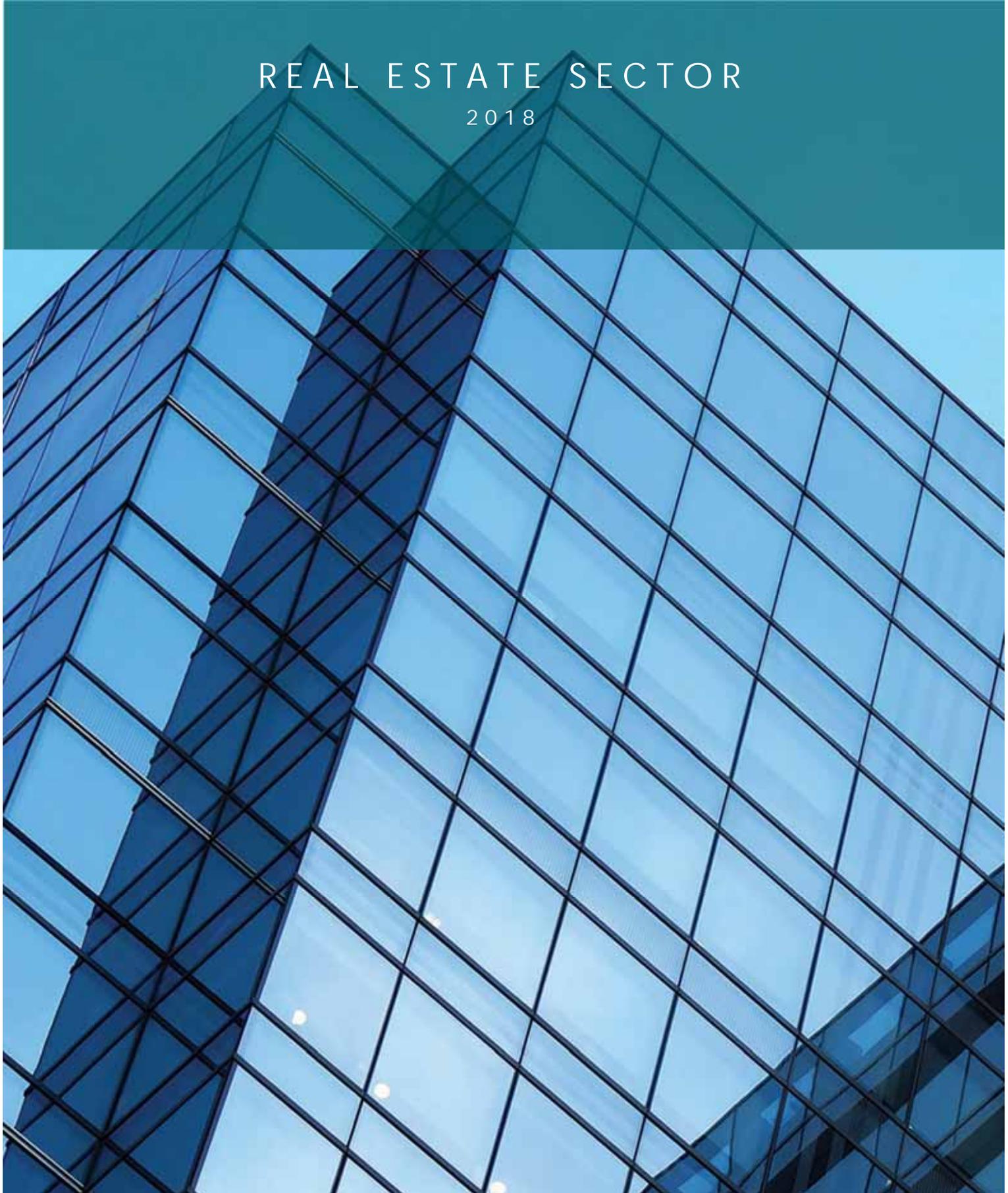


WATSON FARLEY  
&  
WILLIAMS

REAL ESTATE SECTOR  
2018



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## REPUTATION

"THEY ARE SPECIALISTS AND THEY ARE GOOD AT WHAT THEY DO."

CHAMBERS UK 2016

"REALLY UNDERSTANDS THE MARKET DRIVERS AND ISSUES."

CHAMBERS UK 2016

"...RESPONSIVE EVEN WHEN UNDER PRESSURE."

LEGAL 500 EMEA 2014

"REGULARLY ADVISES FOREIGN INVESTORS AND MULTINATIONAL COMPANIES ON NON-CONTENTIOUS REAL ESTATE WORK INCLUDING PROPERTY SALES AND ACQUISITION TRANSACTIONS AND REAL ESTATE DEVELOPMENTS..."

LEGAL 500 ASIA PACIFIC 2014

"HIGH QUALITY CLIENT SERVICE" AND "SIGNIFICANT LEGAL, TECHNICAL AND INDUSTRY KNOWLEDGE."

LEGAL 500 UK 2017

"...THE TEAM IS 'RESPONSIVE, EFFICIENT AND STRAIGHTFORWARD, WITH GREAT ATTENTION TO DETAIL'."

LEGAL 500 UK 2014

"THE TEAM GIVES 'COMMERCIAL, PRAGMATIC ADVICE ON A TIMELY BASIS'."

LEGAL 500 UK 2014

"THEY DO VERY WELL IN PROVIDING CLIENT CARE; THEY ARE DOWN-TO-EARTH AND FRIENDLY."

CHAMBERS ASIA PACIFIC 2014

"HUGELY DEDICATED, EXTREMELY THOROUGH AND VERY PERSISTENT"

CHAMBERS UK 2017

## OUR REAL ESTATE GROUP

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Over the last few years, real estate deals have become more and more complex and require specialist expertise. Many transactions involve multiple jurisdictions and/or are deals that require highly structured and sophisticated financing arrangements. Here at Watson Farley & Williams, we have the expertise to deal with all your real estate needs commercially and proactively.

Our clients choose us not just because of our experience and expertise, but because we take time to understand their business, with a commitment to getting their deals across the line proactively, and also by finding commercial and effective solutions to all transactions.

Our specialist teams provide high-quality legal advice through our offices based in major financial centres across Europe, Asia and the US. Our international scope and expertise allows us to deal with and resolve a multitude of cross-border transactions.

We have capability across all real estate sector service lines, and pride ourselves on working seamlessly with our clients in any of their transaction, as well as continuing to work with our clients throughout the real estate asset life-cycle.

We have a diverse and respected client base, with our real estate team serving the needs of, amongst others, Family Offices, Sovereign Wealth Funds, Financial Institutions, Businesses, Entrepreneurs, all type of Funds and Multi-National Corporations.

For further information or advice on how we can help you, please contact, Global Real Estate Sector Head:



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## SUPPORTING YOU WITH SPECIALIST LEGAL ADVICE

Our dedicated real estate lawyers have considerable experience and expertise across the full gambit of real estate issues and regularly deal with:

### Commercial Real Estate

We act for private, public companies and funds on all their property assets including disposals, acquisitions and in the general management of their portfolio.

### Corporate Real Estate

With globalisation and the fact that corporate transactions are becoming more and more complex in their structure and financing, clients require specialist real estate expertise.

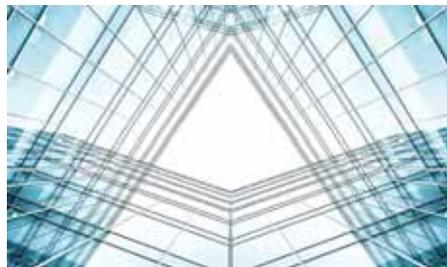
Our commercial real estate team brings together the full spectrum of real estate specialisms including corporate, tax and restructuring lawyers to deliver commercially astute solutions for a wide variety of clients. We are adept at dealing with corporate acquisitions and disposals, property related joint-ventures and group restructurings, real estate funds and partnerships (including limited, and limited liability partnerships and other tax efficient structures).



### Corporate Occupier

We provide a comprehensive service to clients of varying sizes from SMEs to the largest multi-national organisations. We advise businesses on their property portfolios and real estate needs which involves acting for clients on the full range of tenant work.

To provide a seamless service we take time to understand our clients' objectives and timescales and identify the risks involved and maximise the opportunities. We work collaboratively with our clients' existing property advisers (including surveyors, contractors, architects, project managers and other consultants) to ensure minimal disruption to our clients' day-to-day activities as well as carrying out projects within a timely manner and within budget.



### Development

We advise on all aspects of development across all asset classes including mixed use, residential, or industrial developments, on greenfield, brownfield or inner city sites. We are experienced in confined and complex site assembly, funding and joint venture agreements, financing, pre-letting, site disposals and overage.

We act for developers, funders, landowners and corporate occupiers in relation to the entire development process and by working with specialist lawyers from our planning, construction and real estate litigation team we can anticipate the legal pinch points and needs of development schemes.



### Real Estate Finance

Taking a personal, commercial and pragmatic approach to transactions, our dedicated real estate finance team advises all types of debt and equity investors, including banks, specialist lenders, borrowers, and funds, on all aspects of high value and complex domestic and international real estate financings, refinancings and restructurings, across all real estate classes.

### Real Estate Disputes

The nature of real estate inherently means that sometimes disputes arise, whether that be landlord and tenant issues, development obstacles and challenges, insolvency matters or neighbour rights. When these things happen, our clients can be assured that they have a dedicated and proactive team of highly experienced practitioners who will quickly look to identify and address the issues and mitigate risk. If matters cannot be resolved, our clients know that our lawyers have the right experience to achieve their objectives through litigation and alternative formal dispute resolution processes.

### Real Estate Tax

Our commercially minded team of tax advisers is routinely involved in multi-disciplinary, cross-border transactions and works closely and effectively with our clients to drive deals forward and maximise value. We have significant tax knowledge of the real estate sector, having advised UK property investors, real estate funds and in-bound investors. Our commercial approach and ability to explain complex points clearly makes us particularly popular among in-bound investors.



### Planning

Our planning team is experienced in navigating this dynamic area of law. Our experience includes; complex planning applications; drafting, negotiating and agreeing planning, highways and environmental infrastructure agreements; appeals and high court challenges; enforcement actions and issues affecting listed buildings. The team regularly acts for property developers, institutional investors, occupiers and those affected by compulsory purchase orders.



### Construction

Our specialist construction team provides the full range of transactional, advisory and dispute avoidance/management services for development projects of all scales. Our experience ranges from drafting and negotiating construction documents and provisions (e.g. in loan documents or agreements for lease) to advising on procurement issues and guiding clients through formal and informal dispute resolution procedures.

### Hotels & Leisure

Our hotels and leisure team provides a broad spectrum of advice to hotel owners, operators and developers. Our clients range from an owner or developer of a single asset to investors in multiple hotels operating under a variety of brands. We provide our clients from a variety of jurisdictions with advice on the acquisition, development and sale of hotel and resort projects throughout the world.



### Real estate energy / infrastructure

Around the world, the firm's dedicated energy and infrastructure lawyers advise energy companies, financial institutions, institutional investors, sponsors, governments and contractors. The real estate needs of these clients is niche and core to many of their transactions. Our real estate lawyers are held out as leaders in their field and our clients can be assured that they are receiving leading edge, innovative advice.

### Real Estate Funds

As real estate has become an alternative asset class for many funds, our team has advised on complex fund structures, delivering to clients, innovative solutions that meet their commercial objectives. Our team provides advice in relation to commercial real estate funding and joint venture structures using onshore and offshore partnerships and corporates. The team acts across all the areas you would encounter during the life-cycle of a real estate fund, from fund formation to real estate, regulatory, tax and corporate advice through to exit strategies.



### Residential Real Estate

Our team advises both domestic and international clients, from individuals and businesses to trusts, and funds acquiring and disposing of all types of residential property, both in the UK and around the world. We are experienced in dealing with all aspects of residential property including: leases with and without a share of freehold; freehold property; investment property; property being brought off-plan or new-builds; landlord and tenant matters and mixed use schemes.

## OUR REAL ESTATE EXPERTISE

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Our international team have acted on a number of significant matters – we note below a few highlights from across our office network.

### MAJOR UK PENSION FUND

BP Pension Fund on its mixed asset class portfolio of circa £1.1 billion and as part of the mandate we have advised the fund on numerous sales, disposals and development projects as well as assisting on the day to day asset management of the portfolio.

### ACQUISITION OF UK BUSINESS PARK PORTFOLIO

Advised long-term client Frasers Centrepoint Limited and its subsidiaries ("Frasers") on its £686m acquisition of a high quality portfolio of four UK business parks. The four freehold mixed use business parks, comprising 4.9m sq. ft. of built area, are Winnersh Triangle (Reading, Berkshire), Chineham Park (Basingstoke, Hampshire), Watchmoor Park (Camberley, Surrey) and Hillington Park (Glasgow).

### ASIAN SOVEREIGN FUND

Acting for large Asian Sovereign Fund on the purchase of a large hotel in Central London.

### HOTEL GROUP ACQUISITION

Frasers Hospitality UK Holdings Limited on the acquisition of Malmaison Hotel du Vin hotel group from private equity firm KSL Capital Partners LLC for a consideration of over £363 million.



### HAMBURG TRUST

Acquisition of a €300 million stake in the 33,000 m<sup>2</sup> "New Their-Galerie" retail centre in Dortmund, a project development sponsored by German developer ECE.

### SANTANDER & SABADELL

Banco Santander and Banco Sabadell in relation to a €90 million mortgage facility granted to Green Oak in order for it to acquire "Las Mercedes Business Park" located in Madrid.

### GREEK INFRASTRUCTURE

Hellenic Republic Asset Development Fund on EU and international regulatory and other issues relating to its sale of share in Hellinikon SA, which owns the rights to develop the former Athens airport site.

### ITALIAN REAL ESTATE COMPANY

Advising a major Italian real estate operator, with a leading role in the promotion of innovative solutions to the real estate industry, on legal and tax advice related to the requalification process of 406 real estate units in Northern Italy.

### HOTEL REFINANCING

Advising Apple Core in relation to the refinancing of a hotel in Times Square, New York.

### UNIBAIL RODAMCO

UNIBAIL-RODAMCO SE and its German subsidiary mfi management für immobilien AG on its high-profile new development. The firm assisted on all legal and tax matters relating to the urban planning and acquisition of land covering a total of 228,000m<sup>2</sup> in Überseequartier in Hafencity in Hamburg.

### CA-CIB & SANTANDER

Crédit Agricole and Banco Santander in relation to a €60 million syndicated mortgage facility granted to a joint venture owned by Neinver and Colony Capital, for the acquisition of 23 logistic assets located in 13 Autonomous Regions (Comunidades Autónomas).

### DEPLANO REAL ESTATE

Advising Deplano Real Estate S.r.l., a leading Italian construction and real estate company, in a dispute with a SGR-listed company relating to the completion of a major real estate project in Italy.

## TEAM PROFILE

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Publication code number: 61942835v2© Watson Farley & Williams 2018

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