

Cutting-edge real estate

Real Estate

Real Estate 2022



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Globalisation, political turbulence, changes in urban living patterns, increased digitisation, shifting consumer behaviour and flexible working are just some of the issues that are transforming the demands on the built environment. The challenge facing the real estate sector will be how it balances consumers' needs whilst generating high returns and tackling climate change.

As the world emerges from the pandemic, the way people work, live, shop and how and where they spend their leisure time has been re-imagined. This now needs to be reflected in a reinvented built environment.

The real estate sector has given ESG criteria serious consideration when planning new developments for some time. Businesses investing in, building and occupying real estate have ambitious NetZero targets and a major source of emissions is the real estate they own and occupy. But there are still a number of challenges for the sector in this area, including a lack of agreed standards and reporting requirements. Regulators are working to create new uniform ESG requirements as these currently differ across countries and present challenges to companies operating internationally.

The industry's views on the market in 2022 reflect optimism after a period of real turbulence and concern. From a desire to invest in creating the towns and cities fit for future needs to an ambition to reach Net Zero. While property owners and investors create strategies to align with the new world that has emerged post-pandemic, the most forward-thinking will have also noted consumers' increased focus not only on healthcare, but wellbeing derived from healthy spaces. Investors, developers or owners who can create places that address these concerns will be the closest to creating the built environment that sits in people's imaginations.

If you would like to discuss any of these issues, or anything else, we would be delighted to have a conversation with you.



Real Estate +

We are one of the few law firms that can support you across the full life cycle of an asset: from financing, acquisition and development, its construction, through asset management and optimisation, to eventual sale. But our expertise goes far beyond the traditional boundaries of real estate law.

Our outstanding lawyers are experts in areas ranging from fund formation and management to environmental regulation, from construction disputes to tax planning. We can help protect your brand and reputation just as much as we can help you manage a joint venture agreement or employment issues.

As a firm with a top-tier international tech practice acting for innovators, we have a cutting-edge understanding of the synergies – and problems – that arise at the intersection of property and new technology.

And our top-tier energy practice enables us to advise on the real estate aspects of projects to develop a more sustainable world including wind farms, solar farms, electrical interconnectors, battery storage, and energy from waste schemes.



Global vision

All good real estate lawyers understand their local markets. But many clients need a global perspective too – of the kind that CMS, as one of the world's largest law firms, can offer. Whether your concern is a cross-border transaction or international arbitration, global

fund distribution or international portfolio management, we have people with the right knowledge and experience for you.



Building the future

CMS is ahead of the curve on legal and regulatory issues. Our partners play prominent roles in professional real estate bodies, setting standards and developing regulatory frameworks. But we engage with bigger questions too.

Urbanisation, climate change, demographic developments and new technology are just some of the factors that are shaping the global real estate market. We can help you understand and assess these trends: anticipating change, protecting key assets and ensuring that your business is fit for the future.



Case studies

The smartest building in the world: The Edge in Amsterdam

The Edge Amsterdam-West is a large office building under construction in Amsterdam. The office complex uses smart technology to create adaptable and intelligent work spaces that use significantly less electricity than comparable buildings. It has been labelled 'the smartest building in the world' by the media given it's green credentials and use of technology.

CMS advised Korean investor Hana Alternative Asset Management (HAAM) on the EUR 250m acquisition and development of Edge-Amsterdam West. A full service team combined its sector and technical experts to deliver a one-stop-shop for all their legal needs. This included:



property law



financing



planning and zoning



insurance



intellectual property law



acting as notary for completion



lease law



development/
construction law



energy law

Creating a new mixed-use neighbourhood and regenerating a community

CMS advised Select Property Group (Holdings) Limited (“Select”), “Vita Student” (Select’s Student Accommodation brand) and “Affinity Living” (one of Select’s PRS/BtR brands) in joint venture with Bruntwood on all aspects of the GBP 750m, 2.4m² mixed use development at Circle Square, Manchester, UK which comprises 600+ PRS/BtR units, circa 500+ student accommodation units, Grade A offices, multi-storey car park, new retail space, hotels and extensive new public realm and infrastructure improvements.

CMS created bespoke solutions that included:



The creation of a bespoke estate/development structure.



The delivery of Circle Square-wide infrastructure and public realm works.



Accommodating the public sector requirements/constraints of Greater Manchester Pension Venture Fund (GMPVF) in a development/funding JV with Select Property Group as a private sector entity.



Accommodating the requirements of a club of institutional funders in the largest regional funding of a private rented sector development, in what is still considered to be a new/emerging market.



The creation of a bespoke tax-efficient structure for both the Bruntwood joint venture and the GMPVF joint venture.



Specialist advice re tax, funding, development management and post-development operations management at the completed private rented sector development.

**Mark Dawson Executive Director/
General Counsel of Select Property
Group (Holdings) Limited**



A cross-departmental team at CMS delivered a particularly complex transaction against a tight deadline fostering excellent relations with every stakeholder. The performance to close and advice received was first class.



CMS Real Estate in numbers

>800

Largest Real Estate Team in Europe

200+

construction lawyers globally

THE LARGEST REAL ESTATE TEAM IN EUROPE

25

Tier 1 and 2 rankings in the categories real property and public law in Chambers & Partners Europe and Legal 500 EMEA

ACT FOR OVER HALF OF THE TOP 100 REAL ESTATE INVESTORS



Our track record

Accor Hotels

Sale of a pan-European hotel portfolio consisting of 48 hotels in Germany, France and Belgium to Crédit Agricole.

Allianz Real Estate and VGP

Large portfolio acquisitions of new logistics properties distributed among Czech Republic, Slovakia, France, Germany, Hungary, Italy, Romania, Spain and Austria.

Amundi Immobilier

The disposal of the Sirocco office portfolio, with assets in Germany, Finland, Austria and The Netherlands

AXA

Acquisition and GBP 1.5bn development of "Twentytwo" Bishopsgate in the City of London.

CBRE IM

Transactions relating to the sale and purchase of shopping centres, mixed-use buildings, residential assets and logistics centres.

Commerz Real

Acquisition of the "Millennium Portfolio" of Generali Lebensversicherung AG, the biggest single real estate transaction Germany in the past 10 years. The portfolio comprises 26 office, 14 residential and nine retail properties across 10 German cities.

Deka Immobilien

The EUR 460m acquisition of a Czech logistics portfolio from the CTP Group.

Delin Capital Asset Management

EUR 230m contribution of a portfolio of UK and Dutch distribution centres into a new logistics joint venture with Blackstone.

DTZ Investors

The world's first co-living fund, in partnership with The Collective and subsequent transactions.

Google

A landmark HQ in London – Google's first design and build project in the world including pursuant to pre-let agreements and self-build arrangements.

Mountpark

Restructuring of the real estate portfolio including the sale of a pan-European logistics portfolio for EUR 800m to JP Morgan

Patrizia

A tripartite joint venture and acquisition of 23 German industrial assets.

Peaksid Capital and Partners Group

Acquisition of the majority interest in the "Omega-Portfolio" for over EUR 550m. The portfolio comprises 27 office buildings and three logistics properties, located in Germany, France and the Netherlands.

PGIM

Transfer of a global property portfolio to Deutsche Asset Management. The portfolio consists of assets in 10 European Countries.

Public Authority for Housing Welfare, Kuwait

The USD 4bn South Saad Al Abdullah Smart City in Kuwait.

Quadreal and PSP

A joint venture with URW to develop Cherry Park, next to the Westfield shopping centre in Stratford, London for PRS investment.

QuadReal and Valor

Forming the pan-European logistics platform joint venture to invest EUR 1bn in urban logistics assets located in key UK, French and German cities and subsequently advised Valor on all German logistics acquisitions.

Sun Venture

GBP 552m acquisition of 1 & 2 New Ludgate from Landsec. Occupying a prominent 1.5 acre site next to the Old Bailey, the asset provides a combined 389,615 sq ft of office and retail accommodation.

Union Investment

Acquisition of a EUR 700m pan-European shopping center portfolio from Crédit Suisse comprising assets in Germany and Italy.



Working better, faster

The real estate sector is changing rapidly, and so are we. Our clients benefit from bespoke CMS-developed tech as well as industry-standard AI. Here are just a few examples of how we use technology to deliver for clients.

Delivering cost and time savings via AI

Due diligence, data and contract analysis can be time-consuming and complex. We use AI tools to review large swathes of information quickly and cost-effectively. The software enables us to cluster, compare, analyse and visualise data from multiple sources and search thousands of documents accurately. It delivers time and cost savings every time.

Increasing efficiency and reducing costs of disputes

Construction disputes, like construction projects, often involve large volumes of documentation. The CMS e-disclosure team, CMS Evidence, provides the latest e-disclosure tools to review, analyse and organise documents in a cost-effective manner. It means that CMS can scope, budget and manage the entire disclosure process from start to finish.

In a recent dispute, we reduced a set of 6,000+ potentially relevant documents to a set of 600 key documents, saving several days of manual review and thousands of pounds for our client. We also used CMS Evidence to collect and manage 3 million+ documents for a large international arbitration.

Speeding up document generation

CMS has created suites of template documents for transactional use, dramatically increasing the speed of contract production and passing on time and cost savings to our clients.

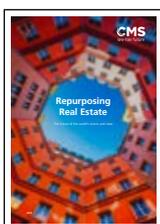
Increasing efficiency through self-serve contracts

Using bespoke technology, we have created the CMS Contract Automation Portal. The cloud-based system allows clients to generate draft documents by completing a simple questionnaire. Clients who use the portal have been able to improve the quality, consistency and speed of delivery for their documents.

Bringing you the future

As well as sharing our insights and experience with individual clients, we publish a range of material on real estate developments and trends.

Repurposing Real Estate



As the real estate world emerges from the pandemic it is clear that all around us the urban landscape is changing. Many properties are obsolete but also have exciting futures with new uses. Our town centres and cities are undergoing fundamental change – which all adds up to a world focused on Repurposing Real Estate

Logistics Unboxed Box Clever 2.0



Online demand has meant the logistics sector is continuing to thrive. The sector is proving to be one of the most resilient asset classes for the current global economic downturn. In this guide our experts look at what investors want and how to supply it, such as through planning for new buildings, as well as trends such as e-commerce and how consumers today want the convenience of shopping online to be matched by delivery speeds.

European Real Estate Deal Point study



For the latest edition of this survey of the European real estate transaction market we systematically assessed and evaluated more than 2,000 real estate agreements on which we advised in countries across Europe from the beginning of 2010 to the end of 2021. We analyse and present trends and developments in transactional practice across the continent as well as in individual countries.

Urban Being: The Future Of City Living



Urbanisation, new lifestyles, different work patterns and increasing mobility are changing Europe's cities. Our report brings an interesting insight into how 'generation rent' has become a phenomenon that goes well beyond a narrow demographic group.

Online insights



The CMS Real Deal Podcast – downloadable from your podcast provider, in this podcast series we take a step back from the legal nitty-gritty and provide insight into issues affecting the property industry.

The podcasts provide regular discussions with industry experts, designed to keep you up to date with the latest trends and debates within the industry, and which you can digest on the go.



Thousands of subscribers to our **Real Estate eAlerts** (available at cms-lawnow.com) also receive real-time updates on market news, legislative changes and significant cases.

Partnering with industry leaders

CMS has partnered with many of our clients to examine how the liquidity of real estate transactions could be improved. Together, we published a guide 'Streamlining transactions' to drive industry best practice.



Investment
Property Forum

Staff *Lawyers* *Partners*
> 8,000 **> 5,000** **> 1,200**

52 new partners in 2021, taking the total to over 1,200

Operating in | *Across*
73 cities | **43** countries

EUR
1.746bn
turnover for 2021

19 Practice and Sector Groups working across offices

Top rankings in M&A league tables by deal count
(Bloomberg, Mergermarket and Thomson Reuters)

» **#1 Germany, DACH, Austria**

» **#2 Europe, UK, Switzerland, Benelux**

The Americas

Bogotá
Cúcuta
Lima
Mexico City
Rio de Janeiro
Santiago de Chile

Europe

Aberdeen
Amsterdam
Antwerp
Barcelona
Belgrade
Bergen
Berlin
Bratislava
Bristol
Brussels
Bucharest
Budapest
Cologne
Duesseldorf

Edinburgh
Frankfurt
Funchal
Geneva
Glasgow
Hamburg
Istanbul
Kyiv
Leipzig
Lisbon
Liverpool
Ljubljana
London
Luxembourg

Lyon
Madrid
Manchester
Milan
Monaco
Munich
Oslo
Paris
Podgorica
Poznan
Prague
Reading
Rome
Sarajevo

Sheffield
Skopje
Sofia
Stavanger
Strasbourg
Stuttgart
Tirana
Vienna
Warsaw
Zagreb
Zurich



Algiers
Casablanca
Johannesburg
Luanda
Mombasa
Nairobi

Africa

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Dubai
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