialist AirTrunk on the development of its state-of-the-art USD150+ million data centre in Hong Kong.
