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# Hotels & Leisure



## Hotels & Leisure

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At CMS, we understand the Hotel & Leisure business environment. Our experience covers all aspects of the industry – we are there to guide you and help you grow and stay competitive in crowded markets. Relying on professionals who are recognised as industry leaders gives you preferred access to the latest information, cutting-edge ideas, and the newest market opportunities.

With over 300 experts around the globe, we are there wherever you need us.



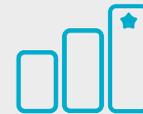
### Ideas to help you succeed

We know the market. We understand your needs and can anticipate demands. Working with us means you won't need to start all over again. We will deliver whatever you need to achieve your business goals.



### International expertise

Our comprehensive coverage means we can support your transactions and advisory requirements across the world. With experts in over 40 countries, we are there wherever you need us.



### Unique Business partners

Responsiveness and cost-effectiveness drive our service. We share the same objectives. We want to become your "go-to team" and trusted business partner. We'll provide you with the highest quality of advice in order to reduce the time and cost to your business.



The team stands out as number one; others may be good but they are not CMS.

*Chambers 2019*



# Awards and Rankings

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Number of  
**partners** globally

90

Number of  
**lawyers** globally

300



We have acted on **more hotel & leisure deals** in Europe than any other law firm.

We have advised on **over 102 deals** in the past four years – **over 50% more** than the **second-placed** law firm.

Source: Mergermarket European Leisure (hotels) – M&A 2015–2018

## Global directory rankings

**CMS is the only firm ranked #1** – Hotel & Leisure in Chambers and Partners 2019 and have been top ranked for over a decade.

**Top Ranked Real Estate** – Hotels & Leisure Legal 500 2019

**16 of our European real estate practices** – which outside the UK include hotels & leisure activity – **are ranked in the top 3 bands in Chambers Europe 2019**



# Overview of Services

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## Hotels

CMS has one of the best and largest hotel practices worldwide. Our multidisciplinary offering is unrivalled. The international client base includes various hotel verticals to whom we provide an outstanding level of service wherever it is needed.

**Our offering includes:**

- Portfolio transactions
- Single asset transactions
- Investment
- Disposals
- Joint ventures
- Management and franchising agreements
- Leases
- Financing and restructuring transactions
- Planning
- Dispute resolution

## Leisure

CMS has a leading leisure practice which provides international support to global clients operating in the sector. We offer the full menu of legal services and can provide clients with access to an exceptional network of contacts. We regularly advise gyms, restaurants and bars, and internationally renowned chefs. We also assist clients in the gambling, travel, sports and entertainment industries, advising up-and-coming as well as global consolidated businesses.



CMS provides a seamless service for cross border projects – and that’s exactly what we want.

*Client feedback*



## Our multidisciplinary offering

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**Finance** – Bilateral or syndicated loan facilities helping you achieve your financing objectives.

**Investment Funds** – Devising bespoke fund structures (in onshore and offshore jurisdictions) for our hotel & leisure clients.

**Restructuring** – Restructuring large portfolios and advising on workout programmes.

**Real Estate** – Development, planning, strategy formation and management; construction, dispute resolution; relocation and rationalisation and sub-letting, assignment and surrenders.

**Commercial** – IP, trade mark protection and prosecution, brand protection and management and franchise agreements.

**Technology and Outsourcing** – Complex group outsourcing deals, the IT arrangements surrounding group reservation systems and managing client data.

**Licensing & regulatory** – Obtaining licences for new build premises and varying existing licences, due diligence and licensing transfers, competition.

**Tax** – Structuring advice on acquisitions, sales, and reorganisations or development projects.

**Corporate / M&A** – Portfolio and single asset acquisitions and disposals, corporate leisure transactions, asset and property deals, joint ventures and asset management agreements.



The team has deep experience in hotel transactions.  
They are definitely experts in their field.

*Chambers and Partners 2019: client feedback*



# Highlights of our recent experience

## Accor Hotels (UK)

Advising Accor on the UK and African aspects of its EUR 4.6bn demerger of the AccorInvest division, which includes the properties and business of nearly 900 of Accor's owned and leased hotels.

## Amaris Hospitality (UK)

Advising Lone Star, a US investment fund, and Hudson Advisers on the disposal of a UK portfolio of Hilton hotels and other assets forming Amaris Hospitality to LRC, an Israeli investment group.

## CDL Hospitality Trusts (Germany)

Acquisition of the Pullman Hotel Munich and its office and retail components by way of a share deal. First acquisition of the stapled trust in Germany.

## Eden Hotels (Netherlands)

Advised Eden Hotels, the owner of the American Hotel in Amsterdam, on several agreements, including a franchise agreement concerning the rebranding of the American Hotel to Hard Rock Hotel Amsterdam American, a brand of Hard Rock International.

## Fattal Hotels (Israel, UK and Ireland)

Advising Fattal Hotels, Israel's largest hospitality group, on the GBP 800m acquisition, with Pandox, of the 36 hotel operating businesses and brand of the Jurys Inn Group, with leases from Pandox for 20 of the properties, and on the GBP 115m acquisition, with Pandox, of the Midland Hotel Manchester.

## Maple Hotels (UK)

Advising Oaktree Capital, a US investment fund, and Westmont on the disposal of a UK portfolio of seven franchised Doubletree by Hilton hotels to LRC and Amaris Hospitality.

## Plaza La Serrezuela Trust Fund (Colombia)

Advising Promotora ACOHEN on the construction of the Cultural, Commercial and Gastronomical centre located in the old city of Cartagena, Colombia and valued at USD 100m.

## Internationally-renowned developer (Oman)

Advising an internationally-renowned developer on the proposed re-development of the Matrah Waterfront into a world-class, waterfront mixed-use destination through a joint venture with Omran. The 'Mina Sultan Qaboos Waterfront' is being redeveloped into a USD 1bn integrated tourist port and lifestyle destination that includes hotels, residences, as well as a dining, retail and leisure offering.

## Advance / Newhouse Partnership (UK and Netherlands)

Advising on the acquisition of Stage Entertainment, one of the world's largest theatre producers and owners, from CVC Capital Partners and Joop van den Ende. The transaction included advice from over 100 CMS lawyers across the UK, Netherlands, Germany, Spain, Italy, Russia and France.

## Event Hotels (Germany)

Advising Event Hotels as co-investor and operator on the acquisition of a real estate portfolio consisting of 13 hotels in Germany and the Netherlands with a total volume of EUR 530m.

## NH Hotels (Belgium)

Advised NH Hotels on two long-term (20 years) retail lease agreements related to the emblematic Bloom! and Berlaymont hotels located in the city centre and the European district of Brussels. Our advice covered real estate issues related to the mandatory law on retail lease agreements as well as tax issues.

## Vienna House International (Austria and Poland)

Advising Austria's largest independent hotel chain on a long-term lease of a new hotel in Warsaw, and associated agreements, including a pre-opening agreement, as well as the financing of another hotel in Poland.



## Get in touch

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