

Hospitality & Leisure

A dedicated and experienced Hospitality & leisure team in Paris

Our lawyers have an extensive hospitality and leisure practice. Our on-the-ground presence and knowledge of local culture, business and networks are key to our commitment to client service and ability to solve the most complex and demanding legal and business challenge in the hospitality and leisure industry.

Advising a wide range of clients

Mayer Brown's broad market experience in Hospitality and Leisure enables us to provide a comprehensive legal services to maximize value flexibility and opportunities to a wide range of clients such as:

- owners
- hotels
- developers
- serviced apartment
- operators
- financiers
- other prominent participants in the hotel and leisure industry worldwide

Covering the full cycle of hotel projects

Representing the full spectrum of issues that can arise during the acquisition, development, construction, financing, pre and post-opening preparation, management and disposal of hospitality and leisure real estate assets, our team is familiar with such transactions from all angles and know how they work from the inside out, thus adding value for our clients.

Wherever you are in the life cycle, we can help



Acquisition and Development

Real Estate Finance

Operations and Appointment of Operators

Planning, Environmental & Construction

Dispute Resolution

Tax

Benefiting from our distinctive approach

We offer a global platform of more than 100 lawyers from across our worldwide offices to deliver an integrated range of legal services to investors on complex and cross-border hospitality and leisure transactions.

We regularly advise on and negotiate hotel management agreements, covering most of the major hotel and lodging chains and have extensive experience having worked on projects involving around 50 brands. We also work with major gaming companies in deploying strategies to

manage casinos (more recently of distressed gaming companies), including preparation of management agreements.

An outstanding track record

Over the past decade, our lawyers have worked on hospitality and leisure matters representing our clients in transactions involving some of the world's best brands for French and foreign investment funds:

- **Westmont Hospitality.** Advised Westmont Hospitality in connection with the acquisition of AC Marriott Hotel (Relais Segur) at Le Bourget, France
- **Hotel du Palais.** Advised the owners in connection with the negotiation of a hotel management agreement with Hyatt for Hotel du Palais in Biarritz
- **Alpine Grove Partners LLP.** Advice on private equity aspects to Alpine Grove (formerly Grove International Partners) for their hospitality platforms: Ishin Hospitality in Japan held by Alpine Grove and Westmont Hospitality and, in Europe, to Event Hospitality held in joint venture with Anders Braks and, in particular, advice in the context of the sale of the Cerratani Hotel in Florence, of the Pullman Hotel in Munich and, earlier, of the Reichshof Hamburg, Curio Collection by Hilton
- **Bora Bora Nui.** Advised the owners on the negotiation of the hotel management agreement with Hilton for the luxury Conrad Bora Bora Nui hotel, located in French Polynesia
- **Eurazeo.** Advised the investment fund Eurazeo on the acquisition of 85 hotels located in 8 countries from Accor and other real estate investment funds such as Hotelier France, Invesco, Foncière des murs, including advice on corporate, real estate and structuring aspects
- **Almus Capital** and **Mount Kellett.** Advised Almus Capital and Mount Kellett in the context of the sale of two luxury hotels in Paris, Sofitel Le Faubourg and Le Meridien Porte Maillot, acquired with the assistance of Mayer Brown

respectively in 2012 and 2013, including real estate aspects, financing and tax structuring as well as the negotiation of the hotel management agreement with Accor

- **Reignwood.** Advised Reignwood in the negotiation of the management agreement with Four Seasons in the context of a conversion of a building into a luxury hotel and residence at 10 Trinity Square in London
- **The Ascott Residence Trust.** Advised the Ascott Group on the acquisition of the real estate portfolio of Citadines Apart'Hôtels in France, Germany, Belgium, Spain and the United Kingdom.
- **Lone Star.** Advised the private equity fund Lone Star on the acquisition of the Alliance Hotel Group from Blackstone, as well as on its sale to LFPI
- **Consortium of banks.** Advising a consortium of banks on the financing required for the buyout by FDM Management of a portfolio of 9 hotels, including the emblematic Park Inn Alexanderplatz and Westin Grand in Berlin, for the refinancing of the group's existing debt and the implementation of a refurbishment program
- **KKR.** Advising KKR on the implementation of the financing and collateral granted for the acquisition and restructuring of two Algonquin hotels located in Brussels

Your main contacts in the team



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