



Overview

The Paul Hastings real estate team focuses on the most complex transactions in the market, including real estate funds, structured equity and joint ventures, real estate finance (including structured finance and securitisations and direct lending), property development and investment acquisitions and disposals. Our work includes both large-scale portfolios and single-asset transactions, which are structured on a cross-border basis and involve assets all over the world.

The team has considerable experience across the full spectrum of corporate real estate assets, including hotels, offices, logistics, shopping centres, student accommodation and residential and serviced apartments. Our depth of knowledge, approach to work and quality of advice in this area will enable us to understand and manage the legal aspects of your transactions quickly and effectively, and consistently provide you with the highest standard of advice.

Representative Experience



Advised **Starwood Capital** :

- on the disposal of 12 full-service hotels forming part of the Principal Hotel Company to FdM, for a purchase price in excess of \$1 billion. This deal won Hot.E Deal of the Year 2018.
- in a joint venture with **M7** as lead counsel on the corporate disposal of a portfolio of 49 logistics properties with a headline price in excess of €400 million in the Netherlands and Germany to Blackstone.
- on the acquisition of the Hotel Asterweg development project in Amsterdam (to be operated under the Yotel brand), with a headline purchase price in excess of €40 million.
- on several hotel management agreements with Yotel for new hotels in Amsterdam, Edinburgh and Glasgow.



Advised **Invesco Real Estate** on the acquisition of €30m European hotel portfolio from Apollo Global Management. This pan-European hotel portfolio consisted of eleven hotels in Germany and two in the Netherlands with a combined total of 2,829 rooms for three investor groups. The deal marks one of 2017's largest pan-European hotel transactions and was on behalf of Invesco's newly established open-ended European Hotel Fund and two separate account mandates.



Advised **LRC UK Ltd** on:

- the acquisition of nine Mercure branded hotels across the UK with a headline purchase price of £118 million.
- the acquisition of five Hilton/ DoubleTree branded hotels across the UK with a headline purchase price of £260 million.
- the acquisition of the Hilton DoubleTree Angel Islington for a headline purchase price of £136 million.
- the acquisition of a further nine UK based hotels, each managed by Accor, with a headline purchase price of £118 million.
- the acquisition of seven Hilton hotels in the UK for a headline purchase price of £100 million.



Advised **GAC** on the purchase of the Nike HQ in the Netherlands.



Advised **Algonquin Management Partners, Benson Elliot Capital Management LLP** and **Walton Street Capital** on the sale of a €266 million portfolio of hotels in Italy.



Advised **Evans Randall** on:

- the sale of Riverbank House for £375 million.
- the sale of the HBOS London HQ "Old Broad Street" for £258 million.

Industry Recognition



Europe Law Firm of
the Year –
Transactions

Global PERE Awards 2018



Law Firm of the
Year – Transactions

European Property Investor
Awards 2018



Merger & Acquisition/
Portfolio of the Year

Hotel Investment Conference
Europe (Hot.E) 2018 & 2017



Law Firm of the
Year – Overall

European Property Investor
Awards 2016

Our London Corporate Real Estate Practice

Representative Clients



What Others are Saying

A strong firm for corporate real estate matters

— *Legal 500 UK 2018*

Hotels-focused practice that regularly acts for owners, operators and funders on a wide range of transactional matters. Routinely advises prominent institutional lenders, investors and other financiers. Also adept in commercial issues, with expertise in branding and leasing. Vast experience in handling domestic and overseas transactions.

— *Chambers UK 2019*

"I always go into any transaction knowing I have a competitive advantage with Paul Hastings."

— *Chambers UK 2019*

Michael James – Leading Individual for Real Estate Commercial Property Investment

— *Legal 500 UK 2018*

Michael James – Recommended for Hotels & Leisure

— *Chambers UK 2019*

Justin Jowitt "is especially great at putting himself in our shoes and understanding the commercial position." "He's very capable, smart and practical in negotiations. He sees both sides and is creative in finding solutions."

— *Chambers UK 2019*

Stephen Nicolas and Ed Meadowcroft – Recommended for Real Estate Commercial Property Investment

— *Legal 500 UK 2018*

Your Team



Michael James

Partner, Real Estate
London

+44 (0) 20 3023 5149
michaeljames@paulhastings.com



Justin Jowitt

Partner, Real Estate
London

+44 (0) 20 3023 5163
justinjowitt@paulhastings.com



Paul Severs

Partner, Corporate
London

+44 (0) 20 3023 5108
paulsevers@paulhastings.com



Sierra Taylor

Senior Associate, Real Estate
London

+44 (0) 20 3023 5190
sierrataylor@paulhastings.com



Matthew Peters

Associate, Real Estate
London

+44 (0) 20 3321 1006
matthewpeters@paulhastings.com



Ed Meadowcroft

Associate, Real Estate
London

+44 (0) 20 3023 5251
edwardmeadowcroft@paulhastings.com



Stephen Nicolas

Associate, Real Estate
London

+44 (0) 20 3023 5247
stephennicolas@paulhastings.com