



Hogan  
Lovells

Real estate Germany

EDITION

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## Our real estate practice in Germany

Hogan Lovells is one of the leading law firms for real estate in Germany. The German practice group consists of 7 partners (two partners are also notaries), 4 counsel and more than 20 Associates in our offices in Dusseldorf, Frankfurt, Hamburg and Munich. Our group includes some of the most highly regarded law practitioners in Germany. Many of them have been recognized by leading directories as outstanding in their field.

Our clients include national and international institutional and private investors, capital investment companies, fund managers, banks, insurance companies, industrial companies, project development companies, real estate companies, corporate users and hotel operators and real estate agents as well as state, regional and local authorities.

We operate not only across practices but also cross-border with partners and other lawyers experienced in real estate matters based in our worldwide offices. We have nearly 300 partners and lawyers working with the global real estate industry.



The frequently recommended real estate practice presents itself remarkably stable. (...) In addition, the size of the practice allows (...), a special focus on various real estate classes.

*JUVE Handbook 2014/2015*





The real estate team at Hogan Lovells International LLP (...) is characterized by the 'very good service level and good knowledge of the industry'.

*Legal 500 Germany 2015*

### **One-stop shop**

The Hogan Lovells real estate practice group is a preferred key advisor in all real estate and legal issues, and has been for many years. This is attributed to our expertise and the experience of our lawyers in all areas of real estate law. In close collaboration with experts from our corporate, tax, banking and finance, capital markets and construction practice areas, Hogan Lovells offers a one-stop shop covering all relevant aspects of real estate transactions and other projects. From planning, financing and tax optimisation to real estate acquisition to usage issues, we provide our clients with solutions tailored to their needs and objectives.

The German Hogan Lovells real estate practice has strengthened its profile both by representing clients in high-profile cross-border transactions and in complex project developments. The German team also has many years of experience in judicial and extra-judicial dispute resolution.

### **Global reach, personal touch**

Our global real estate group is internationally renowned for first-class legal skills and market knowledge. As a fully-integrated, cross-border group, we are very client-oriented, developing new deal structures and providing legal services.

As a Hogan Lovells client, you gain access to a single firm-wide team that delivers seamless service on large and complex real estate deals, drawing on skills held within our corporate, Real Estate Investment Trusts (REITs), hotels, environmental, projects, funds, planning, employment, tax, and disputes teams.

## Integrated advice for all matters relating to real estate

### Advice at all stages of the property life cycle

Our real estate advisory services cover the entire life cycle of a property, including the following:

- Commercial leases, commercial real estate
- Brokerage law
- Asset, property and facility management
- Real estate M&A
- Real estate outsourcing
- Real estate finance
- Project development
- Non-performing properties
- Structuring of closed and open ended property funds (investment law/tax law)
- Special properties (shopping centres, logistic properties, hotels, data centres, infrastructure facilities, research institutions, healthcare properties, energy parks and industrial parks etc.)
- Property-related litigation and dispute resolution including mediation, arbitration, etc.



In very complex situations where you have to weigh costs against benefits, the Hogan Lovells team finds a pragmatic and commercial solution.

*Chambers Europe 2014*



### Real estate transaction

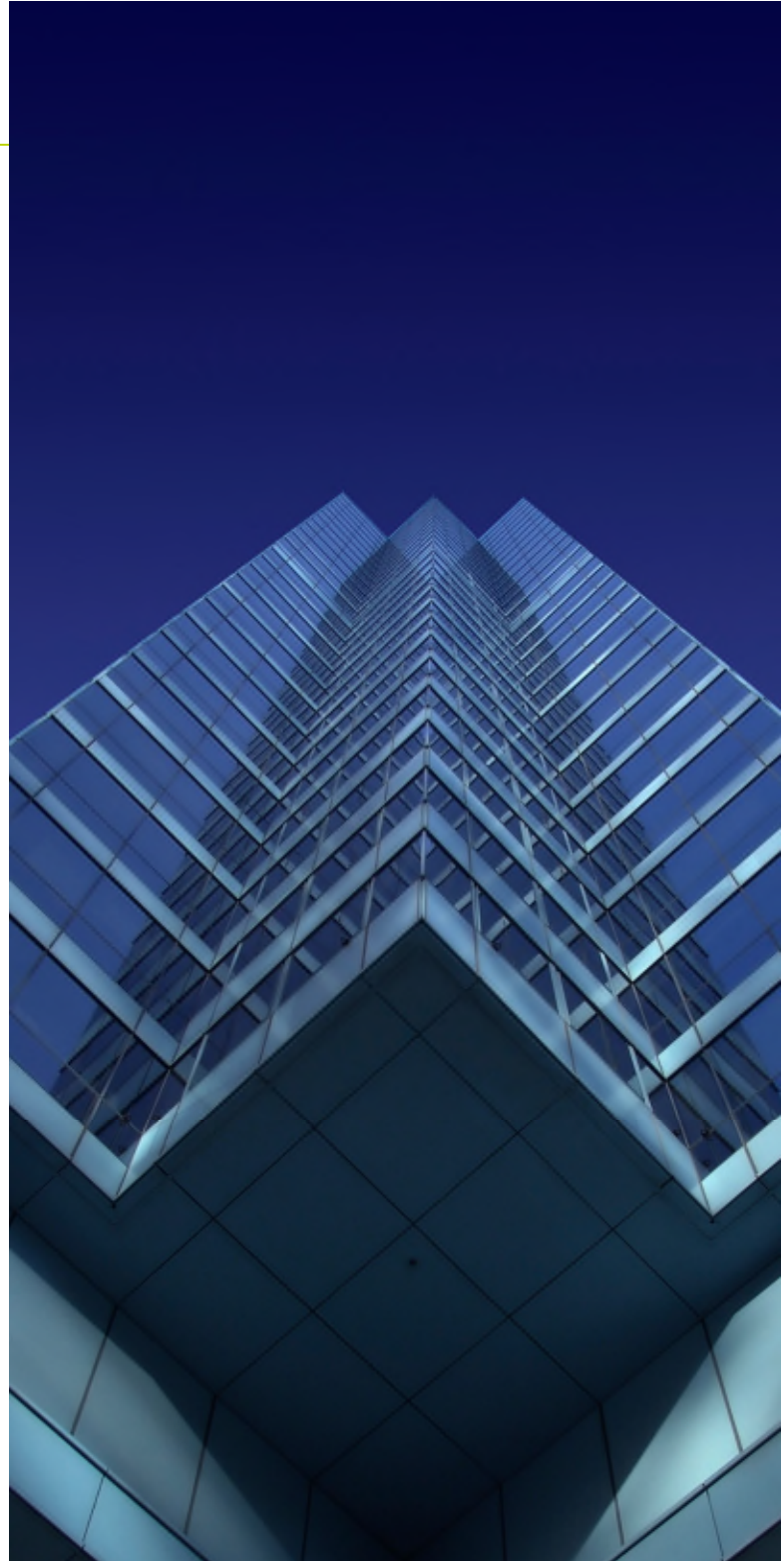
Due to our particular expertise in real estate transactions and real estate M&A, Hogan Lovells is a recognized leader in this field. Our advice covers:

- Acquisition and sale of single properties and real estate portfolios including related tax law aspects
  - Contract drafting and negotiation
  - Full range of due diligence in civil law, public law and tax law
  - Legal data room management including Q&A process
  - Legal transaction management
  - Structuring and execution of tender procedures
- Privatization of housing corporations
- PPPs (public-private partnerships)
- Sale and lease back transactions

### Real estate finance

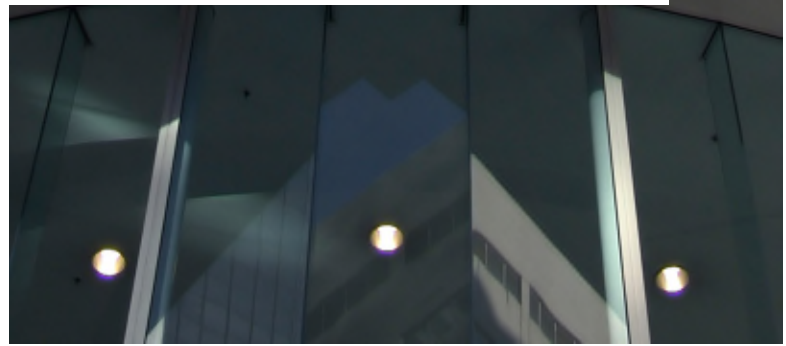
Hogan Lovells real estate finance lawyers have the depth of experience and market understanding needed to guide banks and borrowers through even the most sophisticated of transactions. We combine clear, commercial advice with fresh thinking. Our advice covers:

- Financing of single properties and property portfolios and refinancing
- Comprehensive and structured financing of real estate transactions and project developments
- Loan and collateral contracts, syndications, leasing (in accordance with the German Commercial Code (HGB) and IFRS/IAS), securitisation
- Risk transfer structures (True Sale, RMBS/CMBS) and synthetic securitisation
- Compliance with capital market requirements and international standards including LMA standards
- Restructuring of financing schemes



The team doesn't just fall back on the legal position, but gives us a broad overview of the commercial aspects of the deal.

*Chambers Europe 2014*



### **Project development and private and public construction and planning law**

In the project development area our advice includes:

- All types of development projects, including residential properties, business parks, infrastructure projects and urban development
- The entire value chain of project development
- Drafting and negotiating joint venture contracts, profit sharing agreements, contracts for project development and project management, construction management agreements, general contractor's agreements and planning agreements
- Drafting, negotiating and installation of BIDs (business improvement districts)

In the area of public construction and planning our advice includes:

- All aspects of environmental, planning and regulatory matters
- Development, construction and operation of industrial and commercial projects, as well as complex infrastructure projects such as railway lines, airports, primary and secondary roads or large-scale grids
- Land-use planning, specialist planning including regional development and plan approval procedures, as well as advice on all types of permit procedures
- Advising in relation to any dispute as regards compensation in accordance with section 154 German Town and Country Planning Code (BauGB) and premature removal of plots of land from the redevelopment area



Respectable real estate practice, which is also involved in private construction; mainly project development (...).

*JUVE Handbook 2014/2015*

## Your key contacts in Germany

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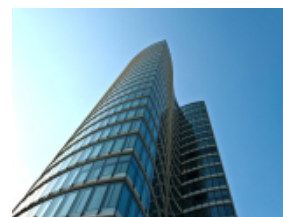
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## Hogan Lovells – the international law firm

### Hogan Lovells in Germany

In Germany, we have about 350 attorneys at our four offices in Dusseldorf, Frankfurt am Main, Hamburg and Munich. We have developed specialisations at the individual offices that reflect the local needs of our clients and the market conditions. What all offices have in common is a uniform quality to our consulting services and practice-oriented legal counsel with solutions that make sense economically.

### Hogan Lovells worldwide

Hogan Lovells provides high quality advice to corporations, financial institutions and governmental entities across the full spectrum of their critical business and legal issues globally and locally. Bringing together the combined strengths of our predecessor firms, we have over 2,500 lawyers operating out of more than 40 offices in Africa, Asia, Europe, Latin America, the Middle East and the United States.

The success and satisfaction of our clients are our primary concerns. We wish to provide genuine added value for their companies through our legal advice. A number of factors contribute to this. The main one is building an enduring partnership. The better we know you and your company, the more efficiently we can develop the optimal legal and economic solution for you.

### Practice groups

Hogan Lovells is a true full-service law firm and offers legal advice of the highest quality in all relevant areas of business law. Each practice group makes an independent contribution and is closely integrated into our national and international network. Within the individual practice groups, our attorneys specialise in defined areas of expertise.

#### *Banking and Finance*

- Capital Markets
- Infrastructure and Project Financing
- Real Estate Finance
- Restructuring and Insolvency Law

#### *Corporate*

- Capital Markets
- M&A
- Real Estate
- REITs
- Tax Law

#### *Intellectual Property*

- IP, Media & Technology

#### *Government and Regulatory*

- Antitrust Law and Regulation
- Public Building and Planning law

#### *Litigation, Arbitration and Employment*

- Investigations and Compliance

## **Hogan Lovells – our values**

We have formulated and published the values on which our corporate culture is based. They also express our strengths, for which our clients hold us in esteem and which make us a law firm that attracts the best attorneys and offers them an outstanding working environment.

### *Clients come first*

Our aim is to satisfy our clients through a deep understanding of their needs, their businesses and their industries, and by providing excellent, responsive, and innovative service.

### *Excellence in all we do*

We combine technical excellence in our work with a business-oriented approach, the highest level of integrity and a focus on solutions.

### *One team worldwide*

We act as an integrated team across our entire firm worldwide, working together in an atmosphere of mutual respect, collegiality and friendliness.

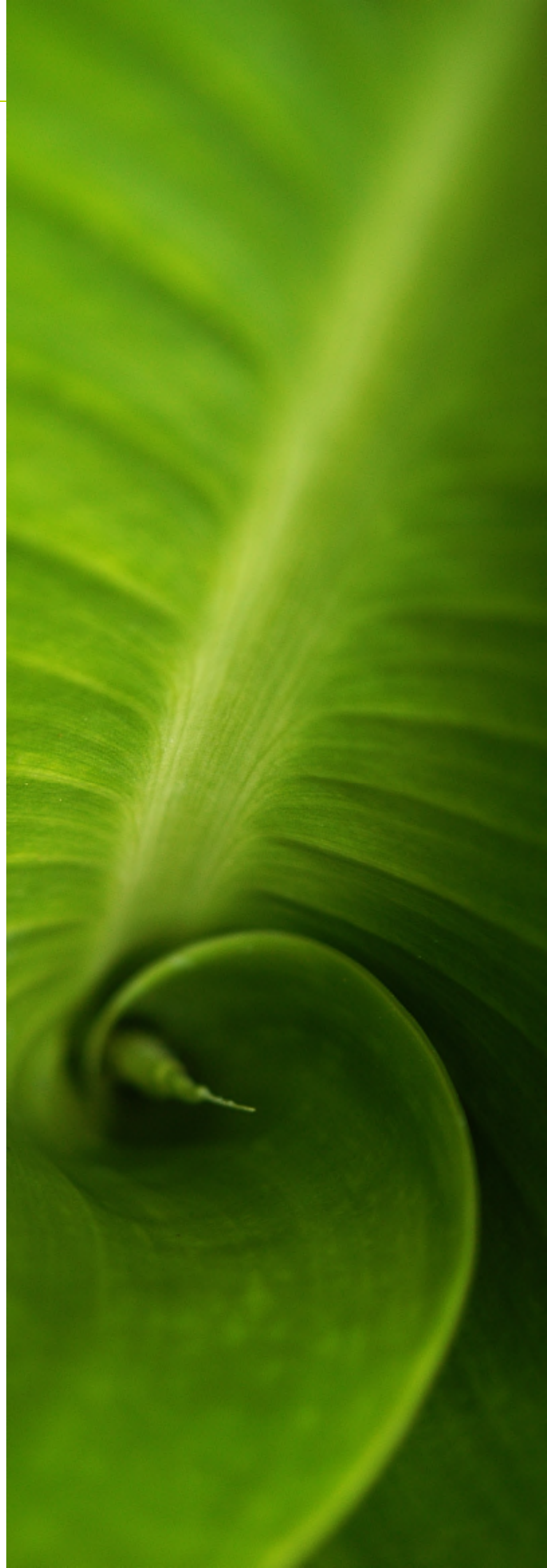
### *Commitment to our firm's success*

We put intense effort into our work and actively look for ways to deliver the best results for our clients and so for our firm.

### *Good citizenship*

We embrace our responsibility to give back to our communities through pro bono and community service work and we are committed to a diverse workforce that is inclusive and welcoming.

Hogan Lovells distinguishes itself through its corporate culture based on cooperation, which fosters and values the contribution of each individual inside and outside the firm. We place great value on quality, efficiency, service-orientation and team work to provide successful advice to our clients over the years.





**www.hoganlovells.com**

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Hogan Lovells has offices in:

Alicante	Dusseldorf	London	New York	Silicon Valley
Amsterdam	Frankfurt	Los Angeles	Northern Virginia	Singapore
Baltimore	Hamburg	Luxembourg	Paris	Tokyo
Beijing	Hanoi	Madrid	Philadelphia	Ulaanbaatar
Brussels	Ho Chi Minh City	Mexico City	Rio de Janeiro	Warsaw
Budapest*	Hong Kong	Miami	Riyadh*	Washington DC
Caracas	Houston	Milan	Rome	Zagreb*
Colorado Springs	Jakarta*	Monterrey	San Francisco	
Denver	Jeddah*	Moscow	São Paulo	
Dubai	Johannesburg	Munich	Shanghai	

"Hogan Lovells" or the "firm" is an international legal practice that includes Hogan Lovells International LLP, Hogan Lovells US LLP and their affiliated businesses. The word "partner" is used to describe a partner or member of Hogan Lovells International LLP, Hogan Lovells US LLP or any of their affiliated entities or any employee or consultant with equivalent standing. Certain individuals, who are designated as partners, but who are not members of Hogan Lovells International LLP, do not hold qualifications equivalent to members.

For more information about Hogan Lovells, see [www.hoganlovells.com](http://www.hoganlovells.com).

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\*Associated offices