

HONG KONG

PRC

ASIA PACIFIC



Slaughter and May is a leading international law firm with a worldwide corporate, commercial and financing practice. We provide our clients with a professional service of the highest quality, combining technical excellence with commercial awareness and a practical, constructive approach to legal issues. We have a long-standing presence in Asia, opening our office in Hong Kong in 1974.

We have a market-leading corporate real estate practice in Hong Kong in both commercial and residential property work, and are actively involved in PRC real estate transactions, including FDI, joint ventures and financing transactions.

Our practice covers the broad range of work for real estate clients, including:

- mergers and acquisitions
- joint ventures
- listings
- reorganisations
- financing
- development
- acquisitions and disposals of land and buildings
- REITs
- other property-related transactions.

Our acquisitions experience includes commercial, retail and residential properties, hotels and serviced apartments. We regularly act for developers in some of the largest and most prestigious commercial and residential property developments in Hong Kong.

Our expertise in development work is unique among the international firms in Hong Kong and we have advised on financing transactions secured by real estate assets and securitisations of portfolios of properties.

*HONG KONG*

*LONDON*

*PARIS*

*BRUSSELS*

## Recent Experience

Our recent experience includes advising:

### ACQUISITIONS AND JOINT VENTURES

**MTR Corporation** on its merger with KCRC and the acquisition from KCRC for approximately US\$1 billion of a property package, including development rights, investment properties and a property management business

**An internationally recognised investment fund** in two significant Hong Kong real estate-focused corporate acquisitions

**USI** on its joint ventures with other leading property developers for the acquisition and development of residential sites in the New Territories, with a total land premium of HK\$10.16 billion

**USI** in relation to its joint venture with Wachovia Development Corporation to acquire residential properties in Hong Kong for redevelopment as luxury residences

**Marriott International Inc** in relation to its joint ventures for the development and operation of a Ritz-Carlton hotel in the Maldives

### FOREIGN DIRECT INVESTMENT IN THE PRC

**A private equity investor** in relation to their investment in a vehicle for the acquisition of a major commercial property in Shanghai, constituting the largest single-asset real estate deal in the PRC at the time

**A leading US bank** on its joint venture with a real estate private equity fund managed by another leading US bank in acquiring a property in Guangzhou and developing and operating it as a serviced apartment complex

**A leading Hong Kong property developer** on establishing its joint venture with a real estate private equity fund for a serviced apartment project in Shanghai

**A US property developer and manager** on its joint venture with a real estate private equity fund and a state-owned enterprise in the PRC for the acquisition of sites in the PRC and developing and managing shopping centres on those sites; and on its joint venture with the same real estate private equity fund and a leading Hong Kong property developer in acquiring sites in Guangzhou and developing and managing a residential, commercial and retail complex on those sites

### FINANCING

**Project companies** on the secured financings of real estate projects in Hong Kong and the PRC

**Swire Properties** on the onshore financing of its Sanlitun retail and hotel development in Beijing

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### DEVELOPMENT

**A number of high-end residential and commercial real estate developments**, including:

- Chianti
- Caribbean Coast
- Coastal Skyline
- Bellagio
- International Finance Centre

### REITs

**A blue chip listed company** on a proposed REIT listing on the Hong Kong Stock Exchange

**A REIT listed on the Hong Kong Stock Exchange** in relation to property-related issues

**The manager of a listed Hong Kong REIT/unlisted wholesale property fund** in relation to its establishment

### OTHER PROPERTY RELATED TRANSACTIONS

**The bondholders' acquisition of Paliburg Plaza and Kowloon City Plaza** and the subsequent management and operation of those properties within a special purpose structure owned by the bondholders

**The sale of 68 Yee Wo Street and Kowloon City Plaza** to MSREF/Pamfleet in a controlled auction process and acting for Bank of China in relation to the subsequent HK\$1.5 billion financing

**USI** on its securities exchange offer for Winsor Properties Holdings Limited (a property company listed on the Hong Kong Stock Exchange)

**USI** on its disposal of 3 major Hong Kong commercial properties to Winsor Properties Holdings Limited

**Morgan Stanley** and other underwriters in the IPO of KWG Property Holding Limited, a leading Guangzhou developer of and investor in residential and commercial properties and hotels

**Morgan Stanley and the other underwriters** on the IPO of Agile Property, a leading property developer in the Pearl River Delta region

**The sponsors** on the IPO of Shanghai Forte Land, as to Hong Kong law

## Contact

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