

## Xiaowan Mao

### Senior Counsel

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Xiaowan Mao is dedicated to assisting renewable energy project owners and developers with a practical, business-oriented approach.

Xiaowan has experience in representing renewable energy project owners and developers in all stages of the project cycle, including project development, project mergers and acquisitions, as well as project finance. She specializes in project development agreements for solar, battery storage and wind projects, including equipment procurement, engineering, procurement and construction (EPC) contracts, and operation and maintenance (O&M) agreements.

#### Representative Experience

- Represented a handful of US-based renewable energy project developers in negotiating and drafting of equipment supply, EPC, balance of plant (BOP), and O&M agreements for utility-scale solar and solar *plus* energy storage projects in California and Texas.\*
- Represented a world-leading battery manufacturer in negotiating battery sales agreements with US developers for utility-scale energy storage projects in the U.S.
- Represented a European-based leading energy industry player in the negotiating and its renewable energy equipment procurement framework arrangements and project-level equipment procurement contracts for solar and storage projects in California, Nevada, Texas, etc.\*
- Represented multiple US-based renewable energy project developers in connection with (a) utility-scale and commercial & industrial solar *plus* storage portfolio debt financings and (b) equipment-based financings involving safe harbor tax schemes.\*
- Represented multiple US-based renewable energy project developers in connection with a commercial & industrial portfolio and utility-scale solar *plus* storage and wind project M&As (both seller and buyer sides) and joint venture arrangements.\*

*\*Matters handled prior to joining Foley.*

**Awards and Recognition**

- Selected by *San Diego Business Journal* as one of the Asian Pacific Islanders Leaders of Influence, 2025

**Presentations and Publications**

- Co-author, "A Blockbuster Year For Net Energy Metering Policy," *Law360* (December 14, 2016)

**Languages**

- Mandarin

**Sectors**

- [Energy & Infrastructure](#)

**Practice Areas**

- [Corporate](#)
- [Finance](#)

**Education**

- University of San Diego School of Law (J.D., 2016)
- University of California, Berkeley (LL.M., 2013)
- Renmin University of China School of Law (LL.B., 2012)

**Admissions**

- California