

# Xiang MAO Partner

Real Estate and Infrastructure | PE/VC, M&A Dispute Resolution



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Shenzhen

Xiang Mao is a partner at Merits & Tree. Prior to joining M&T, Mr. Mao worked at the Shenzhen office of King & Wood Mallesons and Shenzhen Metro Group for many years and practiced non-litigation and litigation business related to real estate and infrastructure.

Mr. Mao's main practice areas are real estate and infrastructure investment and financing construction, rail transit, and superstructure property development, real estate mergers and acquisitions, industrial real estate and commercial real estate development and operation, urban renewal, etc. Benefit from his previous work experience, he has rich professional knowledge and practical experience in the investment and financing construction of rail transit and TOD station-city integration development and has also accumulated rich practical experience in the primary land development, mergers and acquisitions, and relocation of enterprises, development, and operation of industrial real estate and commercial real estate, urban renewal, etc. Since his practice, he has been involved in many real estate investments, mergers and acquisitions, and urban renewal projects, and has served many different types of clients, such as foreign-funded enterprises, central enterprises, state-owned enterprises, listed companies, private enterprises, etc. He is well versed in the diversity and differences in the needs of different clients for legal services and can combine the actual needs of different clients to provide innovative solutions from commercial and legal perspectives.

The well-known clients served by Mr. Mao include Mass Transit Railway, Shenzhen Metro, Guangzhou Metro, Walmart, Vitasoy, RICOH, Sequoia Capital, Huaneng Group, CSCEC, AVIC Real Estate, China Merchants Shekou, Sino-Ocean Land, Shum Yip Group, Shum Yip Land, Guangming Group, PingAn Trust, PingAn Real Estate, Centralcon, Foresea Life Insurance, XtalPi etc.

## Achievements

### Infrastructure, Industrial Parks, and Rail Transit Superstructure Property Development

- Provided legal services for the development of land along Shenzhen Metro Line 4 and the "rail + property" model;
- Provided legal advice and solutions to various issues arising in the process of development, construction, and sales of the Longhua

vehicle section superstructure property development project of Shenzhen Metro Line 4;

- Provided legal services for the analysis of the legal basis and feasibility of the different directions of the investment and financing modes of the Shenzhen Metro Line 4 North Extension Project (bundled land and unbundled land modes, etc.);
- Provided legal services for Foshan Metro Line 2 and 3 TOD land use comprehensive development and rail transportation investment and financing scheme, analyzed investment and financing scheme and structure, and provided financial measurement analysis for construction and operation;
- Provided legal services for the Jihua Park superstructure property development project of Foshan Metro Line 2;
- Provided preliminary legal services for the complex development project in Hanxi Village, Zhongcun Street, Panyu District, Guangzhou City of Guangzhou Metro;
- Provided legal services for the island-wide complex development project of Jiangmen Talent Island;
- Provided legal services for Telstra PBS on the operation and repurchase of its data center in Tianjin's Wujin Development District;
- Provided legal services for the Hushantou tourism complex development project in Jixi County, Anhui Province;
- Provided legal services for Ninestar on the primary land development project of its industrial park in Zhuhai;
- Provided legal services for Powerleader Holdings on the Phoenix New Town project in Phoenix, Hunan Province;
- Provided legal services for the 50,000-ton petrochemical wharf project in Huizhou Tsuen Wan Port Area located in Daya Bay, Huizhou;
- Provided legal services for CNOOC on the Huizhou refining and chemical phase II integration project in Daya Bay, Huizhou;
- Provided legal services for Cscec International on the Anhui Bengbu-Wuhe expressway project in Anhui;
- Provided legal services for Cscec International on the Zhongyuan Road west extension project in Zhengzhou;
- Provided legal services for Cscec International on the Pinghe County infrastructure cluster PPP project in Zhangzhou, Fujian Province;
- Provided legal services for Cscec International on the underground pipeline corridor PPP project in Chengde, Hebei.



## Real Estate Investment, Mergers and Acquisitions

- Provided legal services for Hua Neng Energy & Communications Group on top-level transaction structure design, transaction document review, agent construction management, and other affairs of the land reorganization and revitalization project in Chongqing, Nanjing;
- Provided legal services for Sequoia Capital's strategic investment in Aranya;
- Provided legal services for STA, a wholly owned subsidiary of AppTec on the acquisition of a pharmaceutical factory in Taixing, Jiangsu;
- Provided legal services for China Resources Snow Breweries on the integrated acquisition of more than 100 beer companies in China;
- Provided legal services for SCPG on the acquisition of Capitaland's 20 commercial real estate projects in China;
- Provided legal services for strategic investment and sale of several real estate projects located in China by Shenye Group to Evergrande Group;
- Provided legal services for Jiangmen Binjiang Company on the acquisition projects of Jiangmen Talent Island Big Time, Science and Technology Innovation Center, and Rose Garden;
- Provided legal services for Tahoe Group on the acquisition projects of real estate in Fuzhou, Shenzhen, and Huizhou;
- Provided legal services for AVIC Licheng on the acquisition projects of real estate in Kunming, Suzhou, Zhuhai, Nanjing, Changsha;
- Provided legal services for Ping An Real Estate on the acquisition projects of real estate in Kunming, Shenzhen;
- Provided legal services for Ping An Trust on its investment in real estate projects in Dalian and Guilin;
- Provided legal services for Everbright Ashmore on the acquisition projects of commercial real estate in Jiangmen and Shenzhen;
- Provided legal services for New Frontier on the acquisition project of a hospital in Futian, Shenzhen;
- Provided legal services for CSCEC 3 Bureau on the acquisition project of real estate in Shenzhen.



## Commercial Real Estate Operations, Hotel Management and Property Management

- Represented Walmart (China) to conduct opening and renewal due diligence on Sam's Clubs and supermarkets all over the country;
- Represented Walmart (China) with landlords for different types of properties (Sam's Clubs, supermarkets, transshipment warehouses, office buildings, cloud warehouses, etc.) to draft, revise and review the lease agreement, and negotiate;
- Provided legal services for CR Land to acquire TESCO's commercial properties in China, and reviewed nearly 1,000 lease contracts for commercial anchor stores, flagship stores of well-known brands, etc.;
- Represented Link to acquire the Vanke Plaza commercial project in Longgang, Shenzhen, and reviewed hundreds of shopping mall lease contracts (including tenant's version and landlord's form contracts);
- Represented SCPG to acquire the 20 commercial real estate projects of CapitaLand in China, and reviewed 20 lease contracts for the commercial projects;
- Represented the owner to lead the whole process of a five-star hotel's choice of international hotel brand entrusted management, and assisted the owner in the whole process of negotiating and signing the contract for entrusted management of the hotel;
- Provided legal services for Huahong Jiaxin's hotel project in Taizhou, Zhejiang Province to introduce Pullman Brand;
- Provided legal services for ZEHO Waterfront's hotel project in Liupanshui, Guizhou to introduce hotel management companies;
- Provided legal services for Minmetals Trust's commercial project in Yichang, Hubei to introduce the entrusted operator;
- Provided legal services for drafting and reviewing investment promotion, and lease contracts of Shum Yip Land's Shum Yip Uptown Project;
- Provided daily legal advice and advisor services for the C Future City project leasing of Zhongzhou Group's Zhongzhou Bay;
- Provided legal services for MTR Corporation Limited on drafting and reviewing investment promotion, and lease contracts of the Hui Gang Zun Di commercial portion belonging to the superstructure property project of MTR Shenzhen located in the Longhua rolling stock section of Shenzhen Metro Line 4;
- Provided daily legal advice and advisor services for property management affairs of MTR Corporation Limited's Hui Gang Zun Di Project;
- Provided legal services for Hang Seng Bank to acquire commercial property projects in Luohu district, Shenzhen.



## Urban renewal

- Provided legal services for Ricoh Japan on the transfer of an urban renewal project in Futian District, Shenzhen;
- Provided legal services for Vitasoy (Guang Ming) on the transfer of an urban renewal project in Guangming New District, Shenzhen;
- Provided legal services for Jiangmen Binjiang Company with China Railway Construction on the Three Olds Rehabilitation Project in Jiangmen Talent Island;
- Provided legal services for Jiangmen Binjiang Company's Joint Village and Three Olds Rehabilitation Project;
- Provided legal services for Ping An Real Estate on the acquisition of the urban renewal project in Changsha and Dongguan;
- Provided legal services for GenZon Property on the acquisition of the urban renewal project in Songgang, Shenzhen;
- Provided legal services for LandSea on the acquisition of the urban renewal project in Huizhou;
- Provided legal services for Xinghui Glasses Factory on the sale of the urban renewal project in Longgang, Shenzhen;
- Provided legal services for the project of coordinating the interests of land preparation in Laowei Village, Junzibu, Guanlan Street, Longhua District, Shenzhen, China;
- Provided legal services for Jin Mao Group on the acquisition of the urban renewal project in Guangming New District, Shenzhen;
- Provided legal services for ParkLand on the acquisition of the urban renewal project in Futian, Guangming District, Shenzhen;
- Provided legal services for LEADWISE (HK) on the demolition and resettlement of its urban renewal project in Longhua District, Shenzhen;
- Provided legal services for Globe Union on its urban renewal project in Bao'an District, Shenzhen;
- Provided legal services for Chenghao Holding on its urban renewal project in Nanshan District and Xiaomeisha, Shenzhen.

## Permanent Legal Advisor

- Provided permanent legal advisor services for Shenzhen Zhongzhou Commercial Investment Co., Ltd.;
- Provided permanent legal advisor services for Shenzhen Infrastructure Investment Fund Management Co., Ltd.;
- Provided permanent legal advisor services for Jiangmen Binjiang Construction Investment Management Co., Ltd.;
- Provided permanent legal advisor services for International Digital Economy Academy (Futian);
- Provided permanent legal advisor services for Shenzhen Jingtai Technology Co., Ltd.;
- Provided permanent legal advisor services for Shenzhen Zhenyuan Tiancheng Technology Co., Ltd.;
- Provided permanent legal advisor services for ZEHU Waterfront (Shenzhen) Industrial Operation Management Co., Ltd.;
- Provided permanent legal advisor services for CLP Tiankun (Sanya) Investment Management Co., Ltd.;
- Provided permanent legal advisor services for JIAN-AN Group of Shenzhen Co., Ltd.'s Dongshan District Project, Tianyin Mansion Project;
- Provided permanent legal advisor services for Shum Yip Land Co., Ltd.'s Shum Yip Uptown Project;
- Provided permanent legal advisor services for Yinli Commercial Property Co., Ltd.;
- Provided permanent legal advisor services for Sino-Ocean Land Co., Ltd.;
- Provided permanent legal advisor services for Powerleader Holdings Ltd.

## Social Positions

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- A Member of the 11th Real Estate Law Professional Committee and Real Estate Professional Committee Urban Renewal Group of Shenzhen Lawyers Association

## Education

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LL.M., Zhongnan University of Economics and Law

B.Admin., Zhongnan University of Economics and Law

## Admissions

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PRC Bar

## Language

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Chinese、English

