



Our hotels group

Our leisure sector group

'Thanks to its large leisure-sector clients, lawyers here are an "inevitable and accomplished" feature of the hotels and leisure sector.'
Chambers 2005/6

Our leisure sector group was established to serve the needs of corporates, investors and advisors with interests in the leisure sector, with a particular focus on hotels, gaming, holidays, pubs, and sports. The group advises public and private companies, investment banks and industry associations on a range of sector specific matters.

The group helps to maintain the firm's position at the forefront of industry and regulatory developments across practice areas and jurisdictions and involves specialists from our international corporate, real estate, finance, tax, IP and anti-trust practice groups.

For the second year running we are ranked by *mergermarket* in their league tables as the leading legal advisor on leisure transactions.

2007

Mergers and acquisitions: pan-European announced deals 01/01/2007-31/12/2007

Law firm	Rank	Value €m	Number of deals
Freshfields Bruckhaus Deringer	1	8168	7
Herbert Smith/Gleis Lutz/Stibbe	2	5882	6
Ashurst	3	5201	9
Allen & Overy LLP	4	4936	7
Slaughter & May	5	4481	7
Hengeler Mueller	6	4150	3
Weil Gotshal & Manages	7	3483	3
Sullivan & Cromwell LLP	8	3317	2
Linklaters	9	3277	9
Matheson Ormsby Prentice	10	2807	4

2006

Mergers and acquisitions: pan-European announced deals 01/01/2006-31/12/2006

Law firm	Rank	Value €m	Number of deals
Freshfields Bruckhaus Deringer	1	11643	22
Clifford Chance	2	8771	22
Ashurst	3	5264	18
Linklaters	4	4801	12
DLA Piper	5	4319	19
Allen & Overy	6	3921	13
Slaughter and May	7	3462	10
Travers Smith	8	3012	15
Plesner	9	2628	4
Waselius & Wist	10	2628	1

Our hotels group

In the hotel sector we advise investors, real estate companies, financiers, hotel operators and outsourcing companies.

In addition to acquisitions, sales and financings, we have advised on hotel management contracts, development projects, sale and leasebacks and other outsourcing arrangements. We have advised on both portfolio and single hotel transactions in numerous major cities, including Barcelona, Berlin, Brussels, Düsseldorf, Frankfurt, Hong Kong, London, Madrid, Milan, Paris, Singapore and Vienna.

Our hotels experience

Our principal recent hotels experience includes advising:

- **Carlson** on its worldwide joint venture with SAS in relation to the Radisson SAS hotel chain, involving 252 hotels;
- **Compass Group** on its sale of Le Meridien Hotel, Gatwick;
- **De Vere Group** on its £186m disposal of The Belfry Hotel and golf business to Quinn Group; and its takeover by AHG Venice;
- **Dubai International Capital LLC**, the international investment arm of Dubai Holding, on its £675m acquisition of Travelodge Hotels from Permira Funds;
- **HOST** on the acquisition of Marriott Hotels in Brussels;
- **Lehman Brothers** (which owned the majority of the debt) on the restructuring of the Le Meridien hotel group. This transaction involved a large multi-jurisdictional restructuring, five separate but inter-conditional sale and purchase agreements (including the sale of Le Meridien brand and the management contract business to Starwood Hotels and the sale of the hotel assets to a joint venture between Lehman Brothers and Starwood Capital), a refinancing of more than €1bn and the winding up of the large rumpco group;
- **Lehman Brothers** on the disposal of the Forte Village in Sardinia;
- **Morgan Stanley Real Estate Fund** on the acquisition of 10 Hilton Hotels from Hilton for €566m (Düsseldorf, Dresden, Weimar, Paris Charles de Gaulle, Strasbourg, Zurich, Brussels, Barcelona, Luxembourg, Canary Islands);
- **Queens Moat Houses** on the sale of hotels in Cambridge, Windsor and York; and
- **Starman Hotels** on the disposals of the Penina and Dona Filipa Hotels in Portugal, the Gallia Hotel in Milan, the Apollo Hotel in Amsterdam and Phoenicia Hotel in Malta.

Other recent hotels experience includes advising:

- **Bannimo**, an Affine group subsidiary, on the acquisition from AEW Capital Management of the 'Dolce Company' hotel and conference centre, located in the Chantilly forest and totalling 80 hectares;
- **The Blackstone Group** on the acquisition of the Nikko Hotel in Düsseldorf; the formation of a joint venture with a German hotel operator; and the acquisition and financing of the Marriott in Munich;
- **The Blackstone Group** on the acquisition of 13 hotels and the respective operating companies from Interhotel Group via an auction procedure;
- **Cinven** on the acquisition of Occidental Hotels;
- **Club Mediterranée** on the sale and leaseback arrangements for numerous villages around the world;
- **Commerzbank AG Sucursal en España** on the €50m financing provided to Omega Capital and Orient Express through two Spanish special purpose vehicles created for the acquisition of a 99.2 per cent interest in Hotel Ritz Madrid, S.A;
- **Dubai International Properties** on its \$12bn series of agreements for real estate development projects in partnership with CDG, a subsidiary of the Moroccan Government. The agreements include the \$500m Marina de Casablanca development comprising hotels, residential accommodation, offices, retail and entertainment facilities;
- **Four Seasons Hotels and Resorts** on the lease agreement for the first Four Seasons Hotel in Germany in Berlin;
- **Goldman Sachs** and **Westmont Hospitality** on their disposals programme for Queens Moat Houses;
- **London & Regional Properties** on the acquisition of the Hilton Hotel Frankfurt from an open-ended real estate fund of DB Real Estate Investment GmbH;
- **Marriott Corporation** on the development, construction and management of the Marriott hotel in Vienna and on the development of a hotel project in Tyrol (Austria);
- **Morgans Hotel Group** in relation to Lehman's exit from the St Martins Lane/Sanderson joint venture;
- **Mountain Capital** on the acquisition of two hotels in Berlin operated by Park Plaza Hotels Europe;
- **Mountain Capital** on the acquisition of three hotels located in Munich and Frankfurt operated by Accor Group;
- **P&O** on its £102m sale of La Manga Club, the luxury sports and leisure resort, to the Spanish leisure and property company; MedGroup. La Manga Club includes two luxury hotels, three golf courses and a tennis centre based on 494 hectares and is situated on the Costa Cálida in South East Spain;

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- **Scottish & Newcastle** on the sale of the Premier Lodge Hotels business;
- a private Middle Eastern investor on the acquisition of a UK luxury five star hotel and golf business;
- a private Middle Eastern investor on the acquisition and management arrangements of a five star luxury hotel in central London; and
- a private Middle Eastern investor on the development and management arrangements for a new five star luxury hotel in the Middle East.

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