



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 as 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

INSIGHTS

EVENTS

Previous

Greenwashing - and how the hotel industry can avoid it

9 December 2021
Webinar

NEWS

DLA Piper advises DHL on sale of carbon neutral logistics portfolio in European key markets

24 November 2022

DLA Piper has advised DHL on the sale of a real estate portfolio of carbon neutral warehouses across six European tier one markets. The 14 units, totaling 400,000 sqm and constructed across 10 development sites, are located across major logistics markets in Germany, the Netherlands, Sweden, Finland, Italy and Poland.

DLA Piper strengthens German private equity and M&A practice with partner appointment

21 September 2022

DLA Piper is strengthening its Corporate practice group with the appointment of Lars Jessen as a new partner in its Frankfurt and Hamburg offices, effective 19 September 2022.

DLA Piper advises KGAL and Kiwoom Asset Management on the sale of Deutsche Telekom headquarters

20 July 2022

DLA Piper has advised the South Korean asset manager Kiwoom Asset Management (Kiwoom) and KGAL GmbH & Co. KG (KGAL) on the sale of Deutsche Telekom's global headquarters located in Bonn, Germany.

DLA Piper advises AXA IM Alts on the lease of office space in the "Taurus" building to Citigroup

19 July 2022

DLA Piper has advised AXA IM Alts on the lease of more than 10,000 sqm office space in the building "Taurus" located in Frankfurt for the new German headquarters of Citigroup (Citi).

Social impact investing can apply to all real estate and become best practice over time, say ULI and DLA Piper

29 June 2022

All real estate investment and development has the potential to deliver social impact, according to a new report by Urban Land Institute (ULI) in partnership with DLA Piper.

DLA Piper advises UBS on the sale of a logistics portfolio to Prologis

27 June 2022

DLA Piper has advised UBS on the sale of eleven German logistics properties to Prologis, global owner, operator and developer of logistics properties.

Global investment in data centres more than doubled in 2021 with similar trajectory this year

13 June 2022

A survey by global law firm DLA Piper has found that the value of investment in global data centres more than doubled in 2021 to USD53.8 billion, while the number of transactions reached 113 in 2021, a 64% annual increase.

DLA Piper advises Harrison Street on sale of student accommodation assets to GSA

12 May 2022

DLA Piper has advised Harrison Street, an investment management firm exclusively focused on alternative real estate assets, on the sale of seven purpose built student accommodation (PBSA) properties, to Global Student Accommodation (GSA).

DLA Piper advises Aareal Bank on the financing of an international retail property portfolio

20 April 2022

DLA Piper has advised Aareal Bank AG on providing a EUR360 million senior facility for the financing of an international retail property portfolio by Pradera European Retail Parks SCSp, advised by Pradera Europe Limited.

DLA Piper advises NATIXIS on the financing of an office building in Munich

19 April 2022

DLA Piper has advised NATIXIS Pfandbriefbank AG on providing a EUR 70 million senior facility for the financing of the acquisition of an office building in Munich by Goldman Sachs Asset Management.

DLA Piper advises the Hahn Group on the sale of the retail park Life in Munich

11 March 2022

DLA Piper has advised the HAHN FCP-FIS German Retail Fund, managed by the Hahn Group, on the sale of the retail park "Life" in Munich.

DLA Piper named Law Firm of the Year in Europe at REC Europe Awards 2021

9 March 2022

The DLA Piper European Real Estate Finance team has been named 'Law Firm of the Year: Europe' at the recent Real Estate Capital (REC) Europe Awards 2021.

DLA Piper advises apoprojekt on the acquisition of Planungsgruppe Schneider & Partner

18 February 2022

DLA Piper has advised apoprojekt GmbH on the acquisition of Planungsgruppe Schneider & Partner Beratende Ingenieure mbH. The locations in Kamp-Lintfort and Düsseldorf were taken over on 1st January 2022.

DLA Piper advises Cone Capital on long term lease for new Wyndham Garden Hotel Munich Messe

16 February 2022

DLA Piper has advised Cone Capital AG, a Swiss based developer and investor, on the establishment of a 25 plus 5 years lease agreement and refurbishment project with the leading Latvian hotel operator Mogotel Hotel Group. The 4*star hotel located in proximity of Munich's trade fair will be the first hotel franchised under the Wyndham Garden brand in the city.

DLA Piper advises Stena Real Estate BV on the acquisition of office portfolio in Kraków and Wrocław for EUR128 million

10 January 2022

The transaction consists of the first phase of the Centrum Południe complex in Wrocław containing two joint office buildings, and the last building of the HighFive complex in Kraków, comprising of approx. 39,400 sqm of office space. Both projects are designed and built in line with ESG standards.

DLA Piper advises Schroder Real Estate on the sale of the "Victoriastadt Lofts" in Berlin to Signa

30 December 2021

DLA Piper has advised Schroder Real Estate on the sale of the "Victoriastadt Lofts" at Berlin's Ostkreuz. The buyer of the property is the Austrian Signa Holding GmbH. The sale of the "Victoriastadt Lofts" is one of this year's largest real estate transactions in Berlin. Schroder Real Estate acquired the property in 2016 for a purchase price of around 130 million euros for a Swiss insurance company and a Finnish pension fund. DLA Piper also provided legal advice to Schroder Real Estate on the purchase of the property.

DLA Piper advises CONREN on acquisition of Air20 office property at Düsseldorf Airport

13 December 2021

DLA Piper has advised real estate investor CONREN Land on the acquisition of the Düsseldorf office property Air20 at Düsseldorf Airport. The acquisition was made as part of an asset deal from an institutional investor.

DLA Piper advises LIP Invest on the acquisition of a logistics property south of Berlin

9 December 2021

DLA Piper has advised LIP Invest, a leading investment manager and fund initiator for logistics properties in Germany, on the acquisition of a property in Thyrow for one of its logistics funds.

DLA Piper advises KINGSTONE Real Estate on acquisition of residential and office property

1 December 2021

DLA Piper has advised investment management group KINGSTONE Real Estate on the acquisition of a residential and office property in the Bavarian city of Ingolstadt in an off-market transaction on behalf of its KINGSTONE Bavaria Süd (KBS) fund, a single-client institutional investment vehicle.

DLA Piper advises Aurelis on part sale of Nuremberg's Marienzeile to Wealthcap

24 November 2021

DLA Piper has advised Aurelis Real Estate on the sale of the third of a total of four planned office buildings in Nuremberg's Marienzeile to real asset and investment manager Wealthcap, a subsidiary of the Unicredit Group.

DLA Piper advises PROJECT Immobilien on the sale of a new hotel building at Business Park Berlin to Premier Inn

17 November 2021

DLA Piper advised PROJECT Immobilien Gewerbe AG on the sale of a new hotel building at Business Park Berlin to a subsidiary of Premier Inn Holding GmbH.

DLA Piper advises Catella Real Estate on the acquisition of a retail park in Augsburg from ILG

4 November 2021

DLA Piper advised Munich-based real estate investment manager Catella Real Estate AG on the acquisition of a retail park in Augsburg-Oberhausen for its open-ended special real estate fund "IWS II - Wirtschaftsregion Süddeutschland".

DLA Piper advises Geisel Privathotels on the sale of Hotel Königshof in Munich

3 November 2021

DLA Piper has advised the Munich hotel group Geisel Privathotels on the sale of "Neubau Hotel Königshof" to the family-owned company Inka Karlsplatz GmbH & Co. KG (Inka Karlsplatz). As project developer, Geisel Privathotels will complete the new five-star hotel building in Munich's city centre at Karlsplatz (Stachus) by mid-2023.

DLA Piper advises Catella Real Estate on the sale of an office and commercial building in Munich

29 October 2021

DLA Piper has advised Catella Real Estate AG (CREAG) on behalf of the open-ended real estate fund Catella MAX on the sale of an office and commercial building in one of Munich's most popular shopping streets to the investment and project development company QUEST Investment Partners.

DLA Piper advises Tilad on the sale of a Munich DIY store

11 October 2021

DLA Piper hat Tilad, ein Multi Family Office mit Sitz in Dubai, beim Verkauf eines Hornbach-Baumarkts in München-Freiham beraten.

DLA Piper advises Catella Real Estate on the acquisition of a city logistics property in Rheinbach

8 October 2021

DLA Piper has advised Catella Real Estate AG (CREAG) on the acquisition of the approx. 8,020 m² Industriestraße 1 project development in Rheinbach for the "Catella Logistik Deutschland Plus " as part of a forward funding asset deal. The seller is thirteen seven GmbH, Aachen, a project developer specializing in logistics and light industrial real estate.

DLA Piper advises Catella Real Estate on acquisition of "Campus 71" in Essen for sustainability fund

5 October 2021

DLA Piper has advised Catella Real Estate AG (CREAG) on the acquisition of the new-build microliving apartment building "Campus 71" in Essen for its open-ended mutual fund "KCD-Catella Nachhaltigkeit IMMOBILIEN Deutschland". The purchase of the ninth property increases the assets under management of the fund, which was launched at the beginning of 2017, to more than EUR200 million. The seller of the property is Daiwa House Modular Europe, the market leader for modular and circular construction in Europe from the Netherlands.

DLA Piper advises Mileway on the acquisition of two last mile logistics in Germany

24 September 2021

DLA Piper has advised Mileway, the leading pan-European last mile logistics real estate company, on the acquisition of two prime properties within close proximity to Stuttgart city centre.

DLA Piper advises Principal Real Estate on acquisition of retail property for Novapierre Allemagne 2 fund

7 September 2021

DLA Piper has advised Principal Real Estate Europe as asset and transaction manager of the Novapierre Allemagne 2 SCPI fund, managed by PAREF Gestion, on the acquisition of a retail park property.

DLA Piper advises on the sale of Amsterdam Logistic Cityhub, the largest single-asset logistics deal in the Netherlands

23 August 2021

DLA Piper has advised on the EUR307 million sale of Amsterdam Logistic Cityhub (ALC) to CTP, a listed developer and operator of

logistic real estate. The transaction is the largest single-asset logistics deal in the Netherlands to date.

DLA Piper advises controlled affiliates of Starwood Capital Group on the acquisition of office and logistics assets

30 July 2021

DLA Piper has advised controlled affiliates of Starwood Capital Group on the acquisition of three assets owned by the investment fund Meridia Capital, two of them logistics assets located in Alovera and Azuqueca de Henares (Guadalajara); and a third office asset located in the Omega Business Park in Madrid.

DLA Piper advises Azrieli Group on acquisition of Norwegian data centre developer

21 July 2021

DLA Piper has advised Israeli real estate investor Azrieli on its acquisition of Green Mountain, a Norwegian data centre developer, for NOK7.6 billion.

DLA Piper advises Grupo Didra and Aina Hospitality on the sale of Bless Collection luxury hotel in Madrid

19 July 2021

DLA Piper has advised Grupo Didra and Aina Hospitality on the sale of the Bless Collection luxury hotel in Madrid to Mexican group RLH Properties, owner of the Hotel Villa Magna in Madrid.

DLA Piper advises Schroder Real Estate on acquisition of office building in Berlin for new real estate fund

13 July 2021

DLA Piper has advised Schroder Real Estate on the acquisition of an office building in Berlin -Tiergarten for its recently launched open-ended real estate fund "Schroders Immobilienwerte Deutschland".

DLA Piper advises PROJECT Immobilien on the sale of an office and laboratory building in Potsdam Science Park

29 June 2021

DLA Piper has advised PROJECT Immobilien Gewerbe AG on the sale of the office and laboratory building „H-Lab“ in the Potsdam Service Science Park. PROJECT Immobilien is also acting as developer of the property.

DLA Piper advises Allianz Real Estate on the acquisition of Socimi Elix Vintage from KKR and Altamar

16 June 2021

DLA Piper has advised Allianz Real Estate, acting on behalf of several Allianz Group companies, on the acquisition of Socimi Elix Vintage from KKR and Altamar.

DLA Piper advises DIC Asset AG on acquisition of two major properties in Munich for about EUR635 million

10 June 2021

DLA Piper has advised DIC Asset AG, one of Germany's leading listed property companies, on the acquisition of two office properties within the framework of an off-market deal. The acquisition includes the "Uptown Munich" high-rise, a 37-storey office building with a lettable area of around 52,300 sqm, and the fully occupied multi-tenant office property "Campus C" with a lettable area of around 9,200 sqm.

DLA Piper advises pbb, Berlin Hyp and Helaba on the refinancing of a logistics portfolio

6 May 2021

DLA Piper has advised Deutsche Pfandbriefbank AG (pbb) as lead arranger in a consortium with Berlin Hyp AG (Berlin Hyp) and Helaba on the EUR380 million refinancing of a logistics portfolio managed by GARBE Industrial Real Estate.

DLA Piper advises KINGSTONE Investment Management on the acquisition of MAYOFFICE from GIEAG Immobilien AG

22 April 2021

DLA Piper has advised KINGSTONE Investment Management (KINGSTONE IM) on the acquisition of the MAYOFFICE office building in Stuttgart from GIEAG Immobilien AG for the special fund "KINGSTONE Wachstumsregionen Süddeutschland" (KWS).

DLA Piper advises GLP on the lease of Unit 6 of its 134,000 sqm logistics property in Mönchengladbach to Coca-Cola

21 April 2021

DLA Piper has advised GLP, a leading investor and developer of logistics real estate and distribution parks, on the lease of the approximately 15,000 m² Unit 6 building at its 134,000 m² logistics center in Mönchengladbach, Germany, to Coca-Cola European Partners Deutschland GmbH (CCEP).

DLA Piper advises Helaba on the financing of the Silberturm in Frankfurt am Main

14 April 2021

DLA Piper has advised Landesbank Hessen-Thüringen Girozentrale (Helaba) on the financing of the purchase of the landmark office tower „Silberturm“ in Frankfurt am Main.

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.

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.

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.

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.

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.

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.

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).

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.

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.

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).

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.

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.

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 130,000m² to the VGP Group as part of its planned site and structural optimization measures.

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 Fachmarktzentrum Pfungstadt beraten.

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.
