

Our lawyers work across the whole of the real estate and hospitality lifecycle. Members of our team have worked on the following projects:

## Joint Ventures and Investment

- **Large Asian Joint Venture (Singapore)** – Advising on structuring, formulation and operation of a hotel management platform for hotel profiles in Asia Pacific, establishing the investment structure for the group's offshore and onshore entities, preparing the joint venture documents and preparing the business and operational agreements and templates.
- **SC Capital (Vietnam)** – Advising on the establishment of a real estate development joint venture for developments in Vietnam.

## Structuring, Financing and Tax

- **Indochina Kajima (UK/Singapore/Vietnam)** – Advising the joint venture on the establishment of a US\$1 billion real estate investment joint venture for developments and asset management in Vietnam, including multiple offshore vehicles and investment structures.
- **Elanor Investors Group (Australia)** – Advising on the establishment of Hotel Real Estate Investment Trust, which included corporate restructure and complex tax advice, the simultaneous acquisition of four new hotels with two existing hotels for funds, a new investment structure, exit of existing financing and new fund financing.

## Acquisition

- **Elanor Investors Group (Australia)** – Advising on the acquisition of hospitality assets across Australia, including New South Wales, Victoria, Australian Capital Territory and Tasmania.
- **Norfolk Group (Vietnam)** – Acting on the acquisition of the hotel and negotiation of the hotel management agreement for Six Senses Con Dao.

## Development, Construction and Planning

- **Ibis Styles East Perth (Australia)** – Acting for the owner on the development of the hotel and negotiation of the hotel management agreement.
- **Frasers Property Group (Australia)** – Advising in relation to an AU\$3 billion-AU\$4 billion urban renewal project, One Central Park, in the heart of Sydney's central business district, comprising residences (including the International Award Winning Tower), Starwood Hotel and retail and commercial components.

## Management and Operations

We have advised on property/asset management agreements, investment management agreements, hotel management agreements, branded residences agreements, leases, employment, licenses and authorisations, and supply and services agreements.

- **InterContinental Phu Quoc (Vietnam)** – Acting for the owner on the negotiation of the hotel management agreement and branded residences transaction documents.
- **Novotel Darling Harbour (Australia)** – Advising the owner on the operation and management of the hotel.

## Sale and Disposal

- **Indochina Capital (Vietnam)** – Advising on the multi-asset sale to Gaw Capital of Hyatt Regency Danang, Indochina Plaza Hanoi and two development sites with offshore and onshore structures (Awarded Vietnam M&A Deal of the Year 2015).
- **Avant Hotels (Australia)** – Acting for the owner on the sale of Crowne Plaza Perth.

## Contacts



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## Award-winning Practice

Our entrepreneurial, pragmatic and adaptable approach is focused on our clients' needs.

Members of our Hospitality & Leisure team are recognised by *Best Lawyers* and *Doyles Guide*.

Our Real Estate team has been a finalist at the *Lawyers Weekly Australian Law Awards* in 2015, 2016 and 2017.

## About Us

### Focus on Asia Pacific Hospitality Markets

We are a top 20 international law firm with one of the strongest fully integrated platforms operating across 46 offices located in 21 countries on five continents.

Across the Asia Pacific region, we have leading experience of real estate and hospitality project work. We draw on local expertise in our offices – Beijing, Darwin, Hong Kong, Perth, Seoul, Shanghai, Singapore, Sydney and Tokyo – to inform and adapt our approach to working on complex projects.

Our Real Estate Practice encompasses planning, acquisition, financing, investment, development, construction, leasing, management and sales across the full lifecycle of a project.

We have made it our business to understand every aspect of the real estate and hospitality sector. We make sure our clients benefit from our knowledge of working with a number of stakeholders to provide strategic advice, transaction implementation and legal structuring.

## Our Services

Our full-service platform brings together a team that works seamlessly and collaboratively. We deliver a holistic client experience that allows us to provide a project delivery service covering every aspect, from inception to completion. This includes advice related to:

- Real estate and hospitality
- Construction and development
- Banking and financial services
- Corporate advisory
- Project finance
- Labour and employment
- Litigation
- Health and safety
- Regulatory and environment
- Intellectual property and technology
- Competition

