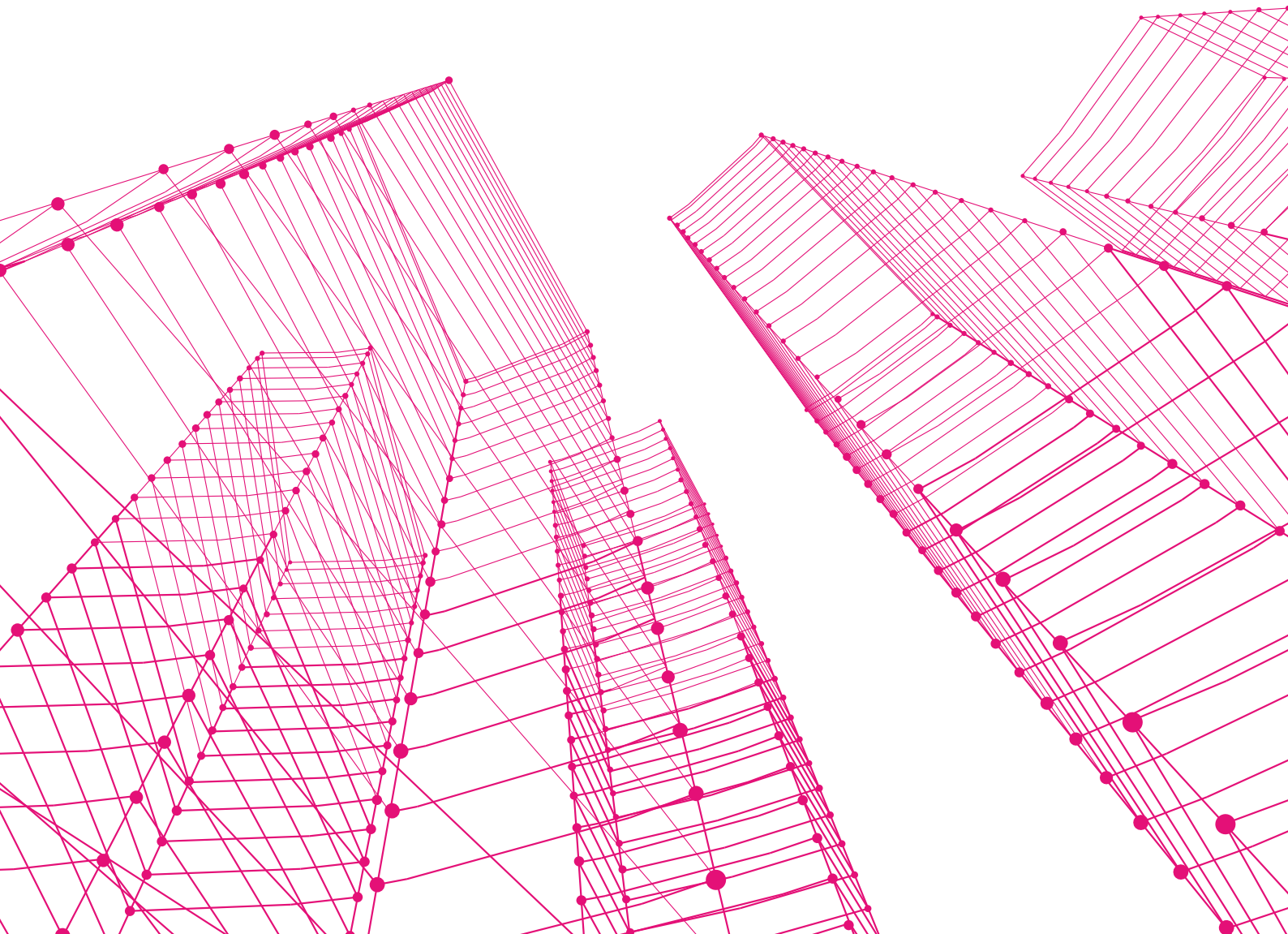




# Global Real Estate expertise

Delivered beyond expectations



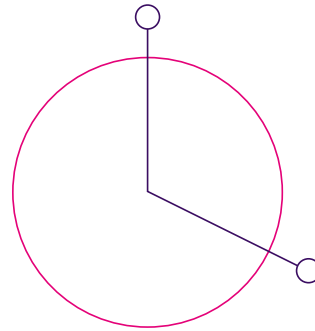


# About DWF

**We are a global legal business with a purpose to transform legal services. Defined by our values, our strategy is to understand our clients, engage our people and do things differently.**

We invest in the best services, solutions, technology and people, continuously developing our Complex, Managed and Connected Services offering.

**We stand out from the crowd.** We've listened to what our clients want from a legal business and that means a ground-breaking combination of legal knowledge, sector specialism and commercial understanding.



## 23%

We work for 23% of the FTSE 100

## We provide our clients expertise across 8 core sectors:

- Energy & Industrials
- Financial Services
- Insurance
- Public Sector
- Real Estate
- Retail, Food & Hospitality
- Technology & Telecoms
- Transport

**31**  
key locations

in 15 countries and across 4 continents

**3,900+**  
People

**8**

Sectors

**Largest listed legal business globally**

Listed on LSE  
15 March 2019

**3 delivery platforms**

- Complex
- Managed
- Connected

**+10**

Years relationships with 62% of clients

**£272.4m**

Revenue for FY19

DWF Foundation  
**£310,000**

Donated through 130+ grants

**4 global regions**

Europe, Middle-East, Asia-Pacific and North America



**DWF operate one of the largest and most innovative Real Estate sector groups of any legal business in the UK, seamlessly integrating our deep legal expertise with the latest in our market leading proprietary technology built through DWF360.**

This approach enables our clients to have the most complete and bespoke solution crafted to their needs, whether it be on highly complex deals or a cost effective delivery through our managed services division. With over 200 Real Estate sector experts from across our practice groups located throughout the UK, we have the local knowledge to provide our clients with that critical commercial edge.

Our clients include investors, fund and property managers, owners, occupiers, developers, lenders and public sector organisations, as well as banks, insurance companies, pension and sovereign wealth funds. In recent years, our UK team has been involved in some of the largest and most complex Real Estate deals for both the public and private sectors.

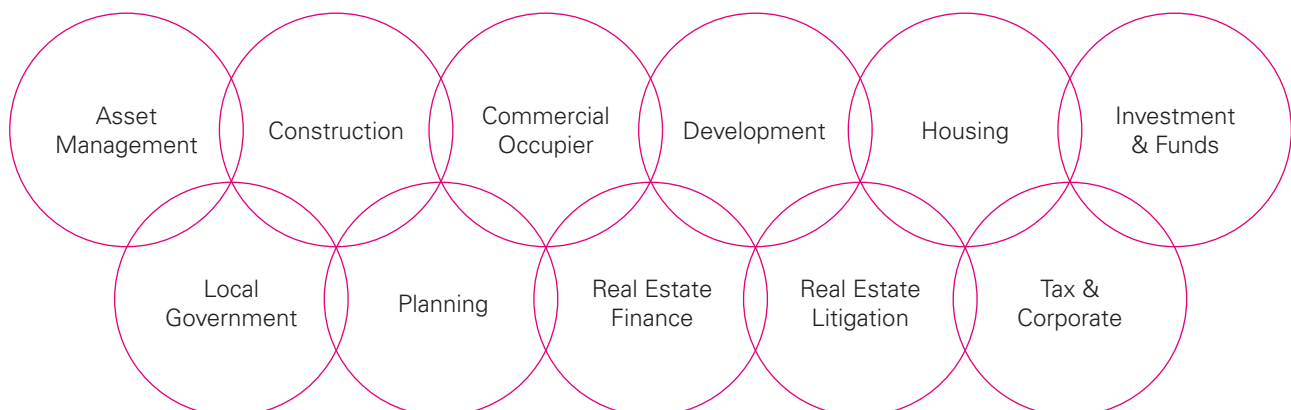
Innovation is part of our DNA - by thinking differently, we deliver innovative legal solutions and products to deliver your deal, minimise risk and enable you to achieve a competitive advantage.

**Extensive UK coverage:**

- Belfast
- Birmingham
- Edinburgh
- Glasgow
- Leeds
- Liverpool
- London
- Newcastle
- Manchester



**Our UK expertise includes:**



**Toby Askin**

Partner

Head of Real Estate Group  
E: Toby.Askin@dwf.law



**Melanie Williams**

Partner

Global Head of Real Estate Sector  
E: Melanie.Williams@dwf.law



# Germany

**The German Real Estate sector is dynamic and constantly evolving, reacting to political events and ever-increasing layers of regulation and tax, as well as being interwoven with the global economy and fluctuations in currency markets.**

Our clients include investors, fund and property managers, owners, occupiers, developers, lenders and public sector organisations, as well as banks, insurance companies, and brokers. Our German team provide locally relevant, as well as cross-border expertise.

We work across the whole spectrum of Real Estate services, from commercial occupier matters in the retail, leisure, hospitality, energy, manufacturing, telecoms, corporate, private and public sectors, through to Real Estate transactions (and its structuring) supporting property development projects, finance, planning and investment. Furthermore, we provide leading advice on all types of Real Estate disputes. Through all this, we work hard to reduce risk and help you make smarter decisions. Everything we do is grounded in technical excellence and an understanding of your commercial objectives. We have a proven track record for providing decisive, sustainable solutions and for advising at a strategic level throughout the Real Estate life cycle, rather than simply fighting fires.

## **Our German expertise includes:**

- Acting for occupiers, owners, funds
- Commercial development
- Investment for commercial property and housing
- Property work for renewable energy sector
- PropTech (including AI & Blockchain)
- Real estate finance and recoveries
- Real Estate related dispute work (arbitration/litigation)
- Real Estate transactions
- Restructuring and asset management support
- Tax and corporate structures

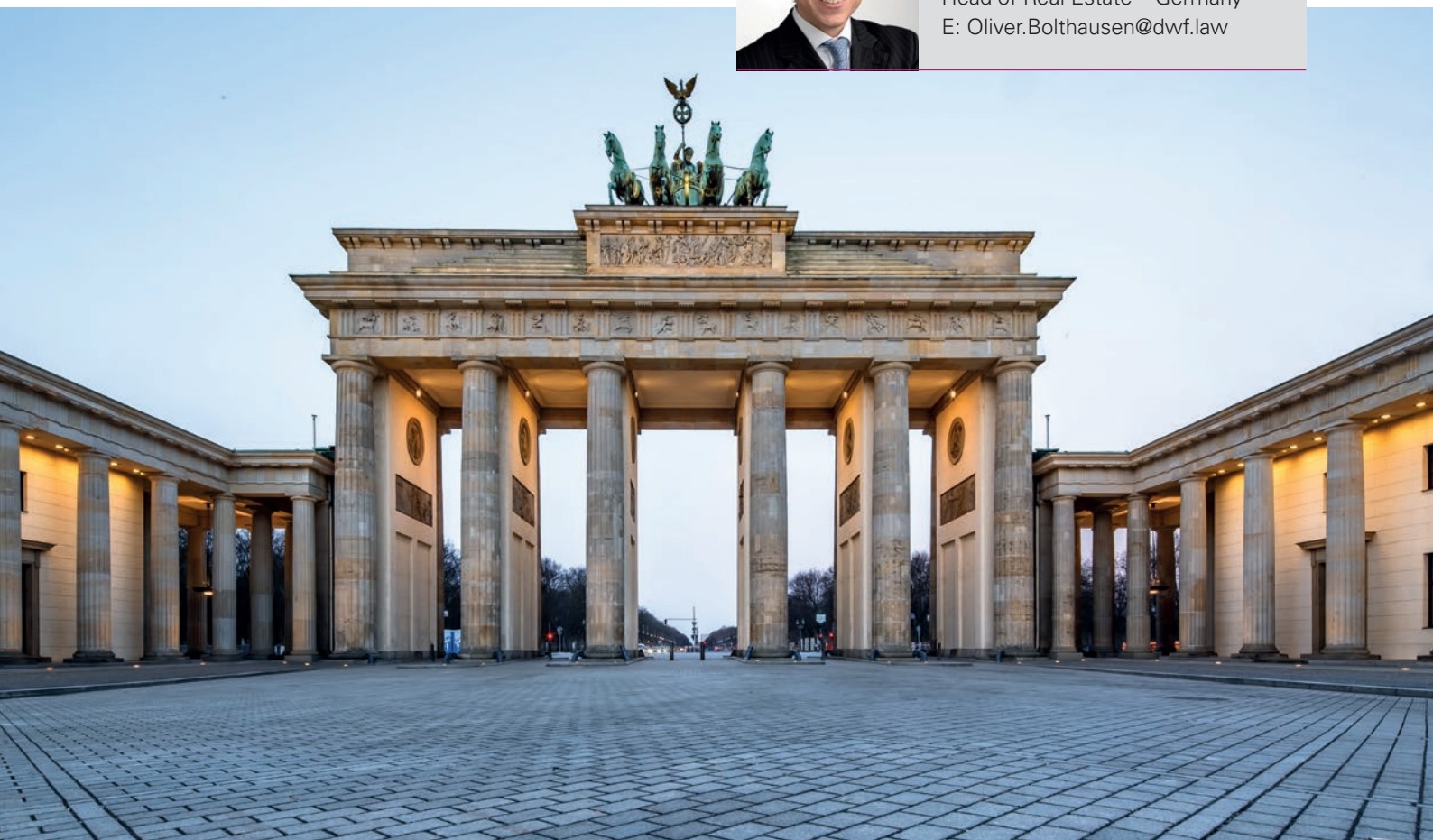


**Oliver Bolthausen**

Executive Partner

Head of Real Estate – Germany

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## Italy

**Our Italian team of experts have worked on Real Estate deals, and their financing for many years giving them extensive experience across the sector.**

Our specialist Real Estate team in Italy has advised on some of the largest, most high profile acquisitions and disposals in the country over the last few years. All whilst continuing to deliver a proactive asset management product on retained investments for a variety of clients across all sectors.

From site assembly, development, redevelopment and regeneration through to buying, selling, letting and managing property across all asset classes. Whatever your investment and development needs, our expert team acts on a wide range of commercial and residential property matters, from multi-billion dollar funds to small scale developers across Europe and the globe.

Whether working with investors, fund and property managers, owners, occupiers, developers, lenders, public sector organisations, banks, pension funds, insurance companies or sovereign wealth funds, we provide locally relevant cross border expertise.

### **Our Italian expertise includes:**

- Construction
- Corporate Real Estate
- Development
- Environmental law
- NPL/UTP
- Planning
- Public tenders
- Real Estate finance
- Real Estate litigation
- Real Estate tax



### **Daniele Zanni**

Partner

Head of Real Estate – Italy  
E: Daniele.Zanni@dwf.law



## France

**Our French team provides clients with transactional and litigation services in connection with their investments. They also manage their Real Estate assets in the sectors of Retail, Food and Hospitality, Energy and Financial Services. They also do this in sub-sectors, New Technologies and Telecoms.**

Working with investors, fund and property managers, owners, occupiers, developers, lenders and public sector organisations as well as banks, insurance companies, pension to sovereign wealth funds, our French team provides leading advice locally and abroad.

Our team offers multidisciplinary expertise to advise our clients in all aspects and at all stage of Real Estate transactions regardless of the type of assets, from the acquisition and disposal of Real Estate assets, leasing, financing, development, planning, tax advice to Real Estate disputes.

The team, always tailored to client's needs, uses its broad sector knowledge and technical expertise to ensure any transaction is completed as efficiently as possible, and that the risks are reduced in the pursuit of the transaction.

### **Our French expertise includes:**

- Asset management
- Development
- Planning
- Real Estate dispute work
- Real Estate finance
- Real Estate tax
- Real Estate transaction (Asset deal, share deal)



### **Charles Koskas**

Partner

Head of Real Estate – France  
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# Ireland

**The Irish Real Estate team has a proven track record in advising on every aspect of commercial Real Estate including retail, office, industrial, hospitality and leisure, multi-family, student housing, affordable housing, data centre, leasing transaction, healthcare and Real Estate investment finance.**

We also provide a comprehensive property asset management legal service which includes day-to-day management of large property investment portfolios, mixed-use schemes, shopping centres, office developments, retail parks, and hotels. We have advised and continue to advise owners and developers of some of the largest mixed-use developments in Ireland and due to our vast range of practical property experience, we maintain our asset management role in many of these schemes.

We offer practical advice that draws on our extensive industry experience, creative solutions to challenges and a fee model that delivers efficiency and transparency for our clients.

Our clients include institutions, private investors, developers, asset managers, retailers, banks and private equity.

### **Our Irish expertise includes:**

- Asset Management
- Commercial Occupier
- Construction and Infrastructure
- Development
- Investment & Funds



**Michael Neary**

Partner

Head of Real Estate – Ireland  
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# Australia

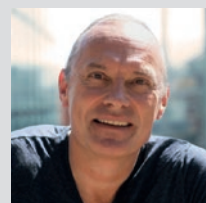
**Our Australian team is constantly adapting to the changing property marketplace, as well as the needs of our clients as they advise on the buying, selling, leasing and development of residential and commercial land.**

Located across four major cities along the east coast of Australia, our Real Estate team provides seamless transactional expertise and complex legal advice across all key areas of property, planning, and local government in each Australian jurisdiction. From mentoring individuals, and institutions, as they enter property markets for the first time, through to partnering with public and private companies looking to develop land or better manage their asset portfolios, our client base is as diverse as our practice. We put our clients at the centre of everything we do and are proud to take the time to understand our clients and develop solutions or resolutions which best suit their needs.

With a national footprint, our team works closely with colleagues across the business in disciplines such as finance, banking, corporate, construction and taxation. By working closely and across sectors, we can deliver tailored solutions for our clients, regardless of their location.

### **Our Australian expertise includes:**

- **Cbus Property** - The Residence, 18 College Street, Sydney- conversion of the former police headquarters building at 18 College Street, Sydney into high quality residential apartments.. The project involved partnering and finance arrangements to secure the completion and sale of the development.
- **Land transfers to NSW Government** - transfer by BHP Billiton of 2,300 hectares in the Newcastle area into public ownership. The project involved the transfer of the 150 hectare former Newcastle Steelworks Site, 230 hectares on Kooragang Island, 500 hectares at Belmont Sands and 1,500 hectares at West Wallsend and payment of AUS\$100 million to the NSW Government to cover environmental remediation work at the former steelworks site and Kooragang Island.
- **Sale of Australian Real Estate Portfolio** - sale of BlackRock’s US\$499 million dollar Australian Real Estate portfolio.



**Richard Abbott**

Partner

Head of Real Estate – Australia  
E: Richard.Abbott@dwf.law



# Poland

**Real Estate is one of our core practices in Poland. Our lawyers advise clients with regard to the entire spectrum of their Real Estate related legal needs, including Real Estate use, planning and zoning, development and construction, acquisitions, dispositions, financing and leasing, lease and tenancy, restructuring, energy related issues, tax advice, joint venture structuring, and Real Estate related litigation.**

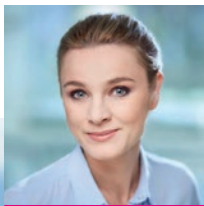
Our Real Estate lawyers are widely recommended by various rankings such as Chambers Europe and The Legal 500.

We are uniquely positioned to serve as an effective, efficient, and comprehensive Real Estate legal services provider. We offer a broad national and global platform with on-the-ground local capability in our markets, equipping us to meet our clients' Real Estate legal needs, regardless of the issue or location. Drawing on the substantial experience of our lawyers, our worldwide resources and seamless service capabilities, and our experience in developing cost-effective and team-oriented service models, we deliver value to our clients through efficient and effective representation.

Our Real Estate clients range and include institutional and private investors, commercial developers, tenants and landlords, global and regional financial institutions, Real Estate and investment funds, Real Estate service providers, brokers and property managers.

## **Our Polish expertise includes:**

- Construction and construction disputes
- Financing and restructuring
- Infrastructure and government contracts
- Leases
- Sales, acquisitions and other Real Estate-related transactions
- Zoning, planning and regulatory



**Katarzyna Dębińska-Pietrzyk**  
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**Małgorzata Lesiak-Ćwikowska**  
Partner

Co-Head of Real Estate – Poland  
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# Spain

**Our Spanish Real Estate and Construction division has professionals with a wealth of experience providing comprehensive advice to developers, builders, investors and other players in the Spanish Real Estate market.**

The team is truly multidisciplinary, consisting of expert Real Estate lawyers and other professionals from various fields of law that also possess sector-specific knowledge and an understanding of building practices. They come together to ensure clients receive a comprehensive service that covers, among others, the urban planning, tax, finance, bankruptcy, corporate, and commercial sides.

The department provides advice to companies, individuals and other parties involved in the funding, development, or building process: investment funds, REITs, large development groups, institutional investors, builders, and financial institutions.



## **Our Spanish expertise includes:**

- Providing advice on structures and on how to fund Real Estate projects and investments, including: structuring Real Estate investments and disinvestment, funding Real Estate projects, and creating and managing Real Estate investment funds and companies.
- Advice on transactions of corporate finance, acquisition, syndicated financing, guarantee package structuring, Real Estate project financing, refinancing operations and debt restructuring.
- Advising on all kinds of agreements and contracts related to Real Estate market- creating and terminating rights in rem, building contracts including project management agreements and others related to third-party agents, hotel management agreements, as well as lease and leaseback agreements.
- Analysing and bringing assets into compliance: carrying out due diligence on Real Estate assets and companies, Real Estate portfolio optimization (bringing licenses, partitions, consolidations, and the registered area of a property into compliance, among others) and setting up systems for simple condominium properties
- Providing advice on asset purchase transactions (land, homes, premises, hotels, shopping malls, etc.) and Real Estate companies, as well as for preparatory actions (purchase options, undertakings, purchase deposits, purchases or sales, accord and satisfaction, handovers, among others.
- Urban planning: advice on the drafting and processing of planning instrument; reports; defence in the different phases of urban planning processes, both in the administrative and contentious stages; participation and advice in the action of the collaborating urban entities. Defending clients at any stage of the urban planning process (both the administration and litigation stages), and during government financial liability processes. Taking part and providing advice on the activities of collaborative urban-planning bodies.



### **Adolf Rousaud**

Managing Partner

Head of Real Estate – Spain

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# Connected Services

**DWF are leading the way in the legal sector, by adding value that goes beyond the traditional legal advisor role.**

Connected Services is a division of DWF containing a range of smart, tech-enabled businesses that work alongside, support and deliver products and services to our legal teams and clients. Each business has been set up to offer a complete service designed to help clients better manage

risk, reputation, cost, time and resources. DWF PinPoint and DWF Draft are two examples of technology solutions designed within Connected Services that can support our clients in the Real Estate sector.

## DWF PinPoint

Your asset management solution

**DWF Pinpoint** can monitor time-relevant considerations, such as lease breaks or expiry dates across a portfolio, displaying the chosen information fields through a series of bespoke graphics. This saves time and reduces professional fees, as well as managing risk.

**DWF Pinpoint** can produce automatic reports, providing valuable MI to help you to analyse trends and the performance of your assets or portfolios. As the software is a secure source for all asset documentation, with the built in ability to share information in a safe and time efficient manner, it is an ideal platform for dealing with property disposals and sharing with potential buyers. The platform can provide depth to your estate members, a board or to investors, perfect for due diligence or title deduction on a letting or a sale.

## DWF Draft

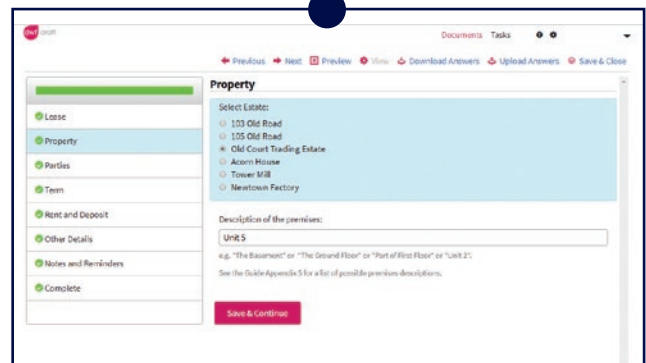
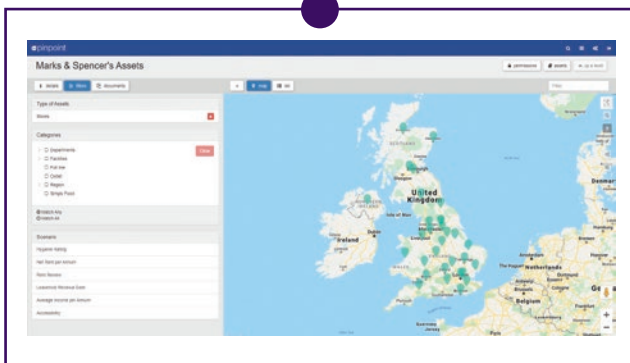
Reducing friction on volume transactions

Drafting leases and licence is often inefficient, repetitive and time-consuming.

DWF Draft allows our lawyers to quickly prepare suites of documents through the use of dynamic on-line questionnaires.

**This creates tailored leases with the benefits of:**

- improved quality assurance;
- significant time and cost efficiency savings;
- consistency of approach; and
- reduced risk.



# Global team, local delivery



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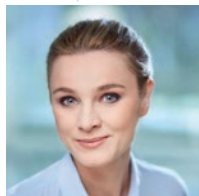


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- Brisbane
- Melbourne
- Newcastle
- Sydney

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