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CMS Hotels & Leisure Sector Group

Germany





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Strong presence throughout Germany and other European jurisdictions, assisting key clients domestically and internationally. Advises on the acquisition and disposal of real estate, as well as regulatory matters, boasting substantial expertise in the hotel industry.

Chambers and Partners, 2017

The CMS Hotels & Leisure Sector Group

CMS Germany is one of the few major law firms with its own dedicated team covering the hotel industry – the Hotels & Leisure Sector Group. This brings together the industry experience of lawyers specialising in corporate, real estate, construction, employment, tax and finance law.

The Hotels & Leisure Sector Group has a wealth of industry expertise gained over more than 15 years and is familiar with the key investors and operators. It advises owners, developers, operators, purchasers and lenders on all legal issues relevant to the hotel sector. The Sector Group works closely with other jurisdictions in the CMS network on cross-border instructions.

Our shared mission is to provide the best possible support for your business activities within Europe and beyond. CMS has more than 4,500 lawyers and tax advisors available in 74 offices to deliver legal and strategic advice designed to ensure your company's continued success and help you overcome the inevitable challenges.

Wherever your business takes you, CMS can assist and make the connections needed for your project to succeed. Giving you the confidence to pursue your objectives.

Our hotel expertise in detail

Real estate

- Operator agreements, especially leases, tenancy, franchise and management agreements
- New hotel developments, including planning and construction law issues
- Advice on the refurbishment of existing hotel complexes
- Sale of hotel sites
- Structuring sale-and-leaseback and sale-and-manage-back agreements

Corporate law

- Structuring investment in hotel companies
- Acquisition of hotel companies, including review with regard to anti-trust and competition issues
- Restructuring and establishment of hotel companies

Financing

- Tailored financing agreements
- Creation of liens and collateralisation of other assets
- Cross-collateralisation

Tax law

- Optimisation of deal structures, e.g. to save property transfer tax or benefit from investment subsidies

Employment law

- Transaction-related issues
- Restructuring and personnel measures
- Collective employment law
- Company pension schemes

Distribution and trademark law

- Franchise and licensing agreements
- Rebranding
- Data protection matters



Well-equipped for your projects

The Hotels & Leisure Sector Group is the leading provider of legal advice to the hotel industry. Its roster of clients includes a number of the largest hotel companies:

Accor

Advice on sale of an 85-hotel portfolio in Europe (volume EUR 504 million). The transaction also included a high-value portfolio purchase from the Invesco Group.

Art-Invest

Acquisition of Sofitel Hamburg by an investment fund designed for a small circle of institutional investors consisting of pension-paying institutions.

B&B Hotels

Advice on the development of new hotel projects, in particular, with regard to financing, purchase of real property and construction.

CB Richard Ellis Investors

Tax structuring regarding the acquisition of the Dynamique Hotels portfolio consisting of ten hotels.

CDL Hospitality

Advising on the EUR 98 million acquisition of the Pullman Hotel Munich including its office and retail components.

Deutsche Pfandbriefbank

Restructuring of a hotel portfolio (volume: EUR 139 million).

Event Hotels

Advising Event Hotels as co-investor and operator on the acquisition of a real estate portfolio comprising 13 hotels in Germany and the Netherlands (volume: EUR 530 million).

Fico Corporation

Acquisition of a hotel portfolio in Germany by a Thai investor (sale-and lease-back transaction); hotel operator and seller is Grand City.

Large german bank

Acquisition financing of a property portfolio consisting of seven hotels in four European countries (volume: EUR 220 million).

HANNOVER LEASING Investment

Hotel development and acquisition of a commercially mixed-use real estate portfolio.

Hotel operator

Sale of a 4-star hotel, including transfer of the entire hotel operation.

Hoteles Touristicos Unidos (Hotusa)

Expansion in Germany, in particular, regarding construction and sale-and-lease-back of the Eurostar in Berlin, Friedrichstraße; before that, extensive advice on project development.

HYPO NOE

Financing of various hotel properties for several investors (proprietors and purchasers).

InterContinental Hotels Group

For more than 15 years, ongoing advice on property law issues in Germany, among other things, on dissolving a joint venture with Neue Dorint regarding the InterContinental hotels in Berlin, Düsseldorf and Cologne, including the conclusion of new operating agreements, purchase of operating resources and management of the employee transfer.

Invesco Real Estate

Acquisition of the Adina Apartment hotel in the city centre of Nuremberg and acquisition of the 393-room Radisson Blu hotel opposite the Cologne trade fair complex.

LFPI Hotels Europe SAS

Sale-and-lease-back of ten hotels in Germany within the context of a structured bidding procedure.

Louvre Hotels Group

Transaction regarding a portfolio consisting of ten Balladins hotels in Germany.

Meliá Hotels International

For almost 20 years, extensive advice to the Spanish hotel chain on expansion in Germany, including acquisition of the INNSIDE hotel chain with twelve 4 and 5 star hotels, and legal advice on all new hotel projects in Germany.

NH Hotels

Expansion in Germany and advice on acquisition of a hotel portfolio in Germany and central Europe.

Semper Constantia

Acquisition of a 4-star hotel (Hotel Mercure) and a medical center in Leipzig.

Starman UK Services Company / Le Méridien

Ongoing advice on all real estate law issues in Germany for more than ten years, including advice on the sale of a 4-star hotel in Hamburg including dissolution of the previous sale-and-lease-back structure, on the exercise of a purchase right together with further sale of the property as well as on the sale of the hotel business (including transfer of employees) and advice on the sale of a 4-star hotel in Hildesheim.

Van der Valk Investments

Acquisition of seven Tulip Inn hotels and 18 motorway restaurants from Autogrill.

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