Global real estate

A snapshot of recent deals

May 2020
Our areas of real estate work include

<table>
<thead>
<tr>
<th>Acquisitions and disposals</th>
<th>Leisure industry</th>
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<tbody>
<tr>
<td>Commercial leasing</td>
<td>Medical facilities and healthcare</td>
</tr>
<tr>
<td>Construction</td>
<td>Planned communities</td>
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<tr>
<td>Development</td>
<td>Portfolio management</td>
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<tr>
<td>Dispute resolution</td>
<td>Real estate financing</td>
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<tr>
<td>and litigation</td>
<td>Residential developments and projects</td>
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<tr>
<td>Economic incentives</td>
<td>Restructuring and insolvency</td>
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<tr>
<td>and programmes</td>
<td>Retail</td>
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<tr>
<td>Environment, safety and</td>
<td>Tax</td>
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<tr>
<td>planning</td>
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<tr>
<td>Joint ventures</td>
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<tr>
<td>Land use regulation</td>
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</tbody>
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### Global practice

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Offices</td>
<td>50+</td>
</tr>
<tr>
<td>Real estate lawyers</td>
<td>250</td>
</tr>
<tr>
<td>Real estate partners</td>
<td>80</td>
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</tbody>
</table>
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Real estate is one of the principal strengths of our global network, founded on our reputation for effective, no-nonsense handling of high-profile and complex transactions.

With the increasing sophistication of the real estate market and widening of the definition of traditional real estate to include real assets and related service businesses, we are one of a small number of firms who genuinely have the experience, skill and support necessary to service our clients’ needs through a period of change for the sector.

Globally, our real estate practice spans the UK and Europe, the United States, Canada, Asia, Australia, Africa and the Middle East. With more than 3,700 lawyers and other legal staff based in more than 50 cities, Norton Rose Fulbright is one of the largest global law firms with a truly global real estate offering. Our real estate lawyers work closely with our banking, restructuring, corporate, securitization, construction, planning, environment, funds and tax lawyers who have a genuine understanding of domestic and international real estate markets. Our collective understanding allows us to bring to each transaction the best of the techniques in use in other jurisdictions, to the benefit of all our clients.

Awards and accolades

Real Estate Firm of the Year
Legal 500 UK Awards 2018 and 2020

Top tier for: Development | Hotels and leisure | Corporate occupiers
Legal 500 UK, 2020

Ranked Band 2 in Chambers
Asia-Pacific, 2020

“Extremely responsive, able to turn on a dime and do work super quickly”. “We feel in good hands”. “Very much our trusted adviser”.”
Chambers Canada, 2019

Best Legal Firm 2019
Panattoni Europe 2019 Gala & Awards

“Long-standing practice with a strong presence in the GCC.”
Chambers Global: UAE, 2019

Best Law Firm for real estate
US News & World Report and Best Lawyers 2019
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Australia

BP International Limited
Acting for BP on the A$1.8bn acquisition of 527 service stations throughout Australia and the subsequent divestment of selected sites as may be required by regulatory approvals.

Fortius Funds Management
Advised Fortius Funds Management on the establishment of an investment trust to acquire “The Barracks”, a A$162m mixed-use complex in Brisbane.

Growthpoint Properties Australia
Advised Growthpoint on the A$250m purchase of 100 Skyring Terrace, the headquarters of Bank of Queensland.

Canada

Ivanhoé Cambridge Inc.
Advised on the sale of the Rockhill, a multi-residential rental property known as “a Montreal Icon on the Mountain”, comprising of six buildings on approximately 7.6 acres. The property was sold to Minto Apartment Limited Partnership and its 50% co-acquirer I.G. Investment Management Ltd., as trustee for Investors Real Property Fund, for a total consideration of C$268m.

CDPQ Infra Inc
Advised CDPQ Infra Inc. on the development of a C$6bn light train infrastructure project of 67 kilometers in the greater Montréal area crossing over 22 municipalities and boroughs.

Solargise Canada Inc.
Advised on the C$900m acquisition and development of a solar panel manufacturing facility, to be followed by the development of an operating polysilicon plant for an additional investment of C$1bn.

Healthcare of Ontario Pension Plan (HOOPP)
Advising HOOPP on its co-ownership and redevelopment of Brentwood Mall in Burnaby, British Columbia, which will include three 50-storey residential towers, a six level underground parking facility and a retail podium requiring approximately C$1 bn in construction financing.

China and Hong Kong

China Overseas Land & Investment Limited
Advised China Overseas Land & Investment Limited on its acquisition of a property portfolio in 25 cities in China from CITIC Group for US$4.8bn (RMB31bn). The transaction represents the largest M&A in the China property sector.

Country Garden Services Holdings Company Limited
Advised HSBC and Goldman Sachs as joint sponsors on the spin-off of Country Garden Services Holdings Company Limited, the property management and relevant business of Country Garden Holdings Co. Ltd. on the Hong Kong Stock Exchange by way of introduction.

Pacific Century Premium Developments Limited
Advised Pacific Century Premium Developments Limited on its proposed joint venture with Paradise Pinetree Development Limited in relation to the investment in and development of a luxury resort project in Thailand.

France

LyondellBasell
Advising on the sale of a facility located on the petrochemical site of Etang de Berre to Orion GmbH, and advising on the remediation and sale of a large parcel of land located on their French petrochemical site for a logistics and warehouse development.

Vodafone
Advising Vodafone on the lease of large premises located in La Défense.

KKR
Advised KKR on the sale of around 30 assets representing a surface area of just over 86,000m² for an amount in excess of €100m.

Certas Energy
Advised Certas Energy on the construction, development and asset management of over 400 highway service stations branded Esso in France.

BayernInvest Luxembourg
Advised BayernInvest Luxembourg on the refinancing of a large stake of the debt subscribed by an SPV, 100 per cent affiliate of Invesco, for the high-value acquisition of Capital 8 (€789m).

Germany

Fattal Hotels Group
Acted for Fattal Hotels Group on the sale of a Leonardo Royal Hotel in Munich to the US real estate investor Invesco Real Estate with a transaction volume of €157m. Also on numerous transactions and hotel lease agreements, inter alia purchase of 20 hotels from Goldman Sachs and disposal of 18 hotels.

American Realty Capital Global Trust
Acted for American Realty Capital Global Trust on the acquisition and financing of RWE’s headquarters buildings in Essen through sale and leaseback as well as on the refinancing of the German real estate portfolio with Helaba.

Amundi
Acted for Amundi on fund structuring, several acquisitions and respective financings, e.g. the acquisition of bank building in Frankfurt by way of share deal.
Union Investment
Acted for Union Investment on the first club deal for an office ensemble. The transaction was conducted in the form of a forward share deal and involved the acquisition of 60 per cent of a project company.

Middle East
Nakheel joint ventures
Acting for master developer Nakheel on a number of joint ventures in the hotel, leisure and retail sector including advising on its hospitality joint ventures to develop hotels on Deira Island (with global brands such as Riu and Centara).

Al Maryah Island
Advising Mubadala Investment Company on a number of real estate transactions in the development of its master community “Al Maryah Island” including the leasing of Abu Dhabi Global Market Square.

HSBC Build-to-Suit Premises
Advising HSBC on the development and subsequent occupation of its bespoke headquarters in Emaar Square, Downtown Dubai on a build-to-suit basis.

Saudi Arabia hotels
Advising on a number of hotel projects in Saudi Arabia including the development and management of two new five-star Movenpick hotels.

The Netherlands
EMTÉ Supermarkets
Advising PLUS Holding BV (a large supermarket brand in the Netherlands) on the potential acquisition, through an auction process, of one of the largest retail portfolios in the Netherlands (c130 supermarkets).

Deliveroo
Acting for Deliveroo on lease and sublease agreements in relation to a large food court in Amsterdam, as part of Deliveroo’s international Deliveroo Editions project.

Wehkamp
Advising RFS Holland Holding (an affiliated company of Wehkamp Holding, an online shopping brand) on the construction of a new distribution centre in Zwolle.

North and West Africa
Aksal
Advising Aksal, mall and retail leader in Morocco, on the creation of joint venture with Wessal Capital, and on the development of a 40,000 sq.m. mall in Rabat-Bouregreg.

Alargan Real Estate Investment Company
Advising Alargan on a development agreement, land purchase and other joint venture matters relating to the development of a real estate US$200m mixed-use project located in the heart of Casablanca.

Assoufid Properties Development
Acted for Assoufid on the development of the St-Regis (Starwood) hotel and condominium in Marrakech.

GRIT Real Estate Income Group
Acted for GRIT in relation to the purchase from Club Med of the holiday village located in Casamance (Senegal).

Poland
Employees Provident Fund of Malaysia/Kwasa Europe
Advising on the acquisition of a portfolio of logistics warehouses located in France, Germany and Poland from funds of Raiffeisen Capital Management.

Panattoni Europe
Advising on a number of projects, including multi-tenant warehouse-industrial facilities and a built-to-suit production-warehouse facility for BOSCH.

Nestlé Polska
Advising on the development of a new production plant for manufacturing of pet food (“Purina” brand).
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**Lear Corporation**
Advising on sale and leaseback transactions for production facilities in Special Economic Zones, Poland (SEZ), the development of a new production plant in the SEZ, and the extension of water treatment facilities.

**Russia**

**Russian leading industrial producer**
Advising one of Russia’s leading industrial producers in relation to development and operation of a major infrastructure project in the South of Russia.

**Major International Investor**
Advising a major international investor in relation to the development of 100 hectares of land in the Moscow region.

**International Investment Fund**
Advising an international investment fund on the potential acquisition of two buildings in the centre of Moscow with a total area of more than 30,000 sq.m. (one of which is an object of cultural heritage).

**International datacentre operator**
Advised an international datacentre operator on the acquisition of more than 16,000 sq.m. of real estate in the Moscow region to expand its data mining activities.

**Singapore**

**Frasers Property Treasury Pte Ltd.**
Advising on a A$750m five-year term loan facilities, comprising a A$500m green loan and a A$250m loan term. The green loan is the first in Singapore with a pricing structure link to the BCA Green Mark, a rating system administered by the Building and Construction Authority in Singapore to evaluate a building’s environmental impact and performance.

**ING Real Estate**
Advising ING Real Estate on the establishment of J.P. Property Fund Asia Limited, a fund to invest in property in South East Asia and on the joint venture arrangements with Singapore co-sponsor, Pidemco Limited.

**Resolution Property Holdings**
Advising Resolution Property Holdings (majority owned by Fosun) on the acquisition of the office element of the iconic Royal Exchange building next to the Bank of England.

**Bank of Montreal**
Advising Bank of Montreal on its London accommodation strategy, including the pre-letting of 60,000 sq.ft. in GIC and British Land’s redevelopment of 100 Liverpool Street as its new London headquarters.

**South Africa**

**BMW**
Advised BMW South Africa Proprietary Limited (part of the BMW Group) on a long-term lease agreement for their new 32,000 sq.m. high-spec purpose built-parts warehouse located in Midrand, Gauteng, one of BMW’s largest facilities in Africa.

**Barloworld**
Advised Barloworld on the acquisition of property, including their corporate head office park and surrounding land in Sandton, Johannesburg.

**Federal-Mogul Motorparts**
Advised Federal-Mogul in all negotiations associated with their corporate head office, and Gauteng based distribution center’s relocation to a new site in a new semi-industrial office park to the east of Johannesburg.

**UK**

**Olympia London Exhibition Centre**
Advising a joint venture of institutional investors on the £296m acquisition and subsequent £1bn redevelopment of the Olympia London Exhibition Centre.

**Old War Office**
Advising a joint venture on the acquisition and redevelopment of the iconic Old War Office Building in Whitehall London from the Ministry of Defence into one of the finest hotels in London and luxury apartments.

**US**

**BlackRock Realty Advisors, Inc.**
Acting for BlackRock in connection with real estate joint ventures, acquisitions, dispositions, leasing, litigation, and workouts for its own portfolio and its advisers throughout the US.

**The Charles Schwab Corporation**
Acting for Charles Schwab on its strategic expansion across the US including new regional headquarter properties, office space, data centers and retail locations.

**Daiwa House**
Represented a joint venture between Daiwa House and ITOCHU Corporation in the development and construction of Atelier, a 41 story tower with 417 residential units, retail and parking, located in Texas.

**Toyota Motor North America, Inc.**
Acting for Toyota in connection with economic incentives, leasing, finance, and construction matters relating to North American manufacturing operations, including vehicle manufacturing plants located in Alabama and Texas.
Contacts

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