



Robert Salter

Partner

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Robert Salter has a broad corporate practice and specialises in domestic and international M&A (both private and public), joint ventures, primary and secondary equity issues. Rob acts for clients on a variety of corporate transactions, and is particularly active in the Infrastructure and Real Estate sector.

In recent editions of the *Legal 500* and *Chambers and Partners*, Rob is recommended for Upper Mid-Market and Premium M&A deals and is also ranked as a leading individual for Corporate/M&A: Mid-Market. He is quoted as being “*outstanding*”, “*technically strong, hardworking and easy to deal with*” and a “*superb M&A partner*” with “*strong technical abilities and relationship management skills*” and clients praise him as “*very attentive; our needs are his number-one priority*” and for his “*tailored advice*”, with clients saying that he “*doesn't just give us the law but also gives us advice on how it will affect our business*”.

He has spent two years working in the Frankfurt office of an international law firm.

Rob is a member of the firm's London Client Group and is co-head of the firm's PERE Group.

- Corporate
- Mergers and Acquisitions
- Private Equity

French German

LANGUAGES SPOKEN

- French
- German

- Advising Ping An on the acquisition of a 10% interest and related shareholder arrangements in respect of the China Investment Corporation consortium that acquired Logisor, a pan-European logistics platform, from Blackstone.
- Advising Kainos Group plc in connection with its initial public offering and admission of the shares to trading on the London Stock Exchange.
- Advising Market Tech Holdings Limited on its placing of new shares and admission to trading on AIM (this was the largest AIM IPO of 2014), its subsequent convertible bond offering on the Open Market of the Frankfurt Stock Exchange, its ABB placing of new shares

to raise EUR200.7 million and its step up to the Main Market.

- Advising Prologis on its disposals of a USD335 million portfolio of industrial properties to Blackstone Real Estate Partners, a portfolio of four distribution centres to Henderson UK Property OEIC, a portfolio of three distribution centres to London Pension Funds Authority and the acquisitions of the Iceland Foods distribution centre in Enfield from Kuwait Finance House, the Sainsbury's distribution centre at Waltham Cross from Deka and a 30 acre development site at Stockley Park from Stockley Park Consortium Limited (a joint venture between Kajima Europe Ltd and M&G Real Estate).
- Advising Blackstone Real Estate Partners on its GBP2 billion joint venture with British Land Plc in connection with the acquisition of a 50% interest in the Broadgate office estate, the acquisition of the holding company owning Devonshire Square and the sale of the Guernsey unit trust owning Alban Gate office in London to King Street Real Estate and Arax Capital.
- Advising Oxford Properties (part of OMERS) on the sale of a 50% interest in Watermark Place to Union Investment Real Estate GmbH and the GBP600 million sale of Green Park business park to Mapletree.
- Advising The London Stock Exchange Group on the acquisition from, and subsequent sale of Exactpro Systems, its trading software testing company based in Russia, to its senior management team, the sale of its enterprise solutions business in Sri Lanka (provided through Millennium IT), the acquisition of Beyond Ratings (an ESG data business) and the acquisition of a 27.64% stake in the Hub Exchange Limited.
- Advising Starwood Capital on its acquisition of The Holiday Inn, Manchester from Dominvs Group and a portfolio of seven Hilton hotels throughout the UK, totalling, 1300 rooms, from Park Hotels & Resorts for GBP135 million.
- Advising DS Smith plc on the sale and purchase of 100% of the share capital of Stepac L.A. Ltd. to Johnson Matthey Inc and on the transfer of its Plastics division to Olympus Partners as part of a reorganization of a leading international packaging business.
- Advising Babcock International Group PLC on a number of transactions including the acquisitions of the Defence Support Group from the UK Ministry of Defence, S. Macneillie & Son Limited and WRN Broadcast Limited; the proposed acquisition of the Asset Protection and Emergency Response business of Sembcorp Utilities UK; and the sale of its 74% interest in Holdfast Training Services Limited, a PPP project that supports the Royal School of Military Engineering and covers the design, construction, refurbishment and maintenance of a number of buildings and training areas across three UK locations on behalf of the UK Ministry of Defence.

CREDENTIALS

Professional Qualifications

- Solicitor of the Senior Courts of England and Wales

Prior Experience

- 2013 to date DLA Piper
- 2004 to 2013, an international law firm based in London where he became a partner in 2006
- 1996 to 2004, an international law firm

Recognitions

In recent editions of the *Legal 500* and *Chambers and Partners*, Rob is recommended for Upper Mid-Market and Premium M&A deals and is also ranked as a leading individual for Corporate/M&A: Mid-Market. He is quoted as being a "superb M&A partner" with "strong technical abilities and relationship management skills" and clients praise him as "very attentive; our needs are his number-one priority". Most recently (*Chambers and Partners UK 2014*), Rob has been praised for his "tailored advice", with clients saying that he "doesn't just give us the law but also gives us advice on how it will affect our business". Rob was also named as a M&A expert in the 2012 edition of *The International Who's Who of Business Lawyers*.

Education

- St. Edmund Hall, Oxford, MA (First Class)

- College of Law, Guildford, CPE and LPC, 1995