

Your World First

C/M/S/

Law . Tax

Corporate Real Estate

August 2017

Why CMS?

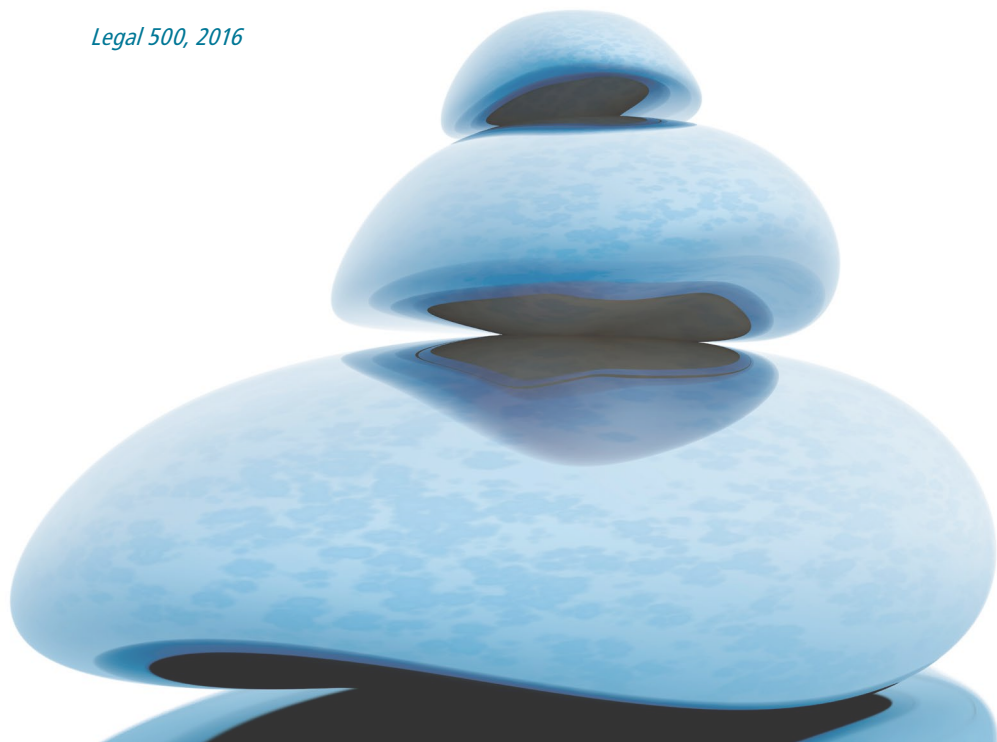
Find out what makes us stand out from the rest:

- Our lawyers take their work seriously, not themselves.
- Our structure allows both our clients and our associates an **easy access to partners**, helping to **nurture talent and solve issues swiftly and efficiently**. We focus on practicing law with the sophistication of larger organisations while maintaining the passionate involvement of a smaller firm. Like our clients, we are entrepreneurs and we understand what makes the difference.
- We **invest in long-term partnerships** with our clients, building a genuine knowledge of their business and generating win-win formulas. This is why we introduced a range of **alternative pricing models** (including time based, budget based, tranche based and result based models).
- Furthermore, we believe in reasonable, realistic pricing and value for money, a formula that has allowed our business to continue to grow year after year.
- We **operate in an efficient and transparent way**, fees and arrangements are clear. A dedicated secure extranet can be set up for clients willing to check the progress of their transactions.
- We work hard to be a truly client-focused law firm. This means understanding the unique needs and challenges of each market sector and providing a service that's tailored to the particular concerns and requirements of each client.



"Clients appreciate the 'accuracy and speed' of advice provided by CMS."

Legal 500, 2016





Our Real Estate Expertise

Our real strength lies in combining our knowledge of the commercial property sector with the particular skills of specialist lawyers within the firm – such as finance, corporate transactions and structures and taxation.



A Proven Track Record

Offices

- Advising **M&G** on the acquisition of a €40m office building at Rue Guimard in Brussels.
- Advising **Fidential Belux Investments** on the acquisition of an office building at Boulevard de la Plaine in Brussels.
- Advising **Unibra**, a NYSE/Euronext listed company, in the acquisition of several office buildings in Brussels.
- Advising the **Kreglinger Group** on their acquisition from Swiss insurer Helvetia of an office building in the Brussels Central Business District.
- Advising **Helaba** on their €120m financing package provided to Hana Genii in connection with their acquisition of the Square de Meeûs building in Brussels.
- Advising **Helaba** on the financing of the acquisition of the Marnix building in Brussels by GAC (€70m).
- Advising **Helaba** on a €200m package provided to Hannover Leasing in connection with their acquisition of the Covent Garden building (Brussels).
- Assisting **Siemens** on the sale and leaseback of some of its Belgian real estate assets.
- Advising **Aareal Bank** on €152m credit facility to Hannover Leasing in connection with the “Belair” project in Brussels.
- Advising **Savills AM** in connection with the disposal of several properties in Belgium.
- Advising **AEW Europe** in connection with the letting of a major office building in Brussels.
- Advising **ING** and **KBC** on their new €120m revolving credit facility to Banimmo.
- Advising **Bureau Happold** in respect of the renovation of the future headquarters of the Council of the European Union.

Shopping Malls & Retail

- Advising **Mitiska**, a Belgian Investment and Asset Manager, on the development of a 13,000 sqm. retail park in the south of Belgium.
- Advising **Unibail Rodamco** and the winning consortium on the €550m redevelopment of the Heysel site (Project NEO).
- Advising **Klépierre** in connection with the extension of a shopping mall in the Brussels vicinity.
- Advising **Aareal Bank** on the €80m financing of the extension of the Ville 2 shopping mall, in Charleroi.
- Advising **several major international retailers** on the occasion of their expansion on the Belgian market and beyond.

Elderly Homes

- Advising **Terrebois** on the sale of an SPV owning an office building to be converted into a nursing home.
- Advising a **Flemish developer** on multi-purpose project including an elderly home near Brussels.
- Advising **Aedificia**, a Belgian REIT, in several new financings.

Logistics

- Advising **AMP** in connection with several warehouse disposals.
- Advising **ULogis** on refinancing their central European activities.
- Advising **Unibra** in its acquisition of a warehouse in the Brussels vicinity.

Residential

- Advising a **leading Belgian developer** on the tax structure of a large mixed use complex in Brussels (residential, retail and parking).
- Advising a **consortium of Belgian developers** on tax issues regarding the “Coronmeuse” project in Liège, a large residential project (1327 units).
- Advising private real estate investment fund, **Belgian Land**, and its partner, on the sale of a residential project (92 units) in Brussels to Belgian REIT Home Invest.

Student Housing

- Advising a **leading Belgian developer** on the tax structure of a large student housing project in Brussels (170 units).
- Advising a **private developer** in connection with the construction and subsequent sale of a student housing project (200 units) in Brussels.

Hotels & Leisure

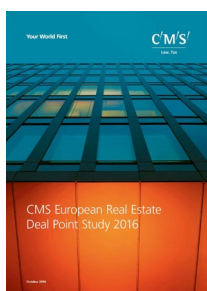
- Assisting **Prime City** in connection with the acquisition of the former Sheraton hotel, Belgium’s largest hotel.
- Advising **NH Hotels** in connection with the renegotiation of their emphyteutic lease on a major hotel in Brussels owned by WestInvest.
- Advising **NH Hotels** in connection with the development of a new 180 rooms hotel in Antwerp.
- Advising **SocGen** on a Euro-PP issue by a Belgian hotel developer and operator.
- Advising **M&G** on the sale and leaseback of premium sports and leisure facilities operated in Brussels by UK group David Lloyd.
- Advising **Peronnes Invest** on the acquisition of a 270 ha site for the development of a leisure/outdoor centre on the French border.
- Acting for **Aareal Bank** in connection with the refinancing of several premium hotels in Brussels and Paris.
- Acting for **Calyon** in connection with the financing of Dolce hotel/conference centres in the Brussels and Paris vicinity (€72m).

Brochures, Newsletters & Events



CMS Guide to Real Estate Transaction Costs in Europe

Comparing real estate investment values across Europe provides only part of the picture. For a true comparison, the investor will also take account of transaction costs and taxes, which can differ widely from one jurisdiction to another. This CMS guide provides a clear comparison across the principal European countries. The quotes assume a single investment property acquisition or disposal or single corporate acquisition or disposal as appropriate.



CMS European Real Estate Deal Point Study

The study provides an overview of current best practice in property purchase agreements, in relation to both asset and share deals. It reflects the behaviour of strategic buyers and sellers as well as private equity investors and private investors with regard to the inclusion of specific contractual conditions. It highlights the common features of contract practice within Europe as well as the differences that exist.



Overview of retail lease agreements in Europe

This guide summarises the main provisions applicable to retail lease agreements across a number of the principal western and central European jurisdictions.

CMS e-Guide: 12 Questions on Real Estate

Investing in real estate across Europe involves much fact-finding and decision-making. Before an investment decision can be made there are often many questions that need to be answered. This CMS e-Guide has been designed to help make those decisions easier by providing instant answers to 12 of the questions most commonly asked. It is in an easy-to-follow format and covers 16 different European countries.

Find out more on: http://eguides.cmslegal.com/12_questions_real_estate

CMS e-Guide on Real Estate Finance

Our Real Estate Finance team combines the expertise of both banking and real estate practices. Our experienced European teams have secured a leading position in an increasingly sophisticated and fast-changing market, providing innovative, commercial advice to the full range of market participants. CMS has a successful track record advising a wide variety of domestic and international clients including financiers, developers, real estate trusts and funds on all aspects of real estate investment and development financing.

Find out more on: http://eguides.cmslegal.com/real_estate_finance_14

Law-Now

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- Zones: areas of in-depth analysis on particular topics
- Seminars and training from across CMS

Real Estate events

The real estate team regularly organises real estate events to cover hot topics for the real estate sector. Such events are both an occasion to inform you of the latest developments and a chance to catch-up with industry colleagues.

The Dedicated Corporate Real Estate Team



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"The team 'is able to give advice on a wide range of real estate-related questions, from town planning to tax issues.'"

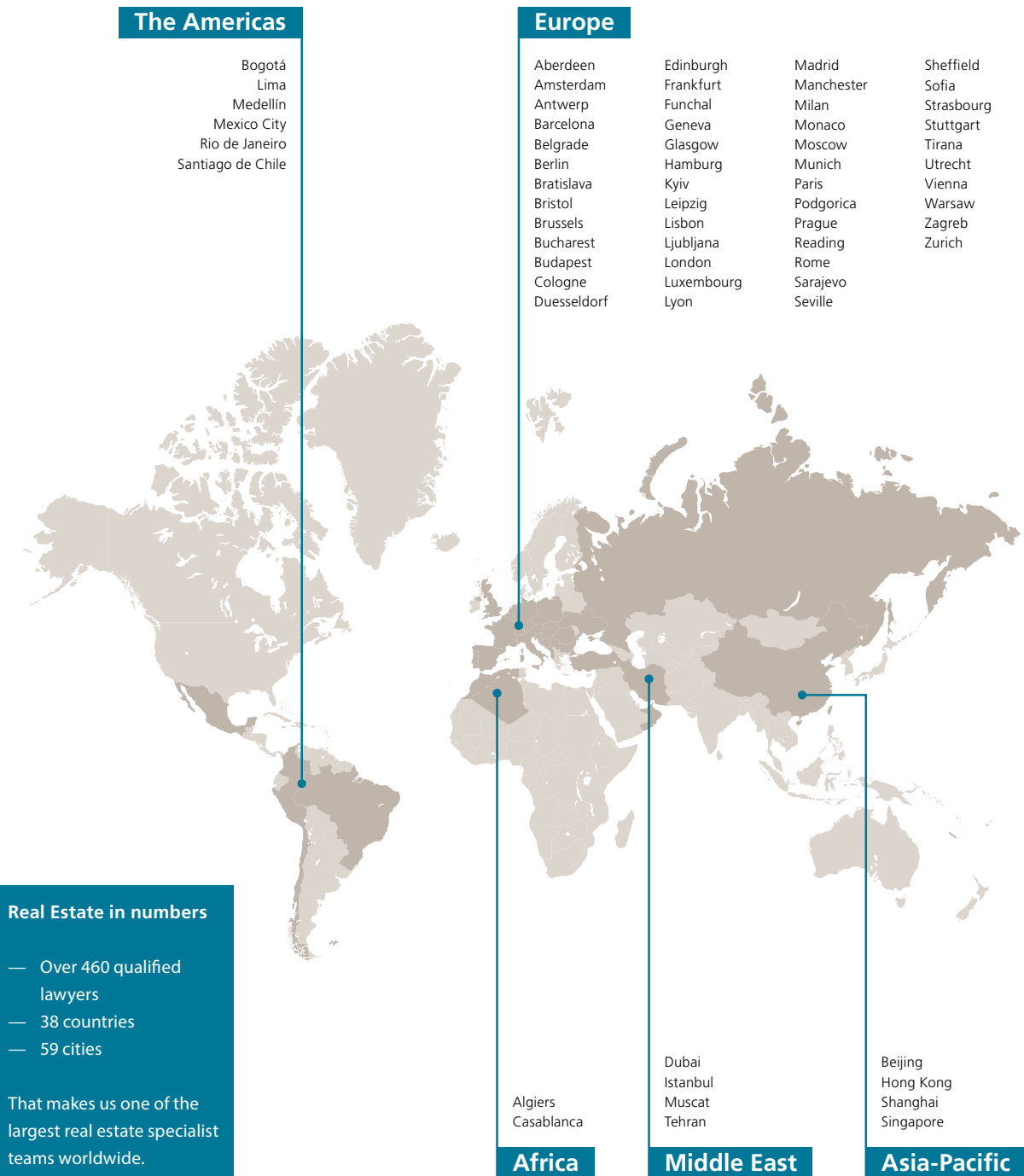
"They are efficient and can work quickly when needed."

Chambers Europe, 2016

Real Estate worldwide

At CMS, we believe that delivering real value only happens when we work from a point of total client understanding and commitment. We call this philosophy ‘Your World First’.

Your World First puts client success ahead of anything else. It speaks to our deep expertise and the focus we put on advice, insight and execution that enable our clients to move ahead in their chosen markets, fulfilling strategic ambitions and being a benchmark for best practice.



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CMS DeBacker is a member of CMS, the organization of independent European law firms delivering legal and tax services in Europe and beyond. CMS employs 4,500 legal professionals and operates in 71 offices world-wide.

CMS locations:

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