



## ANDREW MACGEOCH

Partner

Singapore /Hong Kong SAR

**Partner and Head of Asia Real Estate & Infrastructure Group and Global Co-Head of Hospitality & Leisure Group**

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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, 2025

**Leading Individual:** Real Estate in Hong Kong, Legal 500 Asia Pacific, 2025

## **WHAT THEY ARE SAYING**

"Andrew MacGeoch has a strong understanding of the real estate industry and the ability to size up complex situations." Chambers and Partners Greater China Region, 2025

"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, 2025

**Tier 2:** Projects and Energy in Hong Kong, Legal 500 Asia Pacific, 2025

**Band 3:** Real Estate: International Firms in China, Chambers and Partners Greater China Region, 2025

## **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 CAPABILITIES**

- Real Estate
- Redevelopment
- Hotels & Hospitality
- Sustainable 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

News

Jan 16, 2025

### **Chambers Greater China Region 2025 Edition**

Insights

Jan 09, 2025

### **Reimagining Hong Kong's tourism landscape**

As we step into the new year, the Hong Kong Government unveiled its ambitious 132-page Development Blueprint for Hong Kong's Tourism Industry 2.0. This comprehensive plan aims to overcome the current challenges posed by economic slowdown, heightened competition, geopolitical tensions and recruitment difficulties. With the collaborative efforts of many stakeholders in implementing the Blueprint, the expected value added by the tourism industry is projected to rise by approximately 60% over the next 5 years, from HK\$75.3 billion in 2023 to HK\$120 billion. Employment in the sector is also set to rise significantly, with an estimated 44% increase over the same period, bringing the total to approximately 210,000 jobs (up from 145,600 in 2023). The overarching strategy for Hong Kong's tourism development over the next five years is to solidify its status as a world-class premier tourist destination. The ...

Awards

Nov 20, 2024

### **BCLP Recognised in Legal 500 Asia Pacific: Greater China 2025 for a second time**

Insights

Oct 17, 2024

### **Hong Kong SAR Policy Address 2024**

The Policy Address 2024 of Hong Kong was delivered by the Chief Executive on 16 October 2024 (the "Policy Address"). Among a series of reforms aimed at rejuvenating the city's economy and enhancing residents' livelihood, the Government has introduced initiatives to address housing affordability issues, promoting integrated development of culture, sports, and tourism, and building Hong Kong into an international hub for high-calibre talents. We will focus on these keynote policies from the Policy Address and set out in this article a list of key highlights involving the real estate and infrastructure sectors.

Insights

Jul 03, 2024

### **Hong Kong's New Extension of Government Leases Ordinance**

The new Extension of Government Leases Ordinance (the "Ordinance") will take effect this Friday, 5 July 2024. In consideration of the significant number of owners affected by the expiration of Government leases from 2025 onwards<sup>[1]</sup>, this new legislation aims at providing a more streamlined and efficient mechanism for extending Government leases. The market has been looking for clarity on this significant topic for some time. This is therefore a much welcomed initiative especially for international investors seeking comfort on what happens on the expiry of Government Leases in the Hong Kong Special Administrative Region of the PRC ("Hong Kong"). Below is a high-level summary of the scope of application, the new mechanism and some specific points-to-note in relation to the new Ordinance.

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**