



ANDREW MACGEOCH

Partner

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BIOGRAPHY

A market-leader in the Corporate Real Estate, Hospitality and Project sectors. Andrew has been representing developers, owners, institutional investors, governments and statutory corporations for nearly 30 years in Asia on a range of development matters.

He has extensive experience in dealing with infrastructure developments and mixed-use projects from power generating plants to stadia, multi-purpose venues and exhibition centres with a significant focus on hospitality projects and integrated resorts. He is passionate about principled negotiations, problem solving and the drafting of the full range of corporate and commercial

agreements required for such projects (including joint ventures, project concession and development agreements, facilities management, leases and related contracts. His practice involves projects throughout Asia. He is best known for his work across Hong Kong SAR, Macau, Mainland China, Singapore, Vietnam and Thailand.

He regularly advises on the drafting and negotiation of hotel management and related agreements and has been involved in transactions (acting primarily for owners) involving more than 50 hotel and lodging brands. These include the Four Seasons, Ritz Carlton, Marriott, Intercontinental, Sofitel, Grand Hyatt, Aman, Shangri-la, St. Regis, W, Sheraton, Regent, Mandarin Oriental, Six Senses, Le Meridien, Novotel and many other brands for hotels and serviced apartments.

He is a regular writer on hotel topics and frequent presenter and moderator at hotel and real estate investment conferences.

He has co-chaired the Asian Hospitality Development Council for ULI (Urban Land Institute). He has also chaired the M&A Deal of The Year Awards at HICAP for a number of years and sits on the advisory board of HICAP.

He has been a long-standing member of the HK General Chamber's RE & Infrastructure Committee, an active member of the HK British Chamber Real Estate Committee, its Business Policy Unit and a co-opted member on its GenCom.

He also chairs the Trustee Board of the Home of Loving Faithfulness, a Hong Kong SAR based charity which provides life-time care for the disabled (without any charge).

INDIVIDUAL LEGAL DIRECTORY RANKINGS

Band 3: Real Estate: International Firms in China, Chambers and Partners Greater China Region, 2024

Leading Individual: Real Estate in Hong Kong, Legal 500 Asia Pacific, 2024

WHAT THEY ARE SAYING

"Andrew is great to work with. He provides sound advice to us, and demonstrates great commercial and legal sense." Chambers and Partners Greater China Region, 2024

"Andrew is very professional and highly respected in the hotel industry." Chambers and Partners Greater China Region, 2024

"Andrew MacGeoch is of outstanding character and high level of integrity with a global perspective."
Legal 500 Asia Pacific, 2024

"He's professional and grabs the point very quickly." Chambers & Partners Greater China, 2023.

"Extremely seasoned professional with lots of ideas and solutions to difficult structures." Chambers & Partners Asia Pacific, 2022.

He is "*willing to argue his corner,*" and also to "*stand firm if he thinks he is giving the right advice.*"
Chambers and Partners Asia Pacific, 2021.

Clients are impressed with his ability to provide clarity on complex issues, with one stating: "*He's a good communicator and is able to explain the potential challenges and solutions to the client.*"
Chambers and Partners Asia Pacific, 2020.

He is very "*candid, sensible and efficient.*" Legal 500 Asia Pacific, 2020.

PRACTICE GROUP LEGAL DIRECTORY RANKINGS

Tier 1: Real Estate in Hong Kong, Legal 500 Asia Pacific, 2024

Tier 2: Projects and Energy in Hong Kong, Legal 500 Asia Pacific, 2024

Band 3: Real Estate: International Firms in China, Chambers and Partners Greater China Region, 2024

THE SUSTAINABILITY IMPERATIVE

The Future of Real Estate Investment

We explore the sustainability challenge faced by the real estate sector, and examine the challenges and opportunities for investors and corporate occupiers

SPOKEN LANGUAGES

- English

ADMISSIONS

- England and Wales (non-practicing)
- Hong Kong

RELATED PRACTICE AREAS

- Real Estate Sector
- Redevelopment
- Hotels and Hospitality
- Data Center & Digital Infrastructure Team
- Real Estate
- Infrastructure
- Healthcare & Life Sciences
- Commercial Real Estate
- Betting & Gaming
- Corporate
- Regulation, Compliance & Advisory
- Licensing

EXPERIENCE

- Advising a Hong Kong SAR statutory body for an expansion project in Hong Kong SAR which includes advising on the terms of the draft land grant supplied by the Legal Advisory and Conveyancing Office.
- Advising an international manufacturer on its sale and leaseback transaction regarding a 20,725 square metre factory site in the PRC with a state-owned enterprise as buyer.
- Advising the client as a shareholder in a JVCO in relation to a proposed tender for the hotel operator of an existing luxury hotel property in Hong Kong SAR.
- Advised a prominent Hong Kong SAR property developer on various Hotel Management Agreement contracts and various COVID-related matters for a branded hotel in Shanghai.
- Represented a private equity fund on the hotel management agreements in connection with a resort in Asia, including a settlement agreement to mutually agree termination of the HMA.
- Advised hotel owners on the conversion and rebranding of hotels in Hong Kong SAR.
- Advised hotel owners in Macau on HMA force majeure clauses in the context of the COVID-19 pandemic.

RELATED INSIGHTS

Insights

Apr 10, 2024

The right-sizing of commercial leases in Hong Kong SAR and Mainland China

In Hong Kong SAR and in Mainland China, we have observed an increase in the relative bargaining power of office tenants to negotiate their leases. A variety of factors, including a stronger supply of new office buildings and more negative economic sentiment among office tenants, have contributed to the evolution of landlord-tenant dynamics.

Insights

Mar 13, 2024

GBA Standard Contract to Promote Cross-Border Data Flow

Insights

Feb 28, 2024

Hong Kong 2024-25 Budget - Real Estate Sector Highlights, Green Initiatives and Other Updates

Awards

Jan 24, 2024

Chambers Greater China Region 2024

Insights

Nov 01, 2023

The sustainable real estate imperative

Read our first report that reveals how the “green premium” is impacting commercial real estate values, with over 71% of investors expecting properties with strong energy performance standards to have a higher resale value than an equivalent property with lesser energy credentials. Sustainability is shaping the commercial real estate market.

Insights

Oct 25, 2023

Hong Kong SAR Policy Address 2023

The Policy Address 2023 was delivered by the Hong Kong SAR Chief Executive, John Lee (“CE”) on 25 October 2023. In addition to some expected initiatives to further promote the principle of “One Country, Two Systems” and further enhancements of National Security, the CE has introduced 73 new initiatives in what was probably one of the longest ever policy address speeches. Alongside the key initiatives to increase land and housing supply, the CE is also promoting various real estate, infrastructure and development projects to combat the slow-moving economy and a lacklustre property market. We set out a list of key takeaways which are relevant to our firm’s practice in the real estate and infrastructure space. There are also other key areas which others may focus on such as the long awaited need to reform the GEM listing approach. A new listing route for R&D focussed companies will be created with new Listi...

Insights

Apr 17, 2023

Improving liquidity for Asian real estate investors - Part 3

A common route for property owners to effect divestiture of their real estate assets to de-risk their investments and to improve liquidity is to sell down part of the asset and form a joint venture with the buyer. Alternatively (or as a hybrid), an owner may sell the whole or part of its properties – but on the basis that it receives a lease back immediately on completion so that it can continue to use the property (or properties). In this third article in our “Improving Liquidity for Asian Real Estate Investors” series, we explore sale and leaseback arrangements and how these arrangements can help de-risk investments and provide liquidity for real estate investors in Asia. In case you missed them, you may be interested in Part 1 and Part 2 in the series which examined the key issues that Asian real estate investors should consider if they are contemplating a partial sale and entering into a joint venture with a new capital or op...

Insights

Apr 11, 2023

Improving liquidity for Asian real estate investors - Part 2

In this second article (in our three part series which explores joint venture and sale and leaseback arrangements for Asian real estate investors), we examine some of the key economic considerations that investors should bear in mind when considering selling down interests and forming a joint venture (JV) involving Asian real estate: (i) funding, (ii) distributions and waterfalls and (iii) exit mechanisms. In case you missed it, the first article in the series 'Improving liquidity for Asian real estate investors - Part 1' where we discussed some of the other key JV considerations for Asian real estate investors (e.g. structure, governance and control, conflict of interests and deadlock) is available for you to read.

Insights

Mar 23, 2023

Improving liquidity for Asian real estate investors - Part 1

Three years after the outbreak of COVID-19, restrictions have finally eased in Asia. However, investors in the region are still feeling its effects as well as headwinds caused by higher interest rates, rising inflation, supply chain constraints and tightening labour markets – not to mention the potential impact on the broader banking system of the recent failures of Silicon Valley Bank and Signature Bank in the US. These are challenging times and Asian real estate investors have certainly not been immune to these challenges. Investors in many locations (including Asia) are experiencing property market slumps partly driven by unfavourable revaluations by lenders and banks of mortgaged properties and the calling in of loans or the anticipated calling in of loans. This is a time when property owners may need to consider ways to de-risk their investments and to improve liquidity by divesting (wholly or partly) of their real estat...