

TaylorWessing

RE charge,
new,
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Hotels, Hospitality & Leisure



The highly ranked Hotels, Hospitality & Leisure group at Taylor Wessing comprises specialist lawyers drawn from across our international network of offices. We advise on hotel, hospitality and leisure projects and transactions around the world.

We consider hotels and hospitality not only a special asset investment category that is subject to particular rules. More than any other real estate asset, the success of a hotel and other hospitality sites also depends on its location, the national and political economy and in particular its management. We are aware of these factors and always keep them in mind when providing our advice.

As one of the leading law firms in the hotel and hospitality industry, we strive to understand our clients' business and the economic framework in which it is operating in.



Market leading

The Hotels & Hospitality team is consistently top ranked by the legal directories.

Industry driven experience

Our team regularly advises on complex and cross-border deals as well as expansions to foreign markets. We have a genuine knowledge of “what’s market” through our deep understanding of the hotel & leisure industry, its markets, brands and participants.

Commercial and forward thinking

A proactive team with a commercial and pragmatic approach to finding creative solutions. We operate in dedicated teams with partners actively involved throughout the process and controlling each deal.

Excellent client service

We understand the importance of delivering excellence to our clients. Through our network of clients and relationships, we facilitate and create opportunities for our clients and effect introductions wherever we can.

Diverse and fully integrated team

The team is drawn from lawyers working seamlessly together across: Real Estate, Public Law, Corporate, Employment, Construction, Intellectual Property, Finance, Public Investment, Tax and Disputes.

We build long term relationships

Developing close ties and common understanding with our clients, builds trust, confidence and efficiency.



Hotels, Hospitality & Leisure group

Developers | Owners | Investors | Operators | Brand owners | Funders |
TravelTech | Financial Institutions

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The team are very pragmatic, commercial. I am very impressed with them due to their industry-specific knowledge.

Chambers and Partners

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Outstanding expertise and practical advice at eye level.

Legal 500 2024



**Practical, pragmatic,
solution-oriented,
great at personal level,
innovative approaches
to complex issues.**

Legal 500 2024



The team is not only highly professional, but also thinks pragmatically and deal-oriented when it comes to solutions. This is an unbeatable advantage for the team, because at the end of the day almost every negotiation is a deal and thinking in terms of positions doesn't help – and the Taylor Wessing team has understood this very well and practices it in an exemplary manner.

Legal 500 2024

| We pursue an industry focus

All lawyers at Taylor Wessing are not only masters in a certain legal field but also focus on a specific industry. Depending on the client's needs, we compose a team of members who have expertise both in a legal field and in an industry sector.

All members of the "Hotels, Hospitality & Leisure" Group do not only provide a deep understanding of the commercials of the hotel industry but also share a common passion for this sector. Bearing in mind the economic consequences of our advice, it is our duty to provide you with the legal solutions that fit best not only from a legal perspective but also from a business perspective.



Since many of the projects that we undertake require input from various legal areas, the group is made up of specialist lawyers from the following key areas:

**Mergers and Acquisitions/
Joint Ventures**

- Acquisitions and disposals
- Sale and lease/manage back
- Joint ventures
- Opco/Propco structures

Corporate and Commercial

- Hotel operating agreements
- Hotel franchise agreements
- Hotel management agreements
- Immigration and employment
- Hotel operating agreements

IP/IT

- Trade marks and brand protection
- GDPR/data protection and big data
- OTAs and E-commerce

Real Estate and Construction

- Development
- Planning and environmental
- Turnover and operating leases
- Hotel transactions regarding single hotels and portfolios by asset or share deals, forward deals, sale-and-lease back structures as well as structuring and negotiation of joint venture agreements
- active portfolio management and development (anstellen von Development)
- Securing the property
- Negotiation and conclusion of construction and project management agreements
- Negotiating and dealing with public authorities and neighbours

Disputes

- Dispute resolution
- Arbitration
- Contract disputes

Finance

- Acquisition financing
- Investment and development financing
- Loan to own
- Common and alternative financing models
- complex financing structures incl. joint ventures
- Cross-border financing and funds



The team has broad knowledge, extensive experience and very good negotiation skills.

Chambers Europe 2024 (Real Estate)



They act super professionally, always providing input and support to the process.

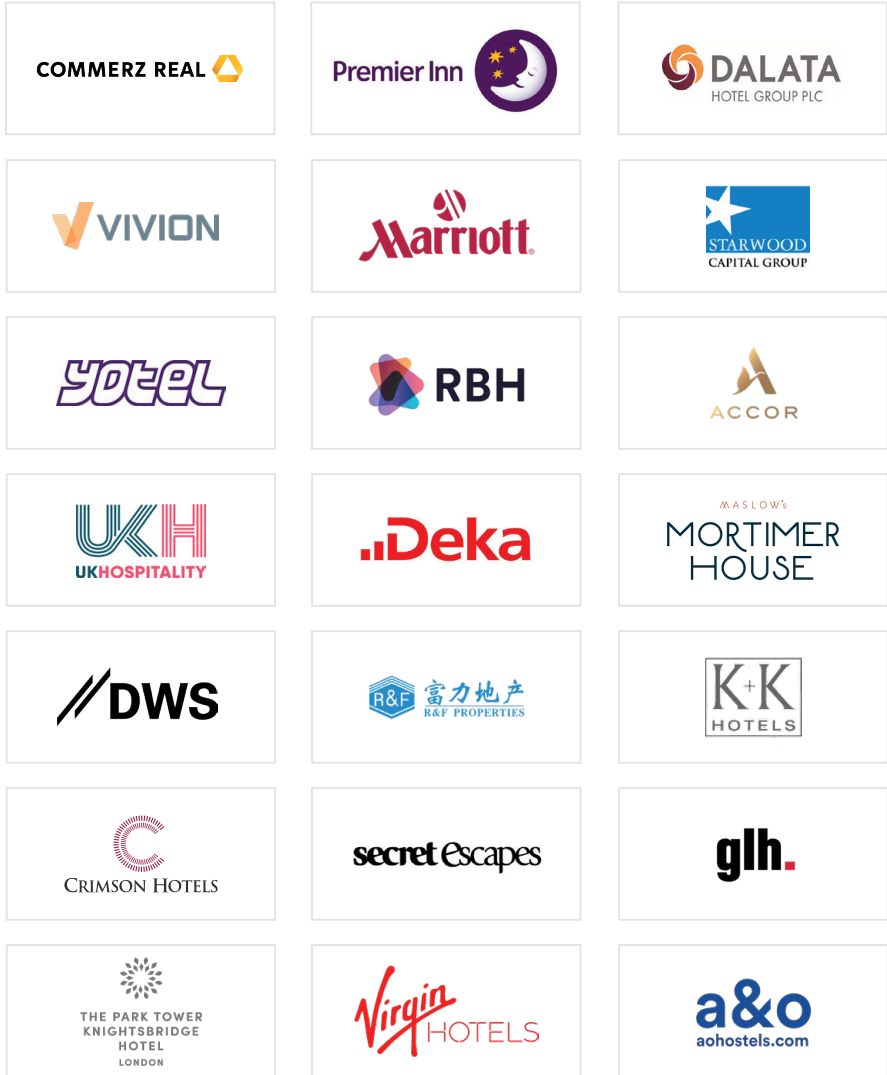
Chambers Europe 2024 (Real Estate)



Taylor Wessing provides fast responses and a comprehensive service.

Chambers Europe 2024 (Real Estate)

Our clients (selection)



CORUM
INVESTMENTS



DZ HYP

LR
LONDON + REGIONAL PROPERTIES



canada **life**



Damm



SMALL
LUXURY
HOTELS
OF THE WORLD

pphe
HOTEL GROUP



edyn



art'otel

Ruby | HOTELS



Our experience

Global

YOTEL on multiple Hotel Management Agreements including the Hotel Management Agreement for the YOTELPAD Stratford and amendments and extensions to existing to the YOTEL HMAs in Asia and Europe; and various data protection / GDPR issues.

Global

PPHE on its commercial agreements with Radisson Hotel Group (RHG) enabling PPHE to develop and operate Radisson Collection, Radisson Blu and Radisson RED branded hotels and RHG to develop and manage art'otel and Park Plaza branded hotels in multiple countries throughout the world.

Global

YOTEL on its \$250m strategic joint venture partnership with Starwood Capital Group. We have also advised on HMAs for projects in London, Singapore, Miami, Boston, San Francisco and elsewhere.

Europe

Starwood Capital Group on the hotel management arrangements for a proposed pan-European strategic alliance joint venture with a hotel operator across Europe.

Europe

Invesco Real Estate on its strategic long-term joint venture partnership with Westmont for a £500m pan-European hospitality portfolio across Germany and The Netherlands including in relation to the portfolio and individual franchising arrangements with IHG.

Europe

RBH Hospitality Management on multiple Hotel Management Agreements including three with Covivio, formerly Foncière des Régions, the fourth-largest REIT in Europe with a portfolio worth an estimated €23 billion.

UK

Accor on their joint venture investment into the innovative joint venture AGO Hotels platform, including branding arrangements. AGO secured an initial nine hotels from the Travelodge CVA which will be branded as Ibis budget hotels with the platform open for further hotels to join.

UK

Clal Insurance on an agreement with PPHE Hotel Group to participate as a cornerstone investor in its new European Hospitality Real Estate fund of up to €250 million equity.



The team is hard-working, enthusiastic, and extremely responsive. They have a comprehensive understanding of the hospitality industry, including acting for all the different stakeholders in the value chain.

UK

R&F Properties on a £775m refinance with a consortium of lenders, which will allow it to complete work on the flagship One Nine Elms project in London including the Park Hyatt London River Thames Hotel and Residences.

We also advised R&F on HMA, Residential Marketing License Agreement and suite of Residential Agreements with Hyatt for the development of the Park Hyatt London River Thames Hotel and Residences.

UK

London & Regional Properties on a franchise agreement with Radisson, a HMA with Melia for a hotel in Rhodes, and a hotel and restaurant franchise agreement for the Nobu Hotel in Ibiza and Portman Square, London.

UK

UHNW family in relation to the redevelopment and related proposals for the Westbury Hotel in the West End of London and the hotel management agreement with Marriott International for its operation as a St. Regis Hotel, the first in London.

UK

RBH on the portfolio management agreement for the operation of 20 Q Hotels purchased by Aprirose for £525m and management agreements for over 200 hotels for a wide variety of branded and unbranded hotels as well as on novel hybrid lease structures.

UK

glh. hotels on a Franchise Agreement and related suite of agreements for the **Hard Rock Hotel**, London together with a Hard Rock Cafe and 'Rockshop' on the site of the current Cumberland Hotel at Marble Arch.

UK

Crimson Hotels on the purchase of the 130 key Curio Collection by Hilton branded Trafalgar Hotel, London which was marketed for sale at £130m and an associated £250m refinancing of two other hotels.

UK

Vivion on the acquisition of Hotels with an aggregate value in excess of £1.5bn:

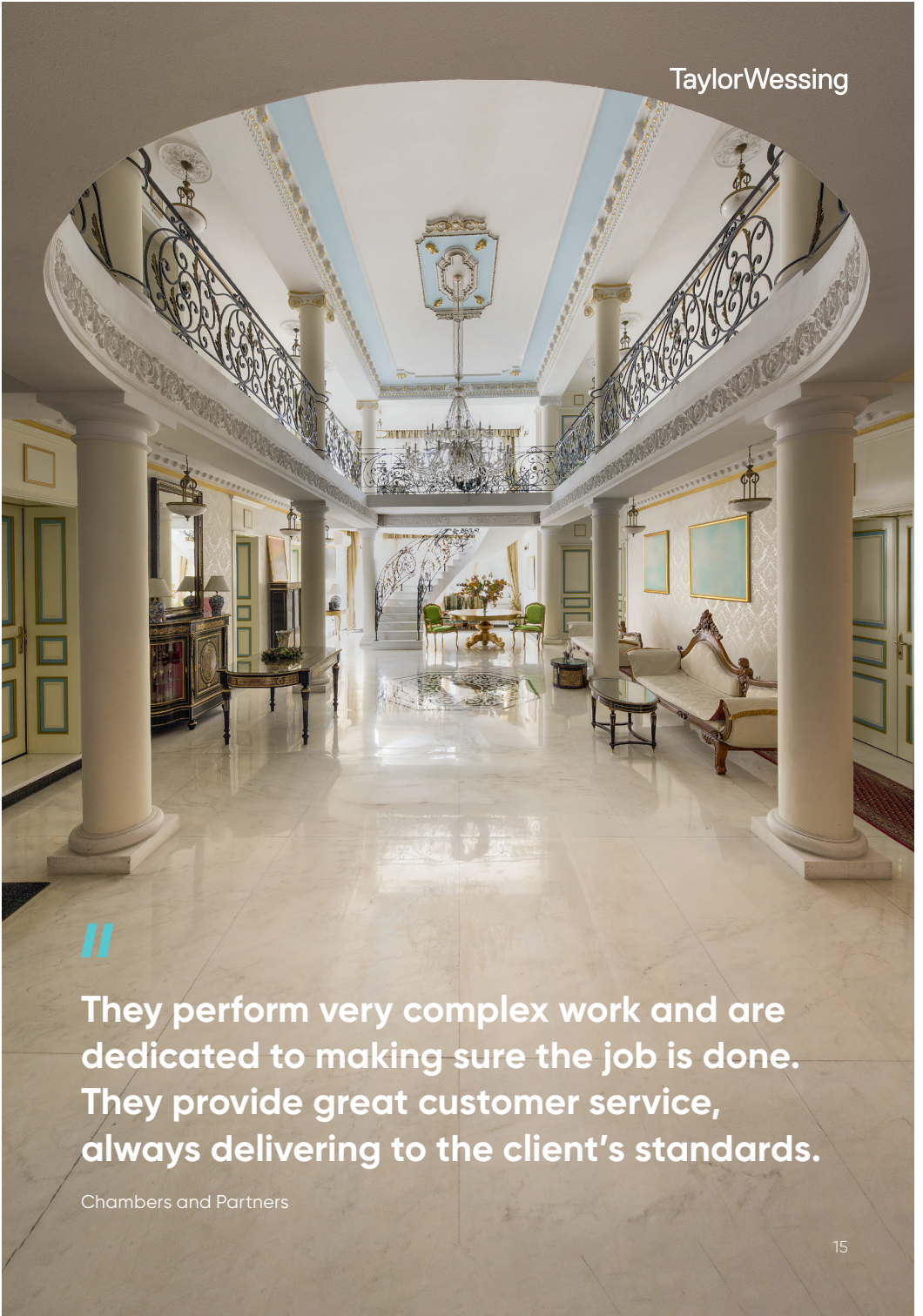
- 20 IHG franchised Hotels (Ribbon portfolio)
 - 9 Hilton Hotels (Zinc)
 - 26 Hallmark Hotels
 - St Martin's Lane Hotel and Sanderson Hotel.
-

UK

Vivion on the purchase of a portfolio of 9 Hilton Hotels (Zinc portfolio) for a price of £250m, and on a senior mezzanine facility provided by Goldman Sachs to assist with the acquisition.

UK

Cial Insurance on an agreement with PPHE Hotel Group to participate as a cornerstone investor in its new European Hospitality Real Estate fund of up to €250 million equity.



They perform very complex work and are dedicated to making sure the job is done. They provide great customer service, always delivering to the client's standards.

Chambers and Partners



Taylor Wessing has a large and experienced team in the field of real estate law at all 5 German locations and also internationally with a large reach. The team's collaboration across legal departments and locations is smooth and time-efficient.

Legal 500 2023

UK

Clal Insurance Group on a joint venture purchase of a 49% stake in two London hotels owned by the listed hotel owner and operator, PPHE Hotel Group (art'otel, Hoxton, and Park Plaza London Riverbank) including negotiations of the hotel management agreements.

UK

YOTEL on multiple Hotel Management Agreements including the Hotel Management Agreement for the YOTELPAD Stratford and amendments and extensions to existing to the YOTEL HMAs in Asia and Europe; and various data protection / GDPR issues.

Germany

Ongoing advise for **Commerz Real** on various hotel transactions, hotel developments as well as on asset management related issues, including inter alia the acquisition/sale of Rocco Forte Hotels Frankfurt and Berlin, Motel One Spittelmarkt Berlin, Intercity Hotels Berlin-Schönefeld, Lübeck, Wiesbaden, Novum Style Hotels Frankfurt and Mannheim, NH Hotel Mannheim, Adagio Hotel Munich, Ibis Hotel Munich, Hotel De Saxe Dresden and Sol Meliá Munich.

Germany

Ongoing advice to the British hotel group **Premier Inn** on its expansion in Germany.

Germany

Corum Investments on the acquisition of the Moxy Hotel in Kelsterbach and the Moxy Hotel in Düsseldorf.

Germany

Dalata Hotel Group on market entry in Germany by taking over the operations of the landmark Nikko Hotel in Düsseldorf.

Germany

HIH in connection with the development of several hotels, including the Ibis Hotel and the Ibis Budget Hotel in Hamburg.

Germany

Württembergische on several hotel transactions, including the acquisition of (i) the Prizeotel in Munich, (ii) the HIEX in Darmstadt and (iii) the sale of the Maritim Hotel in Mannheim.

Germany

Deka Immobilien on the acquisition of a hotel and office building in Stuttgart.

Germany

DWS on several hotel transactions, hotel developments as well as on asset management related issues, including the acquisition of (i) the Leonardo Hotel in Munich, (ii) the Adina Hotel in Düsseldorf, (iii) the Premier Inn Hotel in Düsseldorf and (iv) the Hampton by Hilton in Düsseldorf; the sale of the Motel One Hotel in Hamburg, and the leases concerning (i) the Jumeirah Hotel in Frankfurt and (ii) the Dorint Hotel in Potsdam.

Malta

Advised **HV Hospitality** (a subsidiary of Hili Ventures), on its management agreement with Six Senses, the leading luxury resort brand in sustainable tourism, for a new €100 million luxury resort in Comino, Malta.

Montenegro

Advised developer **Northstar** on the suite of Hotel and Residential management agreements for the Ritz-Carlton Hotel and Residences, Montenegro, a 120 room hotel with 180 branded apartments and 75 branded villas.

Portugal

Advised **Invesco Real Estate** on its €313m acquisition of three Lisbon hotels and subsequent operating lease to NH Hotels. This international deal is the largest ever hotel real estate transaction in Portugal, and involved a complex pre-acquisition reorganisation, corporate acquisition and grant of operating leases.

Portugal

Advised the owner on a Management Agreement for a mixed-use resort comprising the **Pine Cliffs Hotel and Residences**, a Luxury Collection Resort together with the Pine Cliffs Village and Pine Cliffs Vacation Club.

Portugal

Advised Cedar Capital on the suite of Hotel & Residential Management Agreements for the **JW Marriott Hotel & Residences**, Palmares Algarve.

Portugal

Advised the owner, Realtejo-Hotelaria e Turismo, S.A., on the Franchise Agreement with Hyatt Hotels for the **Hyatt Regency** Lisbon, involving a mandatory rental programme for the 200 guestrooms and apartments.

Saudi Arabia

The Owner on an HMA with Marriott for the rebranding and operation of the Assila Hotel Jeddah as the Luxury Collection Hotel, Jeddah.

UAE

Advised UAE based Radar DWC on a Hotel Management Agreement with Starwood Hotels and Resorts (now Marriott) for an **Aloft Hotel** in Dubai World Central, at the entrance to the Al Maktoum International Airport.



**Good, fast and competent cooperation;
uncomplicated involvement of
colleagues from the law firm on other
topics, if necessary; transparent and
fair cost structure.**

Legal 500 2023



Our team

Please feel free to contact any of the people listed here for more information about our capabilities and their expertise in hotels, hospitality and leisure in your jurisdiction.

Click below to visit our website page for insights, our full team, tools and events.



[Hotels, Hospitality & Leisure >](#)



Prepared to stand by their advice and work in a dedicated manner to a successful outcome. Available and accessible at all times. Integrated corporate and property advice with one point of contact.

Legal 500

Our global hotel & hospitality team



Richard Bursby
London
+44 20 7300 4874
r.bursby
@taylorwessing.com



Edward Story
London
+44 20 7300 7147
e.story
@taylorwessing.com



Mark Rajbenbach
London
+44 20 7300 4121
m.rajbenbach
@taylorwessing.com



Victoria Butcher
London
+44 20 7300 4283
v.butcher
@taylorwessing.com



Michael Helfgott
London
+44 20 7300 4651
m.helfgott
@taylorwessing.com



Dr Martin Bartlik
Frankfurt
+49 69 97130 125
m.bartlik
@taylorwessing.com



Sarah Anderson
Frankfurt
+49 69 97130 320
s.anderson
@taylorwessing.com



Dr Patrick Brock
Berlin
+49 30 885636 0
p.brock
@taylorwessing.com



Ronald Graham
Dubai
+44 20 7300 4733
r.graham
@taylorwessing.com



Daniel Sterling
Dubai
+97 14 309 1009
d.sterling@
taylorwessing.com



Jerry Parks
Dubai
+971 4 309 1003
j.parks
@taylorwessing.com



Órlaith Molloy
Dublin
+353 864 409 251
or.molloy
@taylorwessing.com



Gilles Amsallem
Paris
+33 1 72 74 03 10
g.amsallem
@taylorwessing.com



Grégoire Toulouse
Paris
+33 1 72 74 03 71
g.toulouse
@taylorwessing.com



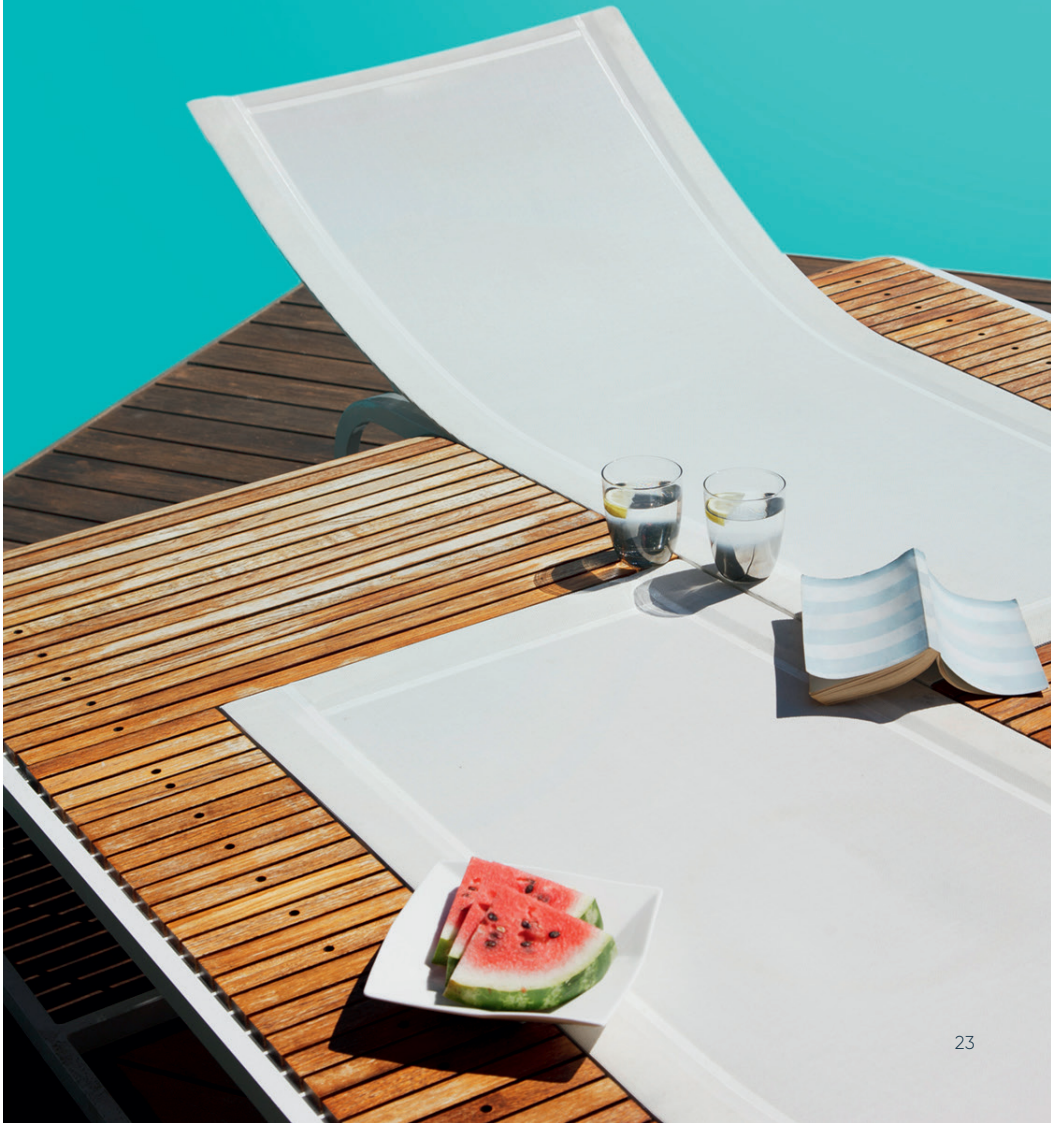
Dr Alfred Fink
Paris
+33 1 72 74 18 17
a.fink
@taylorwessing.com



Erwin Hanslik
Prague
+420 224 819216
e.hanslik
@taylorwessing.com



Daniel Odor
Budapest
+36 1 3270407
d.odor
@taylorwessing.com



2000+ people 1200+ lawyers 300+ partners 28 offices 17 jurisdictions

Austria	Klagenfurt Vienna
Belgium	Brussels
China	Beijing Hong Kong Shanghai
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