



Susheela Rivers

Partner

GLOBAL CO-CHAIR, REAL ESTATE SECTOR
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With 28 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.

Susheela is Global Co-Chair of the Leadership Alliance for Women (LAW), DLA Piper's global gender balance network that aims to support gender balance at all levels by strengthening the influence, leadership and voice of women within DLA Piper and the wider community to effect change.

In addition to the roles Susheela holds within DLA Piper, she is also the Vice-Chair and a Global Governing Trustee of Urban Land Institute, the oldest and largest network of cross-disciplinary real estate and land use experts in the world.

She is also an active supporter of Hong Kong's community and is a Board Member of Community Business, a leading not-for-profit organisation committed to advancing responsible and inclusive business practices in Asia.

- Real Estate
- Life Sciences
- Hospitality and Leisure

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

LANGUAGES SPOKEN

- Bahasa Indonesian
- Bahasa Melayu

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

EXPERIENCE

- 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 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 Nan Fung 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.

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

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.

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.

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?

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.
