



## 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

#### 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

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### AUTRES COMPÉTENCES

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

### AUTRES SECTEURS

- Energie
- Assurance
- Sciences de la vie
- Technologies

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 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.

## ACTUALITÉS

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### Publications

#### 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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#### Congress finalizes CFIUS reform bill to broaden national security reviews of foreign investments

25 JUL 2018

A summary of the major changes FIRRMA presents to the CFIUS review process.

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#### Hotel ground leases: "the biggest cancer in the industry"?

6 JUL 2018

The hotel sector was the subject of DLA Piper's latest Realworld lunch discussion, held in London on June 13, 2018. Robert Stapleton, director in the hotel agency at Savills, was guest speaker, and in attendance were key players in the hotel market, including asset managers, bank representatives, developers, operators, agents and lawyers.

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## NEWS

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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 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 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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## **DLA Piper grows Real Estate and Corporate team in Rome**

24 SEP 2018

DLA Piper has added to its Real Estate and Corporate practice groups with three hires in Rome. Filippo Cecchetti, partner, joins together with Eleonora Laurito, legal director and Giulia Minetti Floccari, lawyer. All three hires come from Chiomenti Studio Legale where Filippo has worked as a partner since 2015.

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## **DLA Piper further expands UK Construction team**

30 AUG 2018

Global law firm DLA Piper has been joined by leading construction and infrastructure partner Sarah Thomas, along with four other lawyers.

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## **DLA Piper Africa welcomes Zimbabwe member firm**

19 JUN 2018

DLA Piper Africa has announced that leading Zimbabwean law firm, Manokore Attorneys, is joining as the member firm in Zimbabwe.

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## **DLA Piper announces partnership promotions for 2018**

3 APR 2018

DLA Piper is proud to announce that 62 lawyers have been promoted to its partnership. The promotions are effective as of 1 April 2018 in the United States and 1 May 2018 for EMEA and Asia Pacific. The promotions were made across many of the firm's practice areas in 42 different offices throughout 20 countries.

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## **DLA Piper advises Asahi Shuzo in acquisition of site for its first sake brewing facility outside of Japan**

20 MAR 2018

DLA Piper represented Asahi Shuzo Co., Ltd. in the acquisition of the site for the company's first sake brewing facility outside of Japan.

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## **DLA Piper advises international banks as mandated lead arrangers on US\$175 million secured term loan facility**

28 FEB 2018

DLA Piper has advised a consortium of five leading international banks led by Deutsche Bank AG as mandated lead arrangers in connection with a US\$ 175 million secured term loan facility to three Barbados borrowers, which indirectly own Excel Centre, a grade-A office tower with a total space of over 41,000 square meters located in Beijing's Financial Street.

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## CRE executives remain bullish, but optimism levels off: DLA Piper's 2017 *State of the Market Survey*

26 SEP 2017

Commercial real estate executives are largely bullish about the US market over the next 12 months, according to DLA Piper's 2017 *State of the Market Survey*. But their optimism continues to level off after the high points seen earlier this decade.

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## Real Estate Investment in Africa: is the honeymoon over?

26 Jun 2017

DLA Piper and CBRE have launched **their annual report** on real estate investment in Africa, which this year paints a picture of an attractive, if diverse, landscape for international investors.

The report follows a roundtable discussion hosted by CBRE and DLA Piper, and attended by leading African investment professionals and academics. Those present discussed the opportunities and challenges presented by factors including international geopolitical events, the oil price crash, and the increasing pace of urbanisation on the continent.

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