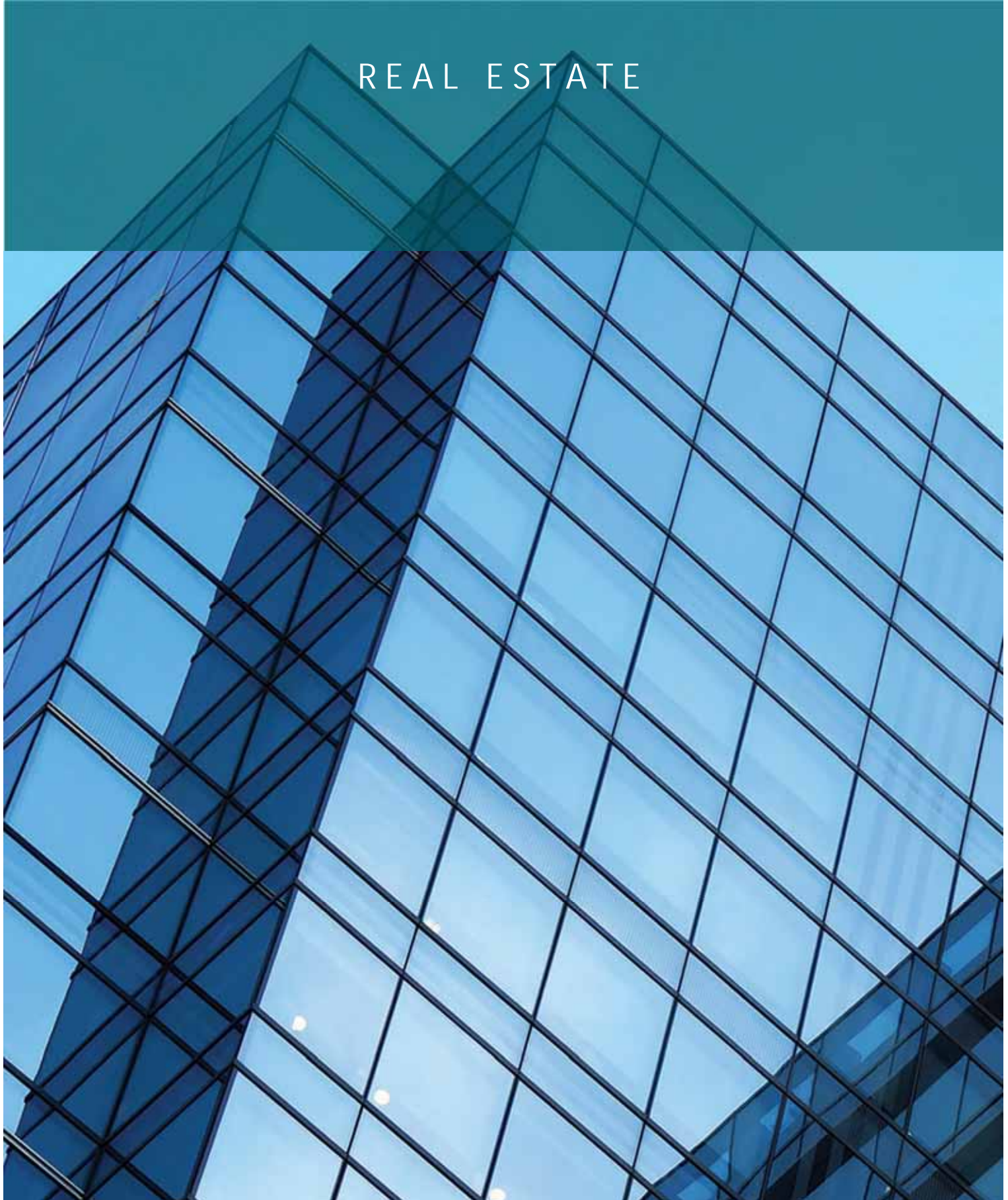


WATSON FARLEY
&
WILLIAMS

REAL ESTATE



REPUTATION

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

CHAMBERS UK 2016

"THE FREQUENTLY RECOMMENDED HAMBURG OFFICE IMPRESSED AGAIN WITH ITS DYNAMIC EXPANSION..."

JUVE HANDBUCH 2013/2014

"...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

"ALWAYS PUTS CLIENTS FIRST."

LEGAL 500 UK 2014

"...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

"VERY ENTHUSIASTIC AND KEEN TO PLEASE... KEEN TO UNDERSTAND CLIENTS' BUSINESSES..."

LEGAL 500 UK 2013

OUR REAL ESTATE GROUP

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.

Our clients choose us not just because of our experience (that is a given), but because we take time to understand their business and have the commitment to getting their deals across the line by finding commercial and effective solutions.

Our specialist teams provide high-quality legal advice through our office network based in major financial centres across Europe, Asia and the US. This international network of lawyers allows us to resolve cross-border issues. In addition with offices in the major financial centres, we provide clients with a choice of location as to where work can be managed.

We have capability across all real estate sector service lines, and pride ourselves on working seamlessly with our clients throughout their transactions; in many instances we find we are kept on board (post transaction) to work with our clients throughout the real estate asset life-cycle.

Our real estate team serves the needs of all Family Offices, Sovereign Wealth Funds, Financial Institutions, Businesses, Entrepreneurs, Multi-National Corporations, and Funds.

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.

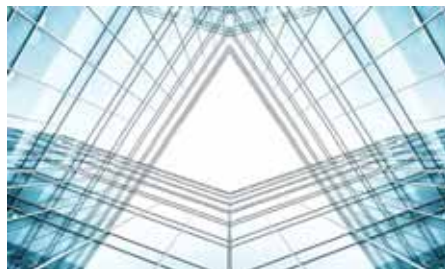
Our commercial real estate team brings together the full spectrum of real estate specialisms including corporate, tax and restructuring lawyers to deliver commercially astute solutions for a wide variety of clients. We are adept at dealing with corporate acquisitions and disposals, property related joint-ventures 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

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

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.

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.

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).



BANCA POPOLARE DI LODI

Banca Popolare di Lodi S.p.A in relation to an overall €25 million loan to finance the acquisition of participations in certain property companies with registered offices in the Province of Milan.

PRIVATE EQUITY FIRM

In connection with their lease of circa 5,000 sq ft of office space at 1,350 Avenue of Americas, New York from SL Green.

HAMBURG TRUST

Acquisition of a €300 million stake in the 33,000 m² “New Their-Galerie” retail centre in Dortmund, a project development sponsored by German developer ECE.

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.

INTESA SANPAOLO

Banks in the Intesa Sanpaolo Group in relation to various financings for the acquisition of residential areas in Rome.

MUSS DEVELOPMENTS

Advising on the financing of a retail project in Downtown, Brooklyn; the sale of an assemblage on the Upper East Side, Manhattan; and the refinancing of a retail project in Queens, 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 228,000m² in Überseequartier in HafenCity in Hamburg. WFW advised on real estate, corporate, public and tax law as well as on matters relating to previous financing documentation. This included advice on the development, structuring and planning of the project and the acquisition of land.

EUROPEAN HQ FOR CHINESE BANK

China Exim Bank on the construction of its new European Headquarters in Paris including drafting and negotiation of the contracts, town planning issues and due diligence.

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.

REIGNWOOD GROUP

Major Chinese conglomerate the Reignwood Group on the acquisition of the share and loan capital of Sardinia Properties Pte, a developer of high-end property in Singapore known as the “Hamilton Scotts”.

TEAM PROFILE



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