



### Duncan Pickering

Partner

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#### Abu Dhabi

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Duncan is a partner in DLA Piper's Abu Dhabi office. Duncan has more than 20 years' experience in advising clients on real estate transactions including investment acquisition and disposals and transactions with cross border/complex structuring elements.

He acts on the development and leasing of large mixed-use schemes. Duncan undertakes advisory engagements for clients across the Middle East relating to the design and implementation of regulatory systems for the registration and management of real estate at national and project levels.

Before moving to Abu Dhabi in 2008 Duncan spent 11 years practicing in DLA Piper's City of London office.

#### RELATED SERVICES

- Real Estate

#### LANGUAGES SPOKEN

English

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- English

#### EXPERIENCE

##### KEY EXPERIENCE

- Advising Gulf Related on the acquisition of its land interest in The Galleria, Abu Dhabi to create a distinct shopping and dining destination on the waterfront as part of a dynamic mixed-use environment
- Working with Aldar Properties PJSC to design and implement a leasing procedure for The Souk Central Market including coordinated heads of terms, letting documentation, tenant information collection and execution procedures. This streamlined leasing procedure has been used to produce over 250 sets of documents
- Advising twofour54 (Abu Dhabi Media Zone) on the lease of its headquarters building at Khalifa Park and developing a suite of bespoke letting documents for occupational tenants
- Advising The British Land Company plc on its forward purchase and retail leasing of St Stephens Green Shopping Centre Hull, anchored by Tesco
- Advising Aldar Properties PJSC on its standard retail lease for use across all of its projects in Abu Dhabi
- Setting up standard leasing documentation and leasing procedures for The Galleria, Abu Dhabi for Gulf Related with tenants

now fitting out and opening in Summer 2013

## AREAS OF EXPERIENCE

- Advising institutional investors on the acquisition and disposal of individual properties and portfolios
- Advising on setting up large scale leasing processes (including standard documentation) for multi-let office and retail developments.
- Advising on real estate aspects of corporate restructuring.
- Negotiating contracts for the sale and purchase of sites to be used for development.
- Advising on real estate aspects of private finance initiative and outsourcing transactions.
- Advising lenders on secured lending.
- Acquisition, disposal and development of hotels.
- Structuring mixed use city centre development schemes for developers and landowners.

## CREDENTIALS

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### Professional Qualifications

- Solicitor of the Senior Courts of England and Wales

### Recognitions

Duncan is ranked for UAE Real Estate by both *Chambers & Partners* and *Legal 500* Legal Directories.

Chambers Global 2017 found that clients consider that Duncan "has second-to-none market knowledge and is commercially driven and personable." Also adding: "He is an exceptional lawyer who understands the nuances from both a legal and commercial perspective. He understands how the region works and is one of the best real estate advisers I have come across in the UAE. He takes care of clients' interests in an exceptional manner."

### Education

- Reading University, Land Management Bsc; PG Diploma in Law

### Memberships

- The Law Society
- Real Estate and Development Group (Abu Dhabi) - Committee Member

## INSIGHTS

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### Publications

- 'Commercial Real Estate Leasing in Abu Dhabi', *City Scape Magazine*
- 'How Green is your Lease? Implications for Landlords arising out of Estidama', *Property Magazine*
- 'Construction Labourers' Living and Working Conditions - The Legislative Improvements' (co-author), *Arabian Business*

### Events

- Retail Panel - Middle East Real Estate Summit, Dubai, 14 Nov 2016
- KSA Panel - Middle East Real Estate Summit, Dubai 26 Feb 2018