



### Susheela Rivers

Partner

GLOBAL CO-CHAIR, REAL ESTATE SECTOR  
OFFICE MANAGING PARTNER, HONG KONG  
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Susheela Rivers is a real estate lawyer with over 28 years' experience who specialises in complex and multi-faceted cross border and domestic real estate transactions throughout Asia (including China, Hong Kong, Singapore, Malaysia, Korea, India, Indonesia, and Vietnam) and the UK. She advises on all aspects of structuring real estate investment and development portfolios including acquisitions and disposals, joint ventures and developments for stand-alone assets and portfolios across all asset classes.

As the International Real Estate Sector Head, she handles a wide array of real estate practices with a focus in M&A transactions, financings, developments, leases and advises on fractionalising real estate including real estate tokenisations. Moreover, she has in-depth knowledge of the hospitality and leisure spheres and has a particular focus on real estate with operational aspects. Susheela advises international and regional property companies, real estate fund manager and investors, private equity funds, hotel groups, retailers, investment banks and major corporate occupiers on all aspects of real estate transactions from structuring the investments, developments, project and investment management, real estate operation to the exit strategies.

In addition to the leadership roles she holds within DLA Piper, including her role as managing partner of the Hong Kong office, Susheela regularly speaks on real estate topics at conferences, and sits as the Vice-Chair of ULI HK and is a Global Governing Trustee at Urban Land Institute (ULI), the oldest and largest network of cross-disciplinary real estate and land use experts in the world.

She is the Global Co-Chair of the Leadership Alliance for Women (LAW), in which she supports gender balance at all levels by strengthening the influence, leadership and voice of women within DLA Piper and the wider community to effect change. She is also an active supporter of Hong Kong's community and is a Board Member of the leading NGO Community Business, where she commits to advancing responsible and inclusive business practices in Asia. Susheela is an executive committee member of the British Chamber of Commerce HK.

- Real Estate

- Life Sciences

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

## LANGUAGES SPOKEN

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

## EXPERIENCE

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- Advising PGIM on its acquisition of the Travelodge hotel located in Central, Hong Kong, joint venture with Dash Co-living and HK\$450+ million financing with United Overseas Bank.
- Advising PGIM on its joint venture with a co-living operator regarding an enbloc hotel located in Kowloon.
- Advised Allianz Real Estate on its co-investment into a fund (the co-investors of the fund are Gaw Capital Partners, Goldman Sachs and Great Wall), which has acquired 16 properties in Hong Kong.
- Advising Nuveen Singapore for their Silk Road Fund on a major joint venture platform (via Malta and Singapore structure) to invest in outlet malls in Asia and the PRC.
- Advised AirTrunk on a hyperscale data centre development in Tsuen Wan, Hong Kong and a potential lease in Kwai Chung, Hong Kong for data centre use.
- Advised Gaw Capital Partners on the acquisition of half of a grade A office block in Ho Chi Minh City, Vietnam and the subsequent acquisition of the rest of the building, from two separate seller through onshore acquisition of holding entities.
- Advising Allianz Real Estate on the acquisition of a portfolio of 5 modern logistics assets in China which are owned by a Gaw Capital managed fund, and a 31,426 sqm grade-A office asset located in Zhongguancun, a sought-after hub for IT and technology companies in Beijing.
- Advising Crane Capital on its joint venture investment into the acquisition of a portfolio of industrial building in Shanghai, and the onshore/offshore financing thereof.
- Advising Crane Capital on its acquisition of a Hong Kong serviced apartment complex from Hanison Construction Holdings for HK\$420 million, negotiating its subsequent property management agreement and conducting its internal corporate restructure.
- Advising a property development company on a proposed security token offering to raise capital to acquire real estate in Hong Kong and using our tokenisation engine to create tokens for the security token offering.
- Advising Silk Road II Holdings Pte. Ltd. and its consortium of investors on the potential joint investment in and acquisition of an outlet malls in China.
- Acting for Tesco in relation to all aspects of real estate acquisition works in the PRC, including due diligence, negotiation of agreements, 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.
- Advising Ping An Insurance on the 30% share acquisition from and joint venture with Sun Hung Kai Properties in developing the commercial / retail complex at the West Kowloon Station in Hong Kong with consideration of around HKD11 billion.
- Acting for 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.
- 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.

## 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

- Recognized in the Hall of Fame for Real Estate in Hong Kong by *Legal 500* in 2021.
- Ranked as a leading individual in the area of Real Estate by *Legal 500* in 2014, 2015, 2016, 2017, 2018, 2019 and 2020.
- 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, 2019, 2020 and 2021.
- Acknowledged as Who's Who of Hospitality Lawyers 2020.
- 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*.

## Education

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

## INSIGHTS

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### Publications

#### Data Centers

29 April 2022  
Real Estate Gazette

The last 30 years have been driven by the arrival of new technologies such as the internet and smartphones. The COVID-19 pandemic, which has profoundly changed our professional and personal habits, has also amplified and accelerated the use of technology. Shopping has moved online, business meetings have become virtual meetings and streaming services have replaced going to the cinema. Today, the average number of emails sent per hour across the world is expected to reach 12 billion, and we could reach 48 billion connected objects in circulation by 2025.

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#### ESG challenges in Real Estate ahead of COP26

14 October 2021  
Real Estate Gazette

In a few weeks' time, the eyes of the world will be on Glasgow for the 26th annual United Nations Climate Change Conference. Indeed, over time, environmental as well as social and governance issues have become real challenges for all individuals, businesses and markets, and the real estate sector is no exception. These concerns, which have increased since the COVID-19 pandemic, should not be seen as a brake but rather as a real driver for growth and innovation.

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#### Asia's road to COP26 won't be paved with coal

12 October 2021

Real Estate Gazette

On the eve of the United Nations 26th Conference of the Parties (COP26), Asia's policy makers are acting fast to curb coal production as global investors turn towards renewable energy. Are the efforts of Asia's advanced economies turning climate ambition into reality?

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## Distressed assets in real estate

12 October 2020

Real Estate Gazette

The latest edition of DLA Piper's Real Estate Gazette looks at different aspects of distressed assets as the world continues to adapt to what has been dubbed the new normal. This edition brings you voices, opinions and analysis from real estate markets in Asia, Denmark, Germany, Angola, the Netherlands, Norway, the UK and US, from freeing up capital in difficult times to providing tips and techniques for commercial landlords forced to deal with tenant hardship and debt.

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## Events

### Previous

#### The meteoric rise of the data centre: Key drivers behind APAC demand

4 August 2022

Webinar

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## NEWS

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#### DLA Piper advises US flexible workspace company Industrious on Asia expansion

13 June 2022

DLA Piper has advised Industrious, the flexible workspace company backed by CBRE Group, on its acquisition of co-working space operator The Great Room, as part of the company's plan to expand its footprint internationally.

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