



CMS Adonnino Ascoli & Cavasola Scamoni CMS Albiñana & Suárez de Lezo  
CMS Bureau Francis Lefebvre CMS Cameron McKenna CMS DeBacker CMS Derks Star Busmann  
CMS von Erlach Henrici CMS Hasche Sigle CMS Reich-Rohrwig Hainz

# China Real Estate, Construction and Environment group

Supporting your business in China

At the CMS Shanghai office we work hard to be a truly client-focused law firm. This means understanding the unique needs and challenges of the Real Estate, Construction & Environment sector, and providing a service that is tailored to the particular concerns and requirements of each client.

# Who we are

Our CMS alliance of 9 major independent European law firms, provides clients with a full range of legal and tax services based on a thorough understanding of their business.

Our network integrates over 2,000 legal and tax advisors in 59 offices across 25 countries. Through the extensive CMS network we are also able to call upon lawyers in jurisdictions where we have no office.

The CMS Shanghai Office is a cooperation between CMS Bureau Francis Lefebvre (France), CMS Cameron McKenna (UK) and CMS Hasche Sigle (Germany) and offers an integrated service to clients throughout China. The office is staffed with more than 30 lawyers, most of them Chinese, and others from France, Germany, the UK and Switzerland which provides an extensive range of legal advice and services to clients doing business in China.

At CMS Shanghai Office, we work hard to be a truly client-focused law firm. This means understanding the unique needs and challenges of each market sector, and providing a service that is tailored to the particular concerns and requirements of each client. Using our know-how for the benefit of our clients is what the CMS Shanghai Office is all about.

Our Real Estate, Construction & Environment group brings together experts from the entire office, all focused on providing tailored services in this field. Using lawyers that are known in the industry means you get access to the latest information. We can introduce you to other advisors or contacts who may be beneficial to your business.

“ CMS is one of very few firms that can act like a consultancy and bring very good project management.”

Real Estate investment management business

# What makes us different?

We focus on developing strong long-term relationships with clients, which enables us to better understand their business and the requirements of each transaction. Our role often exceeds that of a traditional legal adviser. We add value by project managing transactions, especially on larger or more complex transactions and by taking a broader consultative role if so requested.

We are easy to work with and provide commercial solutions to client problems which go beyond purely legalistic concerns. Clients praise our proactive approach throughout their investment projects. CMS understands your business and your industry. Using our services means you get better, more relevant advice more efficiently.

“ The value they add is invaluable. They know the processes we have and the personalities.”

Leading international financial services group

# What we do

The CMS Shanghai office has great expertise in all legal aspects of the Real Estate industry, including leases, acquisitions, disposals, construction and financing with cross-border elements.

Our clients range from owners and Investment funds to real estate development companies including medium-sized enterprises and some of the largest multinationals in the industry.

Some of our recent work in the Real Estate, Construction & Environment sector includes:

- Advising on corporate matters of a real estate company running an entertainment centre with 32,000 square metres of space and a 26-storey office building
- Advising on the acquisition and financing of a 290,000 square metres wholesale commercial trade centre
- Advising on the acquisition of a shopping mall in Beijing with over 90,000 square metres of leasable space
- Advising a large international fashion brand outlets company on the establishment of a joint venture with a Chinese listed company and assisting the client through a 70 000 sqm real estate project, including bidding procedure, purchase of land use right and lease contracts
- Advising on the domestic and offshore structuring of a real estate company in Shanghai and the legal structuring of a real estate development project in a software industrial Park
- Advising on construction and corporate matters of a Sino-German joint venture which owns an international expo centre in Pudong
- Advising a high profile, international Real Estate Investment Fund, on its asset acquisition projects in Shanghai and Hainan Province, including purchase financing and mortgage arrangement as well as conducting legal due diligence for proposed real estate and hotel acquisition projects
- Advising the world's second largest luxury group in a complex multi-million euro real estate project in a historically protected site in Shanghai which will host a number of the group's leading brands; advice stretched outside the real estate and construction sector to include corporate and tax issues. The project also called for frequent discussions and negotiations with local authorities.

“ I would say that in comparison to other firms I've used, CMS stands head and shoulders above the rest.”

Major UK financial institution

# Our team

## China



### Jonathan Salvadoray

Chief Representative, Shanghai office

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Jonathan Salvadoray is the Chief Representative of the CMS Bureau Francis Lefebvre Shanghai office. Jonathan has gained experience advising clients – mainly owners and land developers – on real estate and construction related matters as well as commercial contracts. He also advises on a wide range of corporate matters, with a particular focus on M&A and corporate restructuring. Before relocating to China in 2002, Jonathan acted for over two years as legal adviser to the Swiss Institute of Intellectual Property (international trade relations department). He was also a member of the Swiss WTO delegation and was part of the negotiation team on China's accession to the WTO. Jonathan speaks English, French, German, Spanish and Chinese (mandarin).



### George Ji

Senior Associate, Shanghai office

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George Ji is a Senior Associate of the CMS Shanghai office. He has extensive experience in advising on M&A transactions in the real estate sector across China. He has assisted numerous foreign companies in structuring their investment, conducting legal due diligence, negotiating with the seller on the terms of the transaction, negotiating with financial institutions as well as providing ongoing services. With a good understanding of client commercial needs, his service is seen to be value-adding and constructive by both clients and counterparts. George speaks English, Chinese (mandarin) and Shanghai dialect.



### Hugh Zhou

Associate, Shanghai office

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Hugh Zhou is an associate of the CMS Shanghai office. Hugh has extensive experience in real estate and construction projects in the luxury and hotel and leisure industry. His most recent work includes advice on the purchase of a Hotel/Service Apartment complex in Haidian District; a Hotel Management Contract for a four star Hotel (approx. 280 rooms) in Changshu; a Memorandum pertaining to Hotel Management for a five star Hotel (approx. 350 rooms) in Suzhou as well as a Memorandum regarding Management for a Five Star Service Apartment complex (approx. 220 rooms) in Shanghai. He also provides advice on a wide range of corporate matters including private equity and M&A. Hugh speaks English, Chinese (mandarin) and Shanghai dialect.



### Alexandre Vincent

Associate, Shanghai office

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Alexandre Vincent is a French Attorney-at-law and an associate of the CMS Shanghai office. Alexandre advises on a wide array of corporate and commercial matters ranging from investment structuring and M&A to drafting and advising on all kinds of collaboration and commercial agreements. He has extensive experience in advising on the purchase and lease of commercial and office spaces. His most recent experience includes assisting a French investor in re-structuring, negotiating and drafting all contractual documentation for the purchase of two floors of an office building in Shanghai. Alexandre speaks French, English and Chinese (mandarin).



### **Vera Jin**

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Vera Jin is an associate of the CMS Shanghai office. Vera has extensive experience in the real estate sector including hotel acquisition projects and advice on the purchase and lease of residential and office premises for both foreign individuals and enterprises. Her most recent work includes advice to a high profile international Real Estate Investment Fund on hotel acquisition projects in both Shanghai and Haikou City (Hainan Province). She also provides advice in a wide range of corporate matters, including M&A and corporate restructuring. Vera speaks English, Chinese (mandarin) and Shanghai dialect.



### **Hannah Kamaie**

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Hannah Kamaie is an England and Wales qualified solicitor. Hannah has extensive cross-border corporate experience and has advised on areas such as mergers and acquisitions, capital markets, restructurings, refinancings and private finance initiatives. Hannah has provided comprehensive global corporate support to real estate clients, including advising Taylor Woodrow plc on the acquisition of a commercial site in England, Pinnacle CE on its real estate fund activities in central and Eastern Europe and IVG Immobilien on its £630m purchase of London's iconic Gherkin building. Hannah speaks english and French.



### **Jessie Xu**

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Jessie Xu is a tax consultant of the CMS Shanghai office. Jessie advises on a wide range of direct and indirect tax matters. She regularly advises hotel industry players on real estate, construction and acquisition projects. Jessie speaks English, Chinese (mandarin) and Shanghai dialect.

