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Highlights of Our Relevant Experience across Europe

Acquisitions and disposals

We advised

Accor

- on the sale and lease back of 30 UK Novotel and Ibis hotels to Land Securities Trillium for GBP 440 million
- on the sale and lease back of a portfolio of 91 hotels in Germany and Holland with a value of around EUR 863 million
- on the combined buy-back and sale of a portfolio of 91 hotels in Germany and Holland with a value of around EUR 863 million, focussing on corporate, real estate and tax law issues, the bidding procedure and negotiations with two preferred bidders
- on various ongoing legal transactions and employment law in Germany

Azure Mondiale

- on the acquisition of 11 UK Courtyard by Marriott hotels from Whitbread and their lease and subsequent sale to Kew Green

St. Martin's International

- on the sale and leaseback of the Carlton Hotel in Bratislava, Slovakia

Corus Hotels

- on two disposals of UK hotels

Highridge Partners & DB Real Estate Global

- on the acquisition and subsequent EUR 145 million sale of the Hilton and Ibis Karlin hotels in Prague

InterContinental Hotel Group

- on the sale of Holiday Inn and InterContinental hotels in Germany

JJW Hotels and Resorts

- on the USD 268 million acquisition of two luxury hotel properties and two golf courses in the Algarve, Portugal from Starman Hotels

Le Méridien

- on the EUR 3 billion acquisition of the Le Méridien chain of 150 hotels in over 55 countries including the CEE region, the refurbishment and lease of Hotel Des Indes, The Hague and on the lease of the Hotel Eden, Rome

Losan World, the Spanish investor

- on the EUR 51 million acquisition of the Berlin Steigenberger Hotel (the financing of this project was complicated by a heritable building right which could only be encumbered with the consent of the owner)

Managed Hotels Unit Trust and The Royal Bank of Scotland

- on the EUR 583 million acquisition and manage back of a portfolio of 16 UK Hilton Hotels

Moorfield Group

- on the acquisition of a GBP 110 million UK hotel portfolio from WA Shearings and subsequent additional single hotel acquisitions

NDC

- on the development of a 300 room NH Hotel in Berlin

Quinn Group

- on the multi-stage acquisition of the Hilton in Sofia, Bulgaria

Royal Bank of Scotland

- on the GBP 951 million acquisition and manage-back of 47 UK Marriott hotels from Whitbread and Marriott International and their subsequent sale to a consortium of private investors

Sol Melia

- on the acquisition of the InnSide chain of hotels which included 12 four- and five-star hotels in Berlin, Bremen, Dresden, Duesseldorf, Frankfurt, Munich and Vienna

Starman UK Services Company/Le Meridien

- on the sale of the four-star Hamburg-Stillhorn hotel to the Fattal Hotel Group, including advice on termination of the previous sale and lease back structure, exercise of a pre-emptive right, re-sale of the land and sale of the hotel operation (including staff)
- on the sale of Le Meridien hotel in Hildesheim, including advice on the sale of the hotel operation
- on the sale of Le Meridien Dom-Hotel in Cologne

Management agreements and leases

We advised

ARG Hotels/Mr Galadari

- on the acquisition of the Crowne Plaza in London for GBP 84 million with a management agreement with IHG

Grosvenor Estates

- in relation to the management agreement for the Liverpool Hilton Hotel

HLH

- on management agreements for a pipeline of 30 Hampton by Hilton hotels to be developed over the next few years

i.gen

- on the master franchise agreement for the easyHotel budget hotel chain in Germany

InterContinental Hotel Group

- on termination and re-drafting of hotel lease and management agreements

InterEstates

- on the management contract for the Ramada Hotel in Budapest

Le Méridien

- on the refurbishment and lease of Hotel Des Indes, The Hague and on the lease of the Hotel Eden, Rome

Lloyds TSB Bank

- as lenders to the owners and developers of the Millennium Southampton, including advising on the management agreement with Millennium & Copthorne

Realstar Group

- on the asset management of a portfolio of 73 UK hotels which were bought by Lehman Brothers, GIC Real Estate and Realstar from InterContinental for GBP 1 billion

Starman UK Services Company/Le Meridien

- on a range of issues including the refurbishment of leased hotels and the negotiation of existing lease agreements
- on negotiation, amendment to and conclusion of the new lease agreement on Le Meridien Frankfurt airport in the Airrail Center Frankfurt am Main

Financing and structuring

We advised

Aareal Bank

- on the EUR 46 million financing of the acquisition of Mandarin Oriental Hotel in Prague, and the refinancing of Hotel InterContinental in Prague, Czech Republic
- on the landmark re-financing of The Ritz-Carlton Hotel in Moscow

Accor

- on a refinancing transaction involving the sale and leaseback of a Mercure hotel and four Ibis hotels in Poland

Anglo Irish Bank Corporation

- on financing of various international operations and expansion plans of Gort Securities Ltd., including the acquisition of the Radisson in Sofia

CBRE on the tax structure

- on the acquisition of the 'Dynamique Hotel' portfolio of ten hotels

Choice Hotels International

- on restructuring of CHE Hotels Group and the acquisition of the Continental European franchising business of CHE

EuroHypo AG

- on the USD 450 million re-financing of five hotels in Moscow, Russia

Europe Arab Bank

- on the EUR 20 million refinancing of an existing facility for le Mélézin Hotel, Courcheval
- on the EUR 22 million acquisition and renovation of the Bonsai Hotel Portfolio across France

Golden Tulip

- on several hotel projects in Holland

InterContinental Hotel Group in connection with two restructurings of Dorint AG

- on various hotel projects including 'Triade in Kreuzberg' for Express by Holiday Inn, in particular the creation of zoning law requirements (conclusion of town-planning agreements, drafting a development plan), infrastructure requirements (road, water, energy) and conclusion of property purchase agreements

Royal Bank of Scotland & Allied Irish Bank

- on the financing of Arora Hotels' acquisition of the Airport Hotels Partnership (the owner of nine UK airport hotels) and construction of a Sofitel at Terminal 5, Heathrow

Construction and development

We advised

CitizenM

- on a pipeline of innovative hotel development projects, including their first hotel to open at Schipol Airport Amsterdam and their first hotel in Berlin

Emaar Hotels & Resorts

- on the joint venture arrangements with Giorgio Armani and the development of the Armani Hotels & Resorts chain

OTP-DSK Bank

- on two hotel constructions near the Black Sea in Bulgaria

Jupiter Adria, the resort and golf course developer and investment company

- on various matters relating to their developments in Croatia

Operational issues

We advised

Mövenpick Hotel

- on the business and operational issues relating to the Mövenpick Hotel Prague

Four Seasons Gresham Palace Budapest

- on various operational matters

InterContinental Hotel Group

- on operational matters in Germany and Spain

Marriott

- on contractual and employment issues in UK and Bulgaria

Choice Hotels International

- on data protection issues across Europe

Cipriani

- on its high profile trademark litigation against Orient-Express hotels

