



## 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 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.

### KEY CONTACTS

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

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

## 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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