

Your World First

C/M/S/

Law . Tax

Number 1 Hotel Lawyers in Europe

Supporting your business wherever you need us

October 2015

Key facts and figures

> 800 partners

> 3,000 lawyers

33
countries

53
cities

59
offices

> 5,500 staff

Why CMS?

Using a law firm that understands your business and your industry means you get better, more relevant, advice more efficiently. CMS lawyers think globally and act locally.

At CMS, we immerse ourselves in our clients' business. This enables us to deliver the most effective legal and tax solutions. Both leading domestic and major global corporations work with our 3,000 lawyers across our 59 offices in Europe, Russia, China, North Africa and South America.

Clients select CMS because we have the most extensive footprint in Europe of any firm. We provide local and industry sector insight, global project management and our specialist teams work hard to add value to their projects, wherever they are taking place.

Each CMS firm is well-established in its own jurisdiction and is well-versed in collaborating with colleagues on multi-jurisdictional projects. Our clients expect the best, and we focus on delivering the best. It is all part of creating and maintaining strong relationships built on trust.

Recognising that clients are increasingly looking for a small number of law firms that can deliver consistent and coordinated service across jurisdictions, we have invested in initiatives and systems to do just that. We've also invested heavily in our people, ensuring they have market-leading expertise in specific legal practice areas and business sectors.



Superior experience and knowledge

Top-standard service in all respects

Skills and great sector knowledge

Solve issues in a very constructive way

Extensive knowledge of the local market

Thinks from a clients' perspective to come up with effective advice

Excellent industry knowledge and gives concise to-the-point advice

Legal 500

What makes us different?

Operating or investing in an hotel property or business can raise a wide range of complex legal questions. As a result, truly sound advice in this field needs to cover not just real estate matters but also labour, corporate, environmental, tenancy and construction law issues.

The CMS Hotel & Leisure Group has an unrivalled profile in this sector. Whether advising owners, investors, operators or lenders, we have been involved and continue to be involved in the main hotel transactions and projects across Europe. We are acknowledged by the Legal 500 directory as the number 1 UK law firm for the hotel industry since 2004.

Our team comprises more than 100 highly-skilled lawyers with international experience in the sector advising on construction and development projects, disposals and acquisitions, leases, management and

franchise agreements, financing and structuring, tax-related matters as well as operational issues, often with a cross-border element.

Using lawyers who are known in the industry means you get access to the latest information, ideas and opportunities. We can introduce you to other advisers and players in the hotel sector, including operators, purchasers, vendors and developers of hotels, construction firms, financiers and investors – contacts who may be beneficial to your business.



Very proactive. They always give solid commercial legal advice.
They are consistently very good.

Group Legal Affairs Director, hospitality industry

CMS are, in our view, the real specialist of the hotel business.

Global hotel operator: client feedback

CMS is Europe's leading law firm for the hotel industry



Our experience



Aberdeen Asset Management

- Advised on its acquisition of Malmaison Aberdeen and the purchase and forward funding of a Premier Inn in St Andrews, Scotland

Accor

- Advised on the sale of three Ibis Hotels and one Mercure Hotel in the Netherlands to different investors
- Advised in the sale and management back of the Sofitel la Défense to Algonquin
- Advised on the site acquisition and subsequent development of Novotel Canary Wharf and Ibis Canning Town in London

ACG Capital

- Advised in the sale of its majority shareholdings in Belambra to Caravelle

Aedes Real Estate and UBM Realitätenentwicklung

- Advised clients on various agreements with Hyatt for the development and operation of Hyatt Regency hotel in Amsterdam

Bank Leumi

- Advised on financing of the Leonardo Royal Munich Hotel with Fattal Group

Bouwinvest Dutch Institutional Hotel Fund N.V

- Advised Dutch pension fund on acquisition of Room Mate Aitana hotel at IJDock, Amsterdam

Credit Suisse AG

- Advised on various hotel acquisitions (including hotel portfolios) for a Swiss real estate fund managed by Credit Suisse

Grand City Hotels

- Advised on the sale and lease back of 4 hotels in Germany operating under Wyndham Köln, Tryp by Wyndham and Accor brands
- Advised on strategic partnership with Wyndham Hotel Group, resulting in the affiliation to Wyndham Hotel Group of 43 hotels, mainly located in Germany, totaling 5,400 rooms
- Advised on the sale and lease back transaction with Invesco for the 189-key Park Hotel in Amsterdam

Hypo Alpe Adria Bank

- Advised in relation to the acquisition of hotel Lišanj in Croatia

IHG

- Advised in relation to the sale by IHG Hotels of its majority interest in the Hotel Holiday Inn in Madrid and franchise agreement with purchaser

Interstate Hotels and Resorts

- Advised Interstate in relation to setting up of operations in Bosnia for management of three hotels in Sarajevo, including Residence Inn and Courtyard by Marriott



Invesco

- Advised Invesco on the acquisition of Radisson Blu Hotel in Cologne from a group of Irish stakeholders

Kennedy Wilson

- Advised on purchase of Fairmont Hotel, St Andrews, Scotland

Kvarner Riviera Hotel

- Advised buyer in relation to acquisition of historic Hotel Therapia in Crikvenica, Croatia

Lloyds Banking Group

- Advised shareholder and mezzanine lender in relation to refinancing and sale of 50% equity stake in the Savoy Hotel in London

LRG

- Advised on the sale of 22 Holiday Inn & Crowne Plaza hotels to Kew Green

M&G Real Estate

- Advised on the disposal of portfolios of Travelodge Hotels across England and Scotland

Nobu Hotel

- Advising private investors on the management contract for the Nobu Hotel Shoreditch, London

Riverland

- Advised on the acquisition of five star deluxe hotel Amsterdam Pulitzer, from Blackstone

RIU Hotels & Resorts

- Advised buyer in relation to the acquisition of Radisson Blu Resort Marina & Spa in Saint Martin

The Royal Bank of Scotland

- Advised on the financing of Starwood Capital's acquisition of the Roxburghe Hotel in Edinburgh

Sankaty and Canyon Capital

- Advised on the acquisition of six De Vere Hotel and Golf Resorts

Santander

- Advised on the financing of Westmont Hospitality and Mount Kellet Capital Management's acquisition of the 5 star Lowry Hotel in Manchester

STAG Europe

- Advised real estate developer on several agreements with Starwood for development and operation of the W Amsterdam

Standard Life Investments

- Advised on acquisitions of ground leases of four Scottish hotels

West Register

- Advised West Register, RBS' vehicle for distressed properties, on sale of hotel in Edinburgh operated under the Doubletree by Hilton brand

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