



## Hospitality and Leisure

Hospitality and leisure represents a multibillion-dollar global industry, covering a broad range of services with inter-related requirements. DLA Piper's exceptional global reach and industry specific experience means we have local lawyers with regional and global experience who understand the complexities involved.

Ours was one of the first legal firms to develop a dedicated global hospitality and leisure group. With years of experience and a proven track record in the sector, we help investors, developers, owners and operators with their hospitality and leisure opportunities.

DLA Piper understands the variety of hospitality and leisure legal issues that arise and advise on development, acquisition and divestment and contractual arrangements; gaming operations; franchise, management and outsourcing operations; management agreements and operations; corporate, joint ventures and fund formation; finance and restructuring; franchise, outsourcing and commercial agreements; data privacy security technology arrangements; advertising and brand; betting and major sporting events.

Our clients include owners, managers, franchisors, developers and lenders; global, regional and national hotels; resort businesses; serviced apartments; and leisure and sports operators (golf courses, theme and amusement parks, health and fitness facilities, spas, gyms, leisure complexes, cinemas, marinas, nightclubs, casinos and gambling establishments).

We also represent online gaming operators and gambling establishments, hospitality and catering operations such as conference locations, and organizers and developers of venues for major sporting events, including the Olympic Games and Commonwealth Games.

In addition to our industry-specific experience, our hospitality and leisure clients benefit from access to our core service areas, whether their investments and operations are local or global.

### Focus areas

#### Advertising and brand

We advise clients on their intellectual property, management of global IP portfolios, and worldwide trademark protection both online and offline. We have resolved contentious trademark matters in the US, China, India, Korea, the Middle East, Latin America and Europe. We advise on advertising law issues, including responding to official complaints, and on brand protection and infringement issues.

#### Corporate, joint ventures and funds

Our lawyers represent clients in the formation of joint ventures and help the new entity handle ongoing corporate, employment and tax issues. Clients often turn to us when they purchase lending facilities, including help with tax, finance and lending, due

diligence and negotiation of control and related equity-based issues.

## Development, acquisition and disposal

We advise on buying, selling, financing, and investing in hospitality and leisure businesses, handling all aspects of acquisitions, financing, negotiations, zoning as well all development, financing, and ownership needs. We represent clients in major single-asset and portfolio acquisitions and disposals; advise on related funding, employment and tax aspects; and represent developers and operators in management contract negotiations.

We are at the forefront of condominium-hotel development, including innovative structures, financing arrangements and documentation for some of the most prestigious and ambitious projects in the world.

## Finance and restructuring

We help with refinancing international asset portfolios, including due diligence, structuring of transactions, drafting and negotiating the finance documentation and advising on establishing security. We act as administrative agents in the financing of hospitality and leisure projects. Clients benefit from our experience in negotiating complex financing arrangements and credit facilities.

## Franchise, outsourcing and commercial agreements

We represent clients as franchise counsel in international expansions, including licensing, joint venture and management transactions. We advise clients on global outsourcing and IT agreements, merchandising agreements, co-branding and promotion agreements.

## Major sporting events

We have first-hand experience with host city bids and infrastructural arrangements for major sporting events, including the Summer and Winter Olympics and the Commonwealth Games. We advise facilities developers on issues such as hotel and branded residence management agreements.

## Management agreements and operations

We advise operators on their management services and represent owners in the negotiation and structuring of management agreements. This includes the termination of agreements as well as antitrust and competition matters.

## Real estate services

Our real estate services include acquisition and disposal, cross-border investment, development, environmental and planning, finance, land use and government relations, leasing, litigation, REIT representation, restructuring and loan workouts, securitization and other capital markets and tax.

Our construction practice provides guidance in the design, building, and management of complex and phased construction projects.

We regularly sponsor, speak at and participate in sector-related conferences worldwide, including the International Hotel Investment Forum in Berlin, The Americas Lodging Investment Summit in California, the Hotel Investment Conference Asia Pacific in Hong Kong, and the Arabian Hotel Investment Conference in Dubai.

In the US, our hospitality and leisure sector group is highly ranked in the leisure and hospitality category of Chambers USA, the guide to America's leading lawyers for business.

In recent times, we have acted on more transactions within the sector than any other law firm, advising global, regional and national companies and high net worth individuals. Our experience includes:

- Advertising and brand: Our lawyers help the Savoy Hotel Group manage its global trade mark portfolio and infringement issues
- Corporate, joint ventures and funds: We represented InterContinental Hotels Group (IHG) in forming a joint venture with Brack

Real Estate Group to develop a mixed-use project on the Lower East Side of Manhattan in New York that will be anchored by IHG's Hotel Indigo

- Development, acquisition and disposal: We advised Public Investment Corporation (representing the Government Employees Pension Fund) in a joint venture on the acquisition of the iconic V&A Waterfront development in Cape Town. The deal has been valued at \$1.2 billion, the largest single asset real estate transaction to date in South Africa.
- Finance and restructuring: We represented Alternative Hotel Group in the restructuring of its portfolio as a consequence of the restructuring of the Group's £1.7 billion debt and equity arrangements with Lloyds Banking Group, which included one of the largest debt-for-equity swaps in British corporate history.
- Franchise, outsourcing and commercial agreements: Maxim's Caterers, Hong Kong's largest food services company, turned to us to represent it in merchandising agreements, co-branding and promotion agreements in Hong Kong, Macau and South China and also in obtaining new rights in Western China.
- Major sporting events: Our lawyers helped the Olympic Delivery Authority with its infrastructural arrangements for the London 2012 Olympics.
- Management agreements and operations: Capital Partners turned to us to help develop, negotiate and structure hotel and resort contracts under the Ritz Carlton (3), Canyon Ranch, Mandarin Oriental (2), Six Senses and Marriott Residences brands in Russia, Kazakhstan and Turkey

## NEWS

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### **DLA Piper advises LBBW on the financing of a residential property portfolio owned by Adler Group**

9 April 2021

DLA Piper has advised Landesbank Baden-Württemberg (LBBW) on the financing of a residential property portfolio with a total financing volume of EUR400 million.

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### **DLA Piper advises Aviva Investors on acquisition of Spektrum office building in Munich**

7 April 2021

DLA Piper has advised Aviva Investors, the global asset management business of British insurance company Aviva plc, on the acquisition of the office property Spektrum in Munich's Landsberger Strasse 302-312 for one of its clients.

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### **DLA Piper advises Aviva Investors on acquisition of “Altes Klöpperhaus” building in Hamburg from Barings**

16 March 2021

DLA Piper has advised Aviva Investors, the global asset management business of British insurance company Aviva plc, on the acquisition of the “Altes Klöpperhaus” office building in Hamburg, on behalf of one of its clients, from global real estate investment manager Barings.

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### **DLA Piper advises HALLMANN HOLDING on the acquisition of a majority stake in the Neu-Ulm retail park**

16 March 2021

DLA Piper has advised HALLMANN HOLDING held by Austrian investor Klemens Hallmann on the acquisition of a majority stake in the retail park an der Borsigstrasse in Neu-Ulm. With this transaction, HALLMANN HOLDING further expands its portfolio in the retail segment.

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### **DLA Piper advises PROJECT Immobilien on the sale of the new office and commercial building MACHWERK74**

10 March 2021

DLA Piper has advised PROJECT Immobilien Gewerbe AG on the sale of the new office and commercial building "MACHWERK74" in Berlin.

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### **DLA Piper advises The Carlyle Group on the acquisition of an additional distribution logistics asset in Germany**

4 March 2021

DLA Piper hat die globale Investmentgesellschaft The Carlyle Group (NASDAQ: CG) beim Erwerb beim Erwerb einer großen Logistik-Immobilie in Deutschland beraten.

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### **DLA Piper advises IHG Hotels & Resorts on continuation of Tidal Group hotels and transfer to new operator Westmont**

2 March 2021

DLA Piper has advised the global InterContinental Hotels Group (IHG) Hotels & Resorts on the continuation of 10 hotels of franchisee Tidal Operations Germany GmbH (TOG) and the subsequent transfer to a new operator, Westmont Hospitality Group (Westmont).

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### **DLA Piper advises MARCOL on EUR250m self-storage joint venture with Angelo Gordon**

25 February 2021

DLA Piper hat die private Investmentgruppe MARCOL bei der Gründung eines neuen Joint Venture mit der alternativen Investmentfirma Angelo Gordon auf dem deutschen Self-Storage-Markt mit dem Start von Space Plus beraten, das von dem europäischen Self-Storage-Veteranen Russell Jordan geleitet wird.

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### **DLA Piper advises Catella Real Estate on acquisition of mixed-use property in Cologne**

4 February 2021

DLA Piper has advised Munich-based real estate investment manager Catella Real Estate AG on the acquisition of a mixed-use property in downtown Cologne for the AVW European Real Estate Fund.

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### **DLA Piper advises Manulife on its acquisition of 39 Martin Place**

29 January 2021

DLA Piper has advised international financial services group Manulife Financial Corporation on its 50/50 joint venture with Investa Commercial Property Fund ("ICPF") to acquire the right to a 100% interest in 39 Martin Place, Sydney from Macquarie Group Limited (ASX: MQG).

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### **DLA Piper advises Aviva Investors on acquisition of Stuttgart office building**

22 January 2021

DLA Piper has advised Aviva Investors, the global asset management business of British insurance company Aviva plc, on the acquisition of the Rotebühlstrasse 121 office building in Stuttgart for one of its clients.

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### **DLA Piper advises The Carlyle Group on the acquisition of prime German distribution logistics assets**

8 January 2021

DLA Piper has advised global investment firm The Carlyle Group (NASDAQ: CG) on its acquisition of a portfolio of three distribution logistics assets in Germany.

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### **DLA Piper advises Heidelberger Druckmaschinen AG on the sale of commercial space at Wiesloch/Walldorf site**

28 December 2020

DLA Piper has advised Heidelberger Druckmaschinen AG (Heidelberg) on the sale of an area of around 130,000m<sup>2</sup> to the VGP Group as part of its planned site and structural optimization measures.

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### **DLA Piper advises Hahn Group on the sale of Pfungstadt retail park**

22 December 2020

DLA Piper hat einen institutionellen Immobilienfonds, der von der Hahn Gruppe gemanagt wird, beim Verkauf des Fachmarktzentrums Pfungstadt beraten.

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### **DLA Piper advises KINGSTONE on the acquisition of two real estate properties by Sontowski & Partner**

15 December 2020

DLA Piper has advised KINGSTONE Investment Management (KINGSTONE IM) on the acquisition of two real estate properties from S&P Commercial Development, a subsidiary of Sontowski & Partner Group.

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### **DLA Piper named Law Firm of the Year for Real Estate and Insurance at the JUVE Awards**

30 October 2020

DLA Piper has been named Law Firm of the Year for Real Estate and Insurance at the JUVE Awards, in a ceremony which took place on Thursday 29 October.

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### **DLA Piper advises Prologis on largest-ever sale of logistics real estate assets in the UK**

29 October 2020

DLA Piper has advised global leader in logistics real estate Prologis, Inc. on the sale of a portfolio of buildings and land in the UK to real estate funds managed by Blackstone for GBP473 million (USD618 million).

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## **DLA Piper advises The Carlyle Group on the acquisition of prime French and German distribution logistics assets**

29 October 2020

DLA Piper has advised global investment firm The Carlyle Group (NASDAQ: CG) on its acquisition of a portfolio of 27 distribution logistics assets in France and Germany. The transaction is structured as a sale-and-leaseback.

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## **DLA Piper's 2020 Annual Global Real Estate *State of the Market Survey:***

28 October 2020

DLA Piper's survey examines the views of CRE experts on the trajectory of the economic recovery, investment trends, geographic hotspots and general market outlook, and demonstrates a shift in thinking since 2019, when 50 percent of survey respondents were moderately bullish and confident that the economy would continue to grow in the next 12 months.

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## **DLA Piper launches Real Estate AI/automation platform Release**

22 October 2020

DLA Piper today announces the launch of Release, an online, secure portal and platform for real estate clients which can be used to view and manage each step of a standard transaction and all the legal elements of a deal in one place – resulting in considerable time savings.

As well as providing clients with a dedicated dashboard that provides a simple, transparent and accessible way to view the progress of a matter and outstanding actions, Release will greatly improve the way clients instruct and provide information to DLA Piper. Through this, the document processing time will be reduced by over 90% and the platform allows for an overview of a matter to be quickly shared with other advisers and the DLA Piper team.

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## **DLA Piper advises P3 Logistic Parks on the rental of commercial space to Makita Werkzeug GmbH**

27 August 2020

DLA Piper has advised P3 Logistic Parks GmbH on the rental of commercial space to Makita Werkzeug GmbH.

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## **DLA Piper advises CONREN Land on Dusseldorf property acquisition**

11 August 2020

DLA Piper has advised CONREN Land on the acquisition of the Düsseldorf commercial and office property "Hansastern C" for the special fund CONREN Land Büro INVEST-Plus, which is managed by IntReal International Real Estate Kapitalverwaltungsgesellschaft mbH. The seller is HANSAINVEST Hanseatische Investment-Gesellschaft mit beschränkter Haftung.

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## **DLA Piper advises Katoen Natie on the acquisition of Nijhof Wassink**

7 July 2020

DLA Piper has advised Katoen Natie, an international logistics service provider and port operator, on the acquisition of the

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warehousing activities of Nijhof-Wassink in Poland, a family-owned company specialising in logistics.

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### **DLA Piper advises PZU on office lease agreement in Generation Park Y**

2 July 2020

DLA Piper has advised Grupa PZU, one of the largest financial institution in Poland and CEE, on the lease of 47,000 m<sup>2</sup> of office, retail and warehouse space, in Generation Park Y.

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### **DLA Piper advises Allianz Real Estate on the financing of the acquisition of Bishop's Square in Dublin by GLL Real Estate Partners**

7 May 2020

DLA Piper has advised Allianz Real Estate GmbH, the real estate investment arm of Allianz Group, on the provision of financing to an investment vehicle managed by GLL Real Estate Partners for the purchase of Bishop's Square in Dublin, Ireland.

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### **DLA Piper announces partnership promotions for 2020**

30 April 2020

DLA Piper is proud to announce that 67 lawyers have been promoted to its partnership. The promotions are effective as of April 1, 2020 in the United States and May 1, 2020 for EMEA and Asia Pacific. The promotions have been made across many of the firm's practice areas in 35 different offices throughout 13 countries.

Across the firm's practices globally, Corporate saw the largest intake of new partners with 19 promotions, followed by Litigation and Regulatory with 15. Intellectual Property and Technology and Finance and Projects had ten and eight promotions respectively, while there were six in Real Estate. Tax and Employment both had four, and there was one in Restructuring.

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### **Multijurisdictional DLA Piper team advises on real estate transaction in Luxembourg**

29 April 2020

DLA Piper has advised FFF Real Estate S.à r.l., a subsidiary of FFF Fund I SCSp SICAV-RAIF, multicompartment regulated Luxembourg fund, managed by a Cyprus based management company in connection with the financing of a residential real estate developer for the purposes of acquisition and further development of the residential project in Luxembourg.

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### **DLA Piper advises Daiichi Sankyo on its new UK headquarters**

22 April 2020

Global law firm DLA Piper has advised pharmaceutical company Daiichi Sankyo UK, on the letting of its new UK headquarters, located in West London.

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### **DLA Piper advises Elite Partners Capital on the acquisition of the logistics park in Mszczonów**

24 March 2020

DLA Piper has advised Elite Partners Capital on the purchase of five warehouse buildings covering a combined area of more than 200,000 square meters located in a logistics park situated in a fast developing logistics centre on the south-west of Warsaw,

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one of the largest logistics transactions so far this year.

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### **DLA Piper lawyers named Acritas Stars**

10 March 2020

Acritas has named over 200 DLA Piper lawyers as 2020 Acritas Stars. Now in its fourth year, Acritas Stars highlights the stand-out lawyers in private practice as nominated by clients around the world. More than 3,000 senior in-house counsel feed into the nomination process to give a comprehensive view of highly recommended lawyers across the globe.

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### **DLA Piper advises banks on the EUR162 million financing of HB Reavis' green project in Poland**

3 March 2020

DLA Piper has advised a consortium of four banks: (Santander Bank Polska , BNP Paribas Bank Polska, PKO Bank Polski and Bank Pekao), in relation to the granting of a EUR162 million loan to HB Reavis for the development of the Forest office campus.

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### **DLA Piper Ukraine advises food chain Billa on lease extension flagship store in the Bessarabskyi Market in Kyiv**

21 February 2020

DLA Piper Ukraine real estate team has advised food chain Billa on securing a record 8-year lease extension agreement with Kyiv City Council for its flagship store in the Bessarabskyi Market in Kyiv.

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### **DLA Piper advises Aareal Bank on EUR31 million refinancing of two properties in Milan**

17 January 2020

DLA Piper has advised Aareal Bank on the refinancing of two properties located in Milan, Italy, and owned by a pan-European fund managed by Invesco Real Estate, the global real estate investment manager.

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### **DLA Piper advises Hahn Group on sale of Campus Center Lübeck**

18 December 2019

DLA Piper has advised Hahn Group on the sale of Campus Center Lübeck to real estate investment manager Nuveen Real Estate, which acquired the property for its German core retail platform.

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### **DLA Piper advises Jochen Schweizer Group on property sale to Art-Invest Real Estate**

6 December 2019

DLA Piper has advised Jochen Schweizer Group on the sale of the neighboring property north of the Jochen Schweizer Arena, in Taufkirchen near Munich, to Art-Invest Real Estate. The property will be developed into the Jochen Schweizer Quartier that offers a lifestyle hotel, long-stay apartments, a conference center and office space. Start of construction is scheduled for the end of 2020.

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### **DLA Piper advises KINGSTONE investment management on acquisition and financing of three properties for**

## **special property fund**

7 October 2019

DLA Piper has advised KINGSTONE Investment Management on the acquisition and financing of three properties in Nuremberg totaling around 31,200m2 of renting space for the "KINGSTONE Wachstumsregionen Süddeutschland" fund. The investors include savings and cooperative banks.

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## **DLA Piper's Real Estate Occupiers team advises Vince Group on first UK retail store opening**

30 September 2019

Global law firm DLA Piper has advised Vince Group UK Ltd (Vince), a subsidiary of Vince LLC, the New York based global luxury apparel and accessories brand, on the acquisition of leasehold premises in London.

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## **CRE executives cautiously optimistic: DLA Piper's 2019 *State of the Market Survey***

24 September 2019

Despite concerns about a possible recession and the impact of global trade conflict, commercial real estate (CRE) executives are cautiously optimistic about the US CRE market over the next 12 months, according to DLA Piper's 2019 Global Real Estate *State of the Market Survey*.

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## **DLA Piper advises Allianz Real Estate on the acquisition of EDGE Hafencity in Hamburg**

2 August 2019

DLA Piper has advised Allianz Real Estate on its acquisition of the office property EDGE Hafencity as part of an off-market forward deal. EDGE HafenCity Hamburg will be a 15-storey building with a total lettable area of approximately 22,500 sqm.

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## **DLA Piper advises GLO Properties on acquisition of ModeCentrum Hamburg**

30 APR 2019

DLA Piper has advised GLO Properties S.à.r.l. (GLO) on its acquisition of ModeCentrum Hamburg (MCH) from the owner and operator, the Luserke family, for more than EUR 100 million.

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