



CMS Adonnino Ascoli & Cavasola Scamoni CMS Albiñana & Suárez de Lezo  
CMS Bureau Francis Lefebvre CMS Cameron McKenna CMS DeBacker CMS Derks Star Busmann  
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# Hotel group

Supporting your business in China

2008

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 hotel 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 48 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 Hotel group brings together experts from the entire office, all focused on providing tailored services in the hotel sector. 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.

“ Number 1 lawyers for the hotel industry since 2004.”

Legal 500 and Chambers

# 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 cross-departmental hotels team receives consistent praise from clients.”

Legal 500

# What we do

The CMS Shanghai office has great expertise in all legal aspects of the hotel industry, including hotel management agreements and leases, acquisitions, disposals, construction, financing and operational issues, even with cross-border elements.

Our clients range from owners and management companies to investors and hospitality consultants including medium-sized enterprises and some of the largest multinationals in the industry.

Some of our recent work in the hotel sector includes:

- Conducting legal due diligence and advising a client on the purchase of a building intended for hotel or service apartments use in Beijing
- Advising a high profile, international Real Estate Investment Fund, for 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
- Representing a joint venture company in its purchase of an office building in Shanghai
- Reviewing a hotel management contract for a four star hotel in Changshu (approx. 280 rooms) for the Shanghai office of a leading global consulting and services organisation in the hotel and leisure industry
- Reviewing a memorandum of understanding for a five star hotel in Suzhou (approx. 350 rooms) for the Shanghai office of a leading global consulting and services organisation in the hotel and leisure industry
- Reviewing a memorandum of understanding for a five star hotel in Shanghai Hongqiao (approx. 220 rooms) for the Shanghai office of a leading global consulting and services organisation in the hotel and leisure industry
- Advising on a mezzanine financing transaction in relation to a five star hotel in Beijing owned by a joint venture company
- Advising on the acquisition of a real estate development company in Beijing and on the establishment of a joint venture

“ 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

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Jonathan Salvadoray is the Chief Representative of the CMS Bureau Francis Lefebvre Shanghai office. Jonathan has gained experience in the hotel sector, 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).



### Emmanuel Meril

Partner, Shanghai office

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Emmanuel Meril is a Partner of the CMS Bureau Francis Lefebvre office and is in charge of the China Practice of CMS BFL. Emmanuel has over 12 years of experience in cross-border transactions involving China and extensive experience in real estate developments and sale, as well as in the construction of factories in China. He also has experience in advising on tax issues specific to real estate deals. Before joining the CMS Bureau Francis Lefebvre office in 1999, he worked for three years in Taiwan with a French law firm. He then moved to Shanghai in 1995, working with a legal consultation firm. Emmanuel speaks French, English and Chinese (mandarin).



### 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).



### **George Ji**

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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, some of which are hotel projects. 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.



### **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.



### **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 and Chinese (mandarin).

## **London**



### **Tom Page**

Partner, Hotels Group  
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Tom is a partner in CMS Cameron McKenna's Hotels Group. He specialises in M&A and in particular share and business acquisitions and management agreements in the hotel sector. Tom has taken a lead role in, amongst other transactions, the £1.9 billion acquisition of the Le Meridien chain of international hotels, RBS's £397 million acquisition and manage-back of a portfolio of 16 UK Hilton Hotels and most recently Accor's £440 million disposal of 30 UK Hotels. He also advises banks on the corporate aspects of hotel acquisition financings, including RBS's financing of Arora's acquisition of the Airport Hotels Partnership from BAA Lynton. In addition, he has experience of corporate finance transactions, joint ventures and outsourcings.



### **Alice Nairn**

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Alice is a solicitor in CMS Cameron McKenna's Hotels Group and works full time on hotel transactions. Having recently joined CMS Cameron McKenna from a specialised hotels team in an Australian law firm, she has experience in the acquisition, financing and development of hotels and the negotiation of management, franchise and operating agreements in Asia, the Middle East and more recently, the UK and Europe. Alice has recently advised The Royal Bank of Scotland plc on the hotel acquisition financing of three Marriott properties in Brussels.

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CMS is the alliance of major independent European law firms providing clients with a full range of legal and tax services based on a thorough understanding of their business.

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

CMS offices and associated offices worldwide:

**Berlin, Brussels, London, Madrid, Paris, Rome, Utrecht, Vienna, Zurich,** Aberdeen, Amsterdam, Antwerp, Arnhem, Beijing, Belgrade, Bratislava,

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