



# Real Estate and Construction

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## Recognition

Our strength in the real estate and construction areas has been widely recognized by clients and peers. In recent years, our firm and partners have been consistently ranked as top practitioners in the real estate and construction industry.



**Real Estate and Construction, PRC Firms – Tier 1**  
*The Legal 500 Asia Pacific, 2020 and 2021*



**Real Estate (PRC Firms) – Band 1**  
*Chambers Asia Pacific, 2018*



**Construction & Real Estate - Outstanding**  
*Asialaw Profiles, 2019*



**Real Estate Firm of the Year - China**  
*China Law & Practice Awards, 2020*

# Real Estate and Construction Practice



Fangda's Real Estate and Construction Practice Team excels at providing one-stop and full-scale services to leading real estate market players, including real estate developers, real estate private equity sponsors, institutional investors, financial institutions and other corporations and individuals in complicated domestic and cross-border real estate transactions.

Our lawyers are frequently appointed as arbitrators in real estate and construction-related disputes. Our strength in this area includes a combination of understanding the traditions of the Chinese market and practice and our abundant experience in serving international clients, complemented by services for non-contentious and contentious cases.

We are one of the few firms based in China that can provide integrated real estate and construction related legal services, and present practical advice based on our knowledge and experience in the local market. We have a dedicated team of lawyers in our group that have been educated, trained and worked in China and Hong Kong SAR, as well as in other leading international legal markets such as the United States, Australia and England & Wales. Moreover, our team is actively involved in the legislation processes related to the real estate and construction industry, and our partners are also leading members of the Shanghai Bar Association in these practice areas.

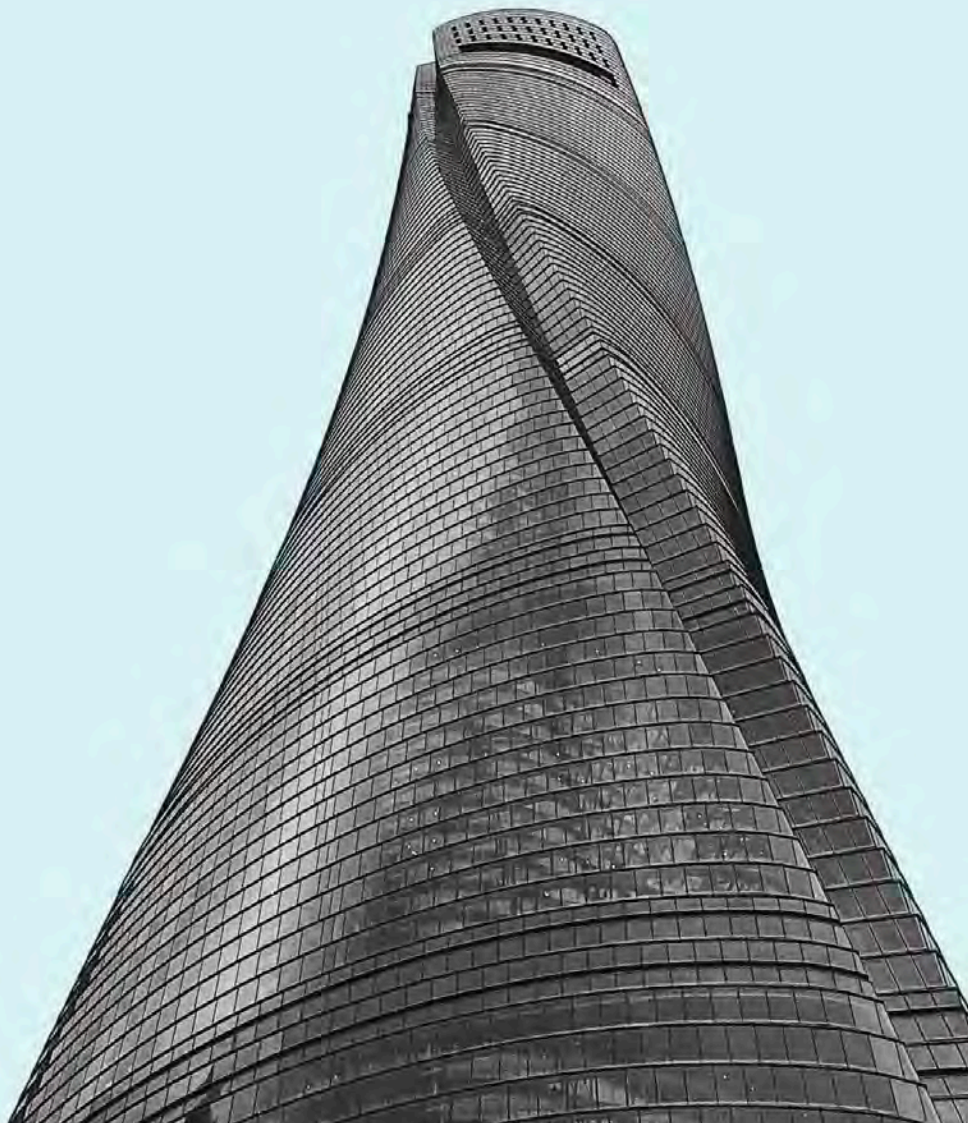
## Areas of Focus

- Real estate investment, acquisition and disposal
- Construction
- Commercial leasing, build-to-lease and asset management
- Real estate project finance
- Hospitality
- Infrastructure / PPP projects
- Real estate dispute resolution



# Real Estate Investment, Acquisition and Disposal

We regularly advise international private equity sponsors, institutional investors and other investors in cross-border acquisitions, disposals and other forms of investments, of and in real estate assets and portfolios in Mainland China, Hong Kong SAR and other offshore jurisdictions. We are familiar with complicated cross-border transaction structures and common law-related concepts. Coupled with our superior China real estate expertise, we are competent in acting as both international counsel and PRC counsel in real estate cross-border transactions.



## Selected Representations

### *Onshore Real Estate Transactions (acted as PRC counsel)*

- Represented Brookfield in its acquisition and disposal of office and retail properties in China, including the acquisition of a landmark office and commercial property project in Huangpu District, Shanghai from Greenland Hong Kong.
- Represented Haitong Securities in its acquisition of three office buildings and ancillary parking spaces as part of the Shanghai Dongjiadu Financial City project.
- Represented Kerry Properties in its investment, acquisition, development, operation and financing of real estate projects in Shanghai and other cities in China.
- Represented Gaw Capital in its various acquisitions of commercial, office and logistics facilities in China.
- Represented China Orient Qianhai Assets Management Company in its various acquisitions of commercial properties in China.
- Represented China Enterprise in its joint venture with Shun Tak Group and subsequent acquisition of the interests in Shanghai Suhe Bay project held by China OCT, and represented the joint venture of China Enterprise and Sunac in its sale of an office and commercial property in Shanghai Pudong north riverside to Continent Insurance.
- Represented Tishman Speyer in its disposals of commercial properties in China.
- Represented City Developments Limited (listed on the Singapore Stock Exchange) in its acquisitions of real estate assets in Shanghai and other cities of China.
- Represented CSI Properties (listed on HKSE) in its acquisition of the retail podium of Shanghai Richgate in Shanghai Xintiandi from Carlyle, and its sale of an office building in Shanghai Xintiandi to ARA.
- Represented CSI Properties in the sale of Shanghai International Capital Plaza, and the acquisition of a residential property (villa) development project from CapitalLand.
- Represented BM International in its acquisition of a hotel and office complex in Pudong, Shanghai, including Four Seasons Hotel and Four Seasons Place.
- Represented IDI Gazeley in its acquisition, development and operation of industrial and logistics properties in China.
- Represented Prologis in its acquisition, development, operation and disposal of various industrial land and logistics facilities projects in China.
- Represented Brookfield in its disposal of the Europe business of IDI Gazeley to Global Logistic Properties for US\$2.8 billion (the China component).
- Represented J.P. Morgan in its acquisition of a commercial real estate in Shanghai.
- Represented Citigroup in its acquisition of Citigroup Tower and obtaining the naming right of the tower.
- Represented Alibaba in its real estate acquisitions in Beijing and Chengdu.

- Represented SOHO China in its real estate acquisitions and disposals in Beijing and Shanghai.
- Represented Mori Building in the development, construction, financing and asset disposal in connection with the Shanghai World Financial Center project.
- Represented Hongkong Land in the commercial property acquisition, development and management projects in Beijing and Shanghai.
- Represented First Capital in its acquisition of land use rights and the negotiation on demolishing existing buildings and structures and relocating residents, as well as the establishment of joint ventures for the purpose of developing two parcels of land in Shanghai.
- Represented Ascott Group in a joint venture residential development project in Shanghai.
- Represented China Merchants Real Estate in its acquisition of a commercial real estate property in Beijing.
- Represented Shanghai Expo Development Group in connection with the cooperative development, asset operation and disposal of an office and commercial project located in the Urban Best Practices Area in Shanghai Expo Park.
- Represented Sino-Ocean in connection with its acquisition of a residential project in Sanya, Hainan.
- Represented Bouwinvest REIM in connection with its investment into an industrial property fund managed by Ascendas.
- Represented the owner of The Center in the sale of the building to China Pacific Life Insurance Group.
- Represented Shui On Group in the sale of Chengdu Zhonghui Plaza to Ping An Insurance Group.
- Represented Alpha Partners in its acquisition of ECO HUB 1788 located in Jing'an District, Shanghai.
- Represented ING Real Estate in connection with its sale of Jing'an Residence 8, in downtown Shanghai.
- Represented CITIC Capital in its acquisition of a real estate property in Shanghai.
- Represented Honeywell in its real estate acquisitions and disposals in various cities of China.
- Represented Marvell Technology Group in its acquisition of office buildings in Zhangjiang, Shanghai.
- Represented Kohler in its acquisition of an office building and R&D center facility in Shanghai Shibei Industrial Park.
- Represented Hershey's in its disposal of manufacturing facilities in Shanghai and other cities in China.
- Represented I.T Group in connection with its investment and development of warehousing facilities in Kunshan, Jiangsu.



### *Cross-border Real Estate Transactions\* (acted as international counsel)*

- Represented a leading global real estate fund in its disposal of 100% interest in a logistics center in Wuxi, Jiangsu Province to an offshore SPV established by ESR.
- Represented a leading global real estate fund in its acquisition of 100% interest in a logistics center in Dongguan, Guangdong Province from a Hong Kong seller.
- Represented Bain Capital Credit in its US\$300 million convertible note investment in D&J China, a leading integrated industrial properties and service platform provider in China co-founded by Warburg Pincus.
- Represented Itochu Corporation in its exit from multiple offshore joint ventures with Mapletree, which operate logistic properties throughout various cities in China.
- Represented KHI, a Hong Kong private investment fund, in its acquisition of a majority interest in Crystal Galleria, a grade-A office building in Jing'an Temple, Jing'an District, Shanghai, and a joint venture with the seller.
- Represented Warburg Pincus in its up to US\$300 million investment in its joint venture with Creator, a Shanghai-based urban renewal operator. The group aims to acquire and redevelop real estate projects in China's first-tier cities to convert old and underutilized buildings into modern office, retail and exhibition uses.
- Represented a number of Manulife's entities in forming an offshore investment venture with other investors, the venture being managed by Shui On Land. The venture will acquire and invest in core commercial real estate assets in China, with the first asset to be acquired being Corporate Avenue 5 (a grade-A office building in Xintiandi, Shanghai).

\* Certain matters listed above were undertaken by current Fangda Partners' partners prior to joining the firm.



- Represented GLP China in its proposed acquisition of a portfolio of logistic properties from EBA, the property investment arm owned and operated by Everbright.
- Represented a real estate fund managed by LaSalle Investment Management, the investment arm of the NYSE-listed commercial real estate firm JLL, in its acquisition of a grade-A office building in Hongkou District, Shanghai from Alpha Investment Partners, a part of Keppel Group's asset management arm Keppel Capital.
- Represented clients advised by BlackRock Real Estate in their acquisition of two blocks of grade-A office buildings in Changning District, Shanghai from PGIM Real Estate, a property investment affiliate of Prudential Financial.
- Represented Oaktree Capital in its subscription of shares in an offshore holding company which indirectly owns a portfolio of business and industrial parks in China.
- Represented SilkRoad Property Partners in its RMB527 million acquisition and financing of an office building in Minhang, Shanghai.
- Represented Itochu Corporation in its multiple offshore joint ventures with Mapletree which operate more than 14 logistic properties throughout cities in China.
- Represented a leading global real estate fund in its joint venture with a leading Chinese logistics operator for purpose of rolling out multiple investments in international standard logistics centers in China. This platform will make its first investment in a logistics center in Hangzhou.
- Represented a leading logistics operator in its disposal of interest in a logistics center in Dalian to an offshore SPV established by ESR.
- Represented a leading investment and asset manager with geographically diversified portfolio of China retail properties, in its acquisition of a shopping mall in Chongqing.
- Represented a consortium of investors led by a leading real estate fund, including numerous international real estate funds, and family offices in their US\$1.5 billion proposed acquisition of commercial buildings in Shanghai.
- Represented a subsidiary of Warburg Pincus in its digital real estate platform joint venture with the largest carrier-neutral internet data center services in China.
- Represented a leading global real estate fund in a joint venture with a major Chinese developer for the development of an office tower project in Zhangjiang Shanghai.
- Represented a group of sellers headed by a leading global real estate fund in their sale of a Cayman company, which indirectly owns a serviced apartment in Shanghai, China, for an aggregate value of about RMB1 billion.
- Represented an international real estate fund in its proposed joint venture with a Chinese developer listed in Hong Kong for a mixed-used project in Beijing.
- Represented Abu Dhabi Investment Authority in its proposed co-investment with an offshore fund managed by Gaw Capital in relation to a mixed-use development in Beijing.



- Represented a leading US real estate investment company in its acquisition of equity interests in multiple project companies established and wholly owned by a major PRC state-owned developer in Shanghai. The project companies own numerous plots of land in the Huangpu riverside area.
- Represented a leading global real estate fund manager in its acquisition of 49% of the shares and shareholder loans of Gracious Springs, a wholly owned subsidiary of Shui On Construction and Materials Limited, a Hong Kong Stock Exchange-listed real estate developer. Gracious Springs indirectly owns a mixed-use real estate development project in Chengdu.
- Represented CDH in its joint investment with a Hong Kong-listed Chinese developer in a mixed-use property in Xi'an. The investment was made through an offshore joint venture platform.
- Represented a leading US real estate investment company in its disposal of a commercial property in Tianjin to an offshore SPV established by a PRC company.
- Represented a leading real estate investment management company in its proposed acquisition of a mixed-use property in Beijing from one of the largest Chinese developers.
- Represented Forte in its proposed joint venture with Ivanhoe Cambridge in relation to a mixed-use project in Shenyang.

# Construction

We leverage our extensive experience in the construction area to provide a full range of services to our clients in connection with the zoning, design, construction, fit-out and renovation of real properties of various types, such as infrastructure facilities, large-scale chemical and pharmaceutical plants, high-profile warehousing and logistics facilities, office buildings and hotels, residential and commercial properties, and industrial and manufacturing facilities.

We are familiar with all models of domestic and foreign construction contracting projects and different forms of construction contracts, including FIDIC and other domestic contract templates. We often advise on contracting structure (including EPC, EPCM, DB), construction documents and Chinese legal issues to owners, contractors, sub-contractors and consultancy firms.



## Selected Representations

- Represented renowned international architectural design companies, including Aedas, Pelli Clarke Pelli and SmithGroupJJR in drafting standard contracts, negotiating contracts and advising on legal issues in design projects of commercial, office, hotel and healthcare facilities in China.
- Represented Mori Building over the entire construction period for Shanghai World Financial Center, including design change and verification management.
- Represented Kheng Leong in connection with a residential building construction project near Shanghai Changfeng Park.
- Represented Merlin Entertainments in the renovation and fitting-out works of Madame Tussauds wax museums and LegoLand projects in various cities of China.
- Represented Zoomlion in developing and constructing a manufacturing zone in Brazil, where the EPC contractor is also from China.
- Represented Bayer in its investment and construction projects in Shanghai Chemical Industrial Park and Nanjing Chemical Industrial Park.
- Represented Baxter in reviewing the general construction contract and equipment procurement contract for the construction of its production base.
- Represented Roche Pharmaceuticals in the construction of the manufacturing plant in Shanghai.
- Represented AstraZeneca in the construction of the headquarter office buildings, China distribution center and pharmaceutical plants in Shanghai and Jiangsu.
- Represented Novartis in its development and construction of the Novartis Shanghai Campus Project located in Zhangjiang Hi-Tech Park, Shanghai.
- Represented Huada Semiconductor in its EPC project of semiconductor production lines in Lingang Area, Shanghai.
- Represented Delta Health in its construction of a joint venture hospital project in Qingpu District, Shanghai.
- Represented Shanghai Industrial Investment Allied Pharmaceutical Co. in connection with the whole process of its Qingpu GMP Project, including land development, engineering design, bidding and tendering, construction contract management, equipment procurement, final acceptance and registration of proprietary rights and GMP certification.



- Represented Eastman Chemical in the construction and environmental protection issues in its production facilities construction project in Nanjing.
- Represented Air Products in its business operation and investment in land, real estate and construction in China.
- Represented M+W Group in connection with its contracting for Intel's investment in Dalian to build an advanced microchip manufacturing plant and a large construction project in western China for a chemical plant.
- Represented Lendlease in connection with its various construction projects in China.
- Represented SAIC Motor in connection with construction bidding and tendering, bidding and tendering of international procurement of electromechanical equipment and the entire process of construction projects.
- Represented Boeing Shanghai in connection with the design and construction of a hangar at Pudong international airport.
- Represented PepsiCo in its development and construction of a new R&D center located in Pujiang Hi-Tech Park, Shanghai Caohejing Development Zone.
- Represented Hanesbrands Inc., a US textile company, in connection with the construction of a production base in Nanjing.
- Represented Johnson Controls in the construction of manufacturing bases in Shanghai, Chongqing and Zhejiang.
- Represented Decathlon in the standard design, construction, supervision and project management contracts for the construction of malls in China.
- Represented Citibank in various leasing and fitting-out matters for its properties in China.
- Represented Hershey's in comprehensive real estate and construction related legal services for the construction and renovation of manufacturing and sales facilities in China, as well as opening up of retail stores across China.



# Commercial Leasing, Build-to-Lease and Asset Management

We represent lessors and lessees in virtually all types of commercial leases. In particular, we regularly represent developers of grade-A office buildings and top-class shopping malls in their lease-out of finished projects, and provide our internationally and domestically leading retail clients with one-stop solutions for lease and asset/property management matters. In addition, drawing on our construction-related capabilities, we have extensive experience in build-to-lease projects.

## Selected Representations

### *Commercial Leasing and Asset Management*

- Represented Singapore Government Real Estate Investment Corporation in the overall leasing and property management of Azia Center, a grade-A office building in Pudong Lujiazui Area.
- Represented Blackstone in leasing-related matters of Westlink office and commercial project located in Minhang District, Shanghai.
- Represented Shanghai Center in the leasing, property management and dispute resolution matters.
- Represented Starbucks in its leasing and opening up hundreds of coffee stores across China, including its ultra-premium Starbucks Reserve Roastery in Shanghai, which opened in December 2017 as the first Roastery store outside the US.
- Represented Nan Fung Group in its leasing of 20 floors of Shanghai Nan Fung BM Tower to WPP group companies, the world's largest communications services group.
- Represented J.P. Morgan in its relocation to Shanghai Tower, and leasing of Internet data centers in Shanghai.
- Represented CitiRealty in its purchase, disposal and leasing of properties all over China, including office/retail spaces for branch offices and spaces for ATMs.
- Represented Tishman Speyer in the leasing connected with Crystal Plaza, New Bund, Shanghai.
- Represented Goldman Sachs in the leasing and property management of Cross Tower, a top-class office building in Huangpu District, Shanghai.
- Represented Carrefour in leasing of supermarket and shopping mall properties in various Chinese cities.
- Represented Daimler in connection with its leasing of manufacturing plants, warehousing and logistics facilities, training and exhibition halls and other real estate and construction-related matters.
- Represented Nike in its leasing of retail stores in Shanghai, Beijing and the inner region areas of China.
- Represented Baxter in its leasing of Suzhou Baxter R&D Center in Suzhou Industrial Park.
- Represented Bayer in its leasing of manufacturing plants in Jiangsu and office buildings in Beijing.
- Represented Gap in opening up, leasing, fitting-out and operation of retail stores across China, as well as a build-to-lease warehousing project in Jiangsu.
- Represented Deutsche Bank in its office leasing in Shanghai.
- Represented Ralph Lauren in connection with retail store leasing and fitting-out in Jinjiang Dickson Shopping Center, Westgate Isetan Shopping Center and Sogo Shanghai Shopping Mall.
- Represented Burger King on its entry into the China market, including opening restaurants and property leasing in Shanghai.
- Represented Hershey's for more than 10 years in its opening up of retail stores across China, and leasing of an R&D facility in Jinqiao, Pudong.



- Represented Unilever in its opening up of retail stores in China.
- Represented Ermenegildo Zegna in its leasing of boutique stores in Shanghai, Beijing and other cities across China.
- Represented Diageo in its leasing and fitting-out of a retail store in the Sinan Mansions, Shanghai.

### ***Build-to-Lease***

- Represented Nike in a build-to-lease and fitting-out project for Nike Greater China Campus in Shanghai New Jiangwan Town (developed by Tishman Speyer).
- Represented Philips in connection with its leasing and build-to-lease projects for offices and manufacturing facilities in Shanghai and the surrounding areas.
- Represented Daimler in connection with its build-to-suit projects for warehousing and logistics facilities in China.
- Represented Gap in a build-to-lease warehousing project in Jiangsu.
- Represented a real estate developer in leasing and build-to-suit projects in opening up bilingual international schools in China with a leading education group.
- Represented a pharmaceutical company in an ongoing build-to-suit and purchase back project for its medicine production plant and R&D center in Suzhou Industrial Park.
- Represented an international school in a build-to-lease and purchase back project for its campus expansion works in Shanghai.
- Represented GE in establishment of its renewable energy manufacture base in Guangdong by way of build-to-lease model.
- Represented Otis in a build-to-lease project for its manufacturing plant in Zhejiang.
- Represented Jebesen China in its car dealer store build-to-lease projects in Shanghai and other cities.
- Represented SAP LAB in its build-to-lease office/campus project in Zhangjiang Hi-Tech Software Park, Shanghai.
- Represented FMC Corporation in connection with a build-to-lease project in Zhangjiang Hi-Tech Park, Shanghai.
- Represented American Insurance Group in its build-to-lease project in Zhangjiang Software Park, Shanghai.
- Represented Celanese in a build-to-lease project in Zhangjiang Hi-Tech Park, Shanghai.

# Real Estate Project Finance

By seamlessly cooperating and coordinating with our Banking and Financing Practice Team, we have successfully advised domestic and international commercial banks, borrowers and other investors in real estate project financing transactions. We are widely recognized as a leading law firm in the areas of acquisition financing, non-recourse or limited recourse project financing and infrastructure development projects. In addition, coupled with our extensive expertise in project acquisition, we can expertly represent investors simultaneously in their real estate acquisition transactions and acquisition financings.

## Selected Representations\*

- Represented a real estate fund in its acquisition financing of an office building in Shanghai from the Chinese subsidiary of a leading Singapore bank.
- Represented a leading investment and asset manager in relation to its acquisition financing of a shopping mall in Chongqing from a syndicated group of international lenders.
- Represented Standard Chartered Bank and other lenders in connection with their onshore/offshore financing of Nanjing International Finance Center.
- Represented the borrowers in connection with their onshore/offshore financing of a high-end residential building in Dalian from Standard Chartered Bank and other lenders.
- Represented an international real estate fund in connection with the refinancing of its offshore loan from Aareal Bank for a serviced apartment in Beijing.
- Represented Aareal Bank Asia and Aareal Bank in the senior loan financing of the acquisition of The Center, an international grade-A office building in Shanghai.
- Represented Aareal Bank Asia and Aareal Bank in the refinancing of the US\$107 million loan made to CREO (Shanghai Central Plaza).
- Represented an international real estate fund in connection with its investment by way of a convertible loan in a major PRC real estate developer in Guangzhou.
- Represented Deutsche Bank Shanghai and Hong Kong branches in connection with the provision of onshore/ offshore financing to Cargill Inc. for the acquisition of a Mainland China real estate developer.

\* Certain matters listed above were undertaken by current Fangda Partners' partners prior to joining the firm.







- Represented Lehman Brothers in connection with offshore financing provided to Max Orient for the acquisition of a 30% equity interest in Shanghai Jiahuida Real Estate Development Co.
- Represented Shanghai World Financial Center Co. (a subsidiary of Mori Buildings Co.), as the borrower in its RMB 4 billion syndicate loan facility for construction and development of the Shanghai World Financial Center.
- Represented Shanghai Yaoda Real Estate Development Co. in an RMB2.8 billion syndicated loan granted for Shanghai Intercontinental Center.
- Represented Greenland Group in RMB1 billion onshore / offshore loan facilities for the development of a residential project in Xi'an.
- Represented the syndicated lenders led by Bank of China Shanghai Jing'An Sub- Branch in an RMB8 billion syndicated loan facility granted to the joint venture of Swire Properties and HKR International for construction and development of hotel and office buildings in Jing'An District, Shanghai.
- Represented the syndicated lenders in an RMB2.5 billion syndicated loan facility for construction and development of Shanghai Pudong Kerry Center.
- Represented the syndicated lenders in an RMB200 million syndicated loan facility to Shanghai Four Seasons Hotel.
- Represented the syndicated lenders in an RMB125 million syndicated loan facility to Shanghai Younger Real Estate Development Co. for the construction and development of a residence project in Putuo District, Shanghai.
- Represented the syndicated lenders led by China Construction Bank in a loan facility for construction of Shanghai Inner Elevated Highway, Pudong section.
- Represented the syndicated lenders led by China Construction Bank in a loan facility for construction of the northern highway entrance to Shanghai Pudong International Airport.
- Represented the syndicated lenders in a US\$740 million syndicated loan facility to Beijing BOE Optoelectronics Technology Co.

- Represented Shanghai Krupp Stainless Co. as the borrower in a US\$150 million syndicated loan facility for the development of Phase II of its stainless steel plant in Shanghai.
- Represented Shanghai Chemical Industry Park Industry Gas Company as the borrower in a US\$120 million syndicated loan facility for project development.
- Represented the syndicated lenders in an RMB3 billion loan facility to Shanghai Port International Passenger Transport Center Development Co.
- Represented the syndicated lenders in an RMB3 billion loan facility to the sponsor of Shanghai Zhadian Power Plant Project.
- Represented the syndicated lenders in an RMB7.46 billion loan facility to Shanghai Waigaoqiao No.3 Power Plant.
- Represented the syndicated lenders in a US\$160 million syndicated loan facility to Everbright Group.
- Represented the syndicated lenders in an RMB900 million loan facility to Jiangsu Huadian Wangting Natural Gas Power Generation Co.
- Represented GE Toshiba Silicones (Nantong) Co (a joint venture of GE Capital and Toshiba Corporation) as the borrower in a US\$52 million syndicated loan facility for project construction and development in Nantong, Jiangsu.
- Represented Bayer Polymers (Shanghai) Company as the borrower in a bilateral loan of over RMB2 billion borrowed from China Construction Bank for a polycarbonate project in Shanghai Chemical Industrial Park.
- Represented Advanced Semiconductor Manufacturing Corporation as the borrower in a US\$100 million syndicated loan facility for project development.

# Hospitality

We provide all-round legal services for the hospitality industry, advising leading global hotel managers and domestic hotel owners, including mergers and acquisitions, project development, financing, management, franchising and operation, as well as dispute resolution.

We are particularly experienced in assisting the world's leading hotel groups with their development and operation in China. Our clients include the world's renowned hotel operators, such as Hilton, Marriott, IHG and Langham, many of whom we have fully supported for over a decade.



## Selected Representations

- Represented hotel owners and managers in drafting and negotiating hotel management agreements for over 200 hotel projects in China. Brands involved include over a dozen luxury, lifestyle, upscale and mid-scale brands originating in the US, Europe and Asia.
- Represented hotel groups in China's first international hotel brand franchise projects.
- Represented hotel owners and managers in drafting and negotiating a full set of the branded residences contract documents.
- Represented hotel operators in IP protective actions in China in collaboration with our highly-reputed IP team.
- Represented hotel operators and owners in court proceedings and domestic and international arbitrations in various disputes arising from management or franchise of hotel projects.
- Assisted hotel groups with compliance methodologies, and responding to regulatory changes and handling investigations by Chinese government agencies, in conjunction with our top-class compliance practice team.
- Advised hotel clients on labor and employment issues, including staff manuals, employment contracts, and lay-off schemes.
- Advised hotel clients on governmental licensing, environmental and planning issues.



## Infrastructure / PPP Projects

We are highly experienced in investment, construction and operation of municipal infrastructure projects, as well as in all kinds of public and private partnership models (PPP projects). We are one of the few law firms in China that can provide comprehensive legal services in the area of municipal concessionary projects/PPP projects (including project investment, joint ventures, tenders and bids, project financing, construction and concessionary operation, among other relevant issues that arise in projects).

### Selected Representations

- Represented Covanta Energy in its investment, construction and operation of energy-from-waste projects in China. Recently, we represented Covanta Energy in its bidding, financing and development of an energy-from-waste project in Zhao County, Shijiazhuang.
- Represented Berlinwasser in its bidding, investment, construction, financing and operation of wastewater treatment projects in China.
- Represented Shanghai Electric in connection with its investment in and operation of municipal infrastructure and PPP projects.
- Represented MBK Partners in its equity investment in Golden State Environment (a group in the areas of wastewater treatment, municipal water supply and energy-from-waste).
- Represented MBK Partners and Hudson Clean Energy Partners in its sale of equity interests in Golden State Environment.
- Represented I Squared Capital in its acquisition of a hazardous waste treatment project in China.
- Represented I Squared Capital in its acquisition of an internet data center and GHP project located in Nanjing.
- Represented Gaw Capital in its acquisition of internet data center projects in south China.
- Represented Brookfield in connection with its acquisition of the China part of Terraform Power.
- Represented GE Renewable in its investment and construction of an offshore wind turbine assembly base in south China.
- Represented EDF in its investment and construction of a wind farm in Guangxi.
- Represented Vopak in connection with its set-up of joint venture companies in various cities of China to develop, construct, own and operate liquefied natural gas (LNG) terminals.
- Represented Veolia in legal and compliance issues related to its development, operation and management of water supply, wastewater treatment, and energy projects in China.
- Represented Rhodia Energy in connection with its acquisition of energy-from-waste and wastewater treatment business.
- Represented Kerry Properties in connection with its municipal water supply joint venture project.
- Represented Thames Water in its investment in Shanghai Water Supply Plant.
- Represented United Water in connection with the financing matters of a construction project of Suqian water supply factory and construction and expansion of Suqian water pipe network.
- Represented KKR Group in its investment in a Singapore-listed Chinese Company engaging in wastewater treatment business.



## Real Estate Dispute Resolution

We are one of the few law firms in China that provides one-stop and comprehensive real estate-related dispute resolution services in both Mainland China and Hong Kong SAR. In collaboration with our unparalleled dispute resolution team, we stand with and behind our clients and help them achieve the optimal and practical outcomes in the most complicated real estate-related disputes in all forms, including court proceedings, arbitrations, mediations and other forms of alternative dispute resolution (ADR). Our dispute resolution lawyers appear before China's courts at all levels, from the Supreme Court to local courts, as well as before international and domestic arbitration tribunals, representing clients in a variety of real estate-related disputes.

Meanwhile, our real estate team frequently works closely with our investment fund, financing, bankruptcy and dispute resolution teams to provide comprehensive legal services to our clients with a view to helping them acquire real properties at a reasonable price in various distressed assets and non-performing loans projects and in processes of bankruptcy reorganization and liquidation.

In seamless collaboration with our teams with construction and hospitality specialist capabilities, we also regularly represent our clients in disputes arising from construction and hospitality-related matters.

### Selected Representations

#### *Real Estate Transaction Disputes*

- Represented a leading European real property fund in a CIETAC arbitration involving a RMB720 million real estate transaction dispute against a Chinese real estate developer.
- Represented a leading state-owned real estate developer in an HKIAC arbitration on a RMB2 billion real estate transaction dispute with its business partner.
- Represented various PE sponsors in the disputes arising from the right of control of real property
- Represented a leading European real property fund in a CIETAC arbitration involving a RMB720 million real estate transaction dispute against a Chinese real estate developer.
- Represented a leading state-owned real estate developer in an HKIAC arbitration on a RMB2 billion real estate transaction dispute with its business partner.
- Represented various PE sponsors in the disputes arising from the right of control of real property portfolios in China.

- Represented a Beijing real estate developer in a RMB1 billion real estate transfer contract dispute with the purchaser.
- Represented a well-known Shanghai real estate development company in litigation involving real estate sale disputes.
- Represented a foreign-invested real estate developer in a litigation about the sale of a landmark property in Shanghai.
- Represented a Taiwan real estate fund in an arbitration before the Shanghai International Economic and Trade Arbitration Commission (Shanghai International Arbitration Center) on a real estate acquisition dispute, with the disputed amount of over RMB400 million.
- Represented a well-known domestic real estate developer in a dispute arising from the acquisition of real estate project companies, which involved application to court to set aside arbitral awards.
- Represented a real estate developer in multiple disputes against foreign purchasers arising from real estate purchase and sale contracts, with the amounts in dispute totaling hundreds of millions of renminbi.
- Represented a real estate developer in disputes with hundreds of purchasers arising from real estate purchase contracts.
- Represented a renowned real estate developer in disputes with individual owners arising from real estate purchase contracts and property right claims.

### *Leasing Disputes*

- Represented a Taiwan company in an arbitration before the Beijing Arbitration Commission over a RMB900 million lease contract dispute with a domestic real estate developer.
- Represented various world-renowned foreign-invested retailers in disputes of commercial property lease contracts (including build-to-lease contracts) with real estate developers in different locations in China.
- Represented a famous US-based shared office company in its dispute with the landlord over a shared office leasing project in Beijing.
- Represented various foreign-invested companies in dozens of disputes arising from office lease contracts.

### *Construction-related Disputes*

- Represented a renowned international warehousing facilities developer in a dispute in relation to final settlement and quality claims arising out of the construction of high-end warehousing facilities in Guangzhou. This case involved the arbitration between the owner and the EPC contractor and a number of litigation cases involving the owner, the EPC contractor, the subcontractors and the actual contractors. The amount in dispute was over RMB80 million. The parties finally reached an agreement in mediation.
- Represented a global pharmaceutical company in disputes in relation to final account settlement and quality claims arising out of the construction of its regional headquarters and logistics facilities in China. The disputes involved general contractors, subcontractors, and project management companies, and the amount in dispute was over RMB500 million.



### *Hotel Management-related Disputes*

- Represented a renowned Hong Kong real estate developer in a dispute in relation to the final account settlement and claims arising out of the construction of a complex project in Shanghai. The counterparty was a well-known Shanghai construction company. The amount in dispute was over RMB200 million.
- Represented a state-owned pharmaceutical company in a dispute in relation to the ground-source heating pump installation project of its medicine plant in Taizhou, Jiangsu Province. There were various court hearings, and the dispute was over case quality assessment of the ground-source heating pump with complicated technical and engineering issues.
- Represented a world-renowned elevator company in a dispute with a real estate developer in relation to the supply and installation of elevators.
- Represented a state-owned real estate developer in a complicated dispute with the contractor in relation to the MEP installation project.
- Represented a large foreign-invested company in an arbitration case against a well-known overseas project management company in which our client maintained the company had been in default of a consultancy services contract. The claims arising out of the default were upheld in the arbitration, prompting much interest in the project consulting industry.
- Represented a well-known Germany construction company in a series of litigation and arbitration cases against a foreign-invested company in Jiangsu Province, including ICC arbitration in Shanghai, tort litigation, contract litigation, litigation concerning validity of arbitration clause and enforcement of ICC arbitral award in China. These cases gained much attention in the construction industry and for those using arbitration to resolve disputes.
- Represented a well-known domestic construction company in an arbitration case over a construction contract with an MNC. This case related to final account settlement, EOT claims, and quality issues. The amount in dispute was RMB150 million.
- Represented a leading Chinese façade contractor in an arbitration case before CIETAC in disputes of subcontract with a well-known China real estate developer and a leading Chinese construction company. The amount in dispute was RMB160 million.
- Represented a well-known architecture firm based in Hong Kong in various court cases and arbitration cases in China involving disputes in relation to design and consulting services contracts.
- Represented an international hotel management group in a CIETAC arbitration in a dispute with a domestic hotel owner in relation to overdue payments under a hotel management contract.
- Represented an international hotel management group in an HKIAC arbitration in a dispute with a domestic hotel owner with respect to termination of a hotel management contract, and the recognition and enforcement proceedings of the HKIAC award in mainland China.
- Represented an international hotel management group in CIETAC arbitration cases in disputes with domestic hotel owners with respect to termination of hotel management contracts for several unopened hotels.
- Represented an international hotel management group before a PRC court in a case against a domestic hotel owner with respect to early termination of a hotel management contract.
- Advised hotel owners on the legal issues relating to potential breaches of contract by hotel management companies and assisted in the negotiation with hotel management companies on termination of hotel management contracts.

- Represented various international hotel management groups in pre-litigation consultation and mediation matters in connection with potential disputes over hotel management contracts.
- Represented various international hotel management groups in situations where the hotel owners encounter insolvency or bankruptcy issues affecting the operation of the hotels and the performance of the hotel management contracts.

#### *Other Real Estate-related Disputes*

- Represented a real estate fund in a litigation case against the owners' committee arising out of the property management issues.
- Represented various well-known property management companies in disputes arising from property management contracts with real estate developers or property owners.
- Represented various real estate developers in cases about performance guarantees issued for commercial real estate development projects.
- Represented various domestic real estate developers against real estate brokers in disputes arising from real estate agency contracts.
- Represented multiple real estate developers in real estate expropriation and compensation matters.
- Represented multiple foreign-invested companies in real estate expropriation and compensation matters arising out of environment issues, and administrative and criminal procedures.
- Acted as creditors of bankrupt real estate developers in various bankruptcy and reorganization cases.
- Represented various real estate companies in their independent liquidation, compulsory liquidation and bankruptcy reorganization cases.

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