



## Real Estate Asset Management

Active asset management is key to ensuring that your average rents and overall yields continue to rise, that vacancy rates remain low and that that you are able to achieve your desired tenant mix.

An effective real estate strategy must be integrated with business operations. It must enhance flexibility while diminishing cost and risk and, where appropriate, release capital for the business. Our knowledge of our clients' businesses as well as the underlying legal issues they face is key to our advice to any organisation which needs to buy, sell, manage or lease land or buildings.

In recent years we have seen a move towards more collaborative working between landlords and tenants. In line with this trend our preferred approach is to prepare documents on a "middle line" basis, incorporating key tenant requirements, speeding transactions and reducing cost.

### CAPABILITES

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#### Acquisition and disposal

Our multidisciplinary group is experienced in the increasingly complex aspects of real estate transactions for all property types. In many acquisition and disposal matters, we consider complex tax, accounting, and securities issues on behalf of our clients. Our critical mass of lawyers facilitates timely completion of substantial due diligence projects for large portfolio transactions.

#### Leasing

We represent a broad range of building owners and property managers - from single-asset holders to international real estate funds - in negotiating leases, subleases, assignments, management agreements, and all other lease-related transactions.

#### Dispute resolution

Disputes can arise in even the most carefully managed portfolios. By working with you from the start to assess strengths and weaknesses, we can develop strategies to avoid disputes, minimize uncertainty and take a pragmatic view of disputes with tenants and neighbouring land owners, providing clients with workable solutions. Where we are unable to negotiate a solution, we use the most cost effective and appropriate dispute resolution mechanisms to

### KEY CONTACTS

#### Antoine Mercier

Partner  
Paris  
T: +33 1 40 15 24 09  
Antoine.Mercier@dlapiper.com

#### Susheela Rivers

Partner  
Hong Kong  
T: +852 2103 0760  
susheela.rivers@dlapiper.com

#### John L. Sullivan

Partner  
Boston  
T: +1 617 406 6029  
john.sullivan@dlapiper.com

### RELATED SERVICES

- Finance
- Litigation, Arbitration and Investigations
- Mergers and Acquisitions
- Tax

### RELATED SECTORS

- Energy and Natural Resources
- Insurance
- Life Sciences
- Technology

achieve successful outcomes.

## EXPERIENCE

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- Advising AECOM Group on its real estate requirements in the US, Europe, the Middle East and Asia Pacific.
- Advising Motorola Solutions on all its real estate requirements in Europe, the Middle East and Asia.
- Advising Burberry in the UK, Belgium, the Netherlands, Czech Republic, Hungary, Hong Kong, Russia, Croatia, Poland, Serbia, Slovakia and Australia on its real estate matters including the acquisition of stores, relocation to its new head office and disposals of surplus property.
- Advising Pfizer on its global corporate occupier needs encompassing all leasing work and disposals, including the recent sale of its European R&D facility in Kent, UK.
- Advising Starbucks on the development, construction, financing and lease of its EMEA coffee roasting plant and EMEA corporate headquarters in Amsterdam.
- Acting for Kraft on a variety of real estate matters across Europe, including office leasing in Spain and the sale and leaseback of offices in Norway.

## INSIGHTS

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### Publications

#### **Australian Government Real Estate Measures for Commercial Tenancies (as at 2 April 2020)**

3 April 2020

The Australian Federal and State Governments have been actively examining the commercial and residential leasing markets in light of the effect that COVID-19 is having on landlords and tenants. The developments in these areas, and the Government responses are fast moving and will change, but the current approach is outlined.

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#### **Capital Gains Tax - are you prepared?**

19 MAR 2019

The UK is changing the treatment of non-residents' capital gains tax (CGT) on disposals of UK property. DLA Piper has partnered with YouGov to gauge awareness of, and preparedness for the CGT changes among senior real estate professionals and, ultimately, to understand how they might impact real estate investment strategies and property values.

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### Events

#### Previous

#### **What next for occupiers and landlords?**

24 September 2020  
Webinar

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## Operational Property - The end of the lease as we know it?

1 July 2020  
Webinar

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## NEWS

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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 Amnesty International on its spin-out of the Human Rights Consortium Scotland**

8 September 2020

DLA Piper has advised Amnesty International on the spin-out of the Human Rights Consortium Scotland (HRCS) as a separate, independent human rights organisation.

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## **New Partner for DLA Piper's Brussels Real Estate Practice**

7 September 2020

DLA Piper is further strengthening its Real Estate practice with the appointment of Joseph Spinks as a partner in its Brussels office. He joins the firm from Linklaters where his real estate experience was focused on acquisitions, disposals, developments and construction projects within the office, retail, logistics and care sectors.

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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 GM Cruise on acquisition of Astyx**

8 July 2020

DLA Piper has advised GM Cruise Holdings LLC (GM Cruise) in connection with the acquisition of Astyx GmbH (Astyx) from Zukunft Ventures GmbH, a subsidiary of ZF Friedrichshafen AG, and the founders of Astyx.

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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 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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## **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, 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 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 Guala Closures Group on the acquisition of the assets of Germany's Closurelogic**

6 January 2020

DLA Piper has advised the Guala Closures Group, one of the world leaders in the production of security closures for spirits and aluminium closures for wines, as well as one of the major world producer and distributor of aluminium closures for the beverage industry, on the acquisition of the activities of Closurelogic GmbH, the German producer specialised in the aluminium closures.

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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'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 continues Irish expansion with appointment of four new partners**

4 September 2019

DLA Piper today announces the appointment of four new partners to its recently opened Dublin office into four key practice areas of Finance and Projects (F&P), Intellectual Property and Technology (IPT), Tax and Real Estate. The new partners will be joined by three legal directors, as part of the firm's ongoing expansion in Ireland.

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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 Rolls-Royce on acquisition of Siemens' eAircraft business**

21 June 2019

DLA Piper has advised Rolls-Royce plc on the acquisition of Siemens' electric and hybrid-electric aerospace propulsion activities, eAircraft. The acquisition will accelerate the delivery of Rolls-Royce's electrification strategy and boost its ambition to play a major

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role in the "third era" of aviation. The completion of the transaction is expected in late 2019, following a period of employee consultation.

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### **DLA Piper announces launch of Artificial Intelligence practice**

14 MAY 2019

DLA Piper announced today the launch of its Artificial Intelligence practice, which will focus on assisting companies as they navigate the legal landscape of emerging and disruptive technologies, while helping them understand the legal and compliance risks arising from the creation and deployment of AI systems.

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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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### **DLA Piper announces partnership promotions for 2019**

1 APR 2019

DLA Piper is proud to announce that 77 lawyers have been promoted to its partnership. The promotions are effective as of April 1, 2019 in the United States and May 1, 2019 for EMEA and Asia Pacific. The promotions were made across many of the firm's practice areas in 43 different offices throughout 20 countries.

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### **Non-resident real estate investors bullish on Capital Gains Tax changes**

19 MAR 2019

Non-resident real estate investors are holding their nerve on UK investment strategies despite impending capital gains tax (CGT) changes coming into force next month and uncertainty around Brexit. According to a DLA Piper report, more than half (58 percent) of those polled expect the new tax code will have no impact on their investment strategy.

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### **DLA Piper makes Real Estate partner hire in Leeds**

5 MAR 2019

DLA Piper today announces that hospitality and leisure lawyer, Susan Samuel, will be joining the firm as partner in its Real Estate practice, based in Leeds.

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### **DLA Piper announces launch of Blockchain and Digital Assets practice**

26 FEB 2019

DLA Piper announced today the launch of its Blockchain and Digital Assets practice, which will offer strategic advice on a global basis to address the needs of companies implementing blockchain technology solutions and creating and deploying digital assets.

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

14 FEB 2019

According to DLA Piper's Global Real Estate's Annual *State of the Market Survey*, a significant shift in cross-border investment in US commercial real estate is taking place, with a new country predicted to become the major source of non-US capital for US commercial real estate.

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