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TaylorWessing

## Real estate

"The key elements are all here: sector-specialist depth, vital support disciplines, European capability and a clientele of financial institutions hungry to do deals ... gaining good experience of whopper deals"

*Chambers*



## Why Taylor Wessing LLP?

Our success has been achieved by the determination of our group to understand and anticipate clients' needs in the German and United Kingdom real estate markets. We deliver real client satisfaction by ensuring that quality comes first. We see this commitment to quality carrying us forward and enabling us to develop our business and assist our clients in developing theirs.

### In particular we offer:

- a problem-solving approach
- broad-based property expertise
- extensive project management experience
- awareness of institutional requirements.

### Clients

We are used to dealing with the differing requirements of a varied client base, both local and international. The department's policy is that each client has effective contact with a minimum of two partners and as many associates as may be necessary. This means that the client always has an available point of contact.

### Size

Complex property transactions require breadth of experience and depth of resource. The group has been carefully developed and organised so as to ensure that extensive and appropriate experience is available. Our commitment to quality, linked to flexible internal working practices, means that we can always provide a quality service.

### Backup

Taylor Wessing is a large, varied and very successful commercial law firm with European offices in Berlin, Brussels, Cambridge, Düsseldorf, Frankfurt, Hamburg, London, Munich and Paris. The firm also has strong international links and affiliations.

Real Estate is an integral part of the firm and so has instant access to the highest quality advice from specialist practitioners in other fields as and when required.

## Managing the relationship

### The client relationship

We have a tradition of long-standing and close client relationship. This does not happen by chance. We work at it. We are proud of this and know it is one of the things our clients value most about us.

### A partner-led service

We really place importance on client care. We aim to provide our clients with the best possible partner-led service.

## Services

### Investment

On the purchase and sale of investment properties, we provide advice and reports which highlight issues that matter both to the investors themselves and to those providing finance. Where work is required to enhance the value of the investment, we provide advice, documentation and a service that addresses legal, market and management issues.

### Development

Maximising the potential of a property, and we advise here on site acquisition, obtaining planning and other consents, preparation of construction documents, tax, pre-lets and the onward sale of the investment.

### Owner Occupation

Knowing that occupational requirements can change, we seek to ensure that the occupier has flexibility in its use of its space, and has opportunities to dispose of surplus space when the time comes.

### Construction

The law in both the Germany and the United Kingdom in relation to construction and the resolution of construction disputes is constantly changing, and our advice takes account of this. We provide regular updates on changes in construction law.

### Dispute Resolution

The appropriate means of resolving a dispute requires specialist knowledge, and we organise our advice not only to provide such specialist knowledge, but also in checking evidence to ensure that issues are clearly identified at an early stage, and resolved in a timely manner.

### Re-structuring

Inevitably, not every real estate project is successful. For those who run into difficulties we provide advice on options available. Viewed from another angle, we advise banks and those acting for banks and other lenders in the realisation of real estate taken as security for loans, and those seeking to purchase distressed property.

### Property Finance

Our real estate finance practice is at the centre of much of the work that the real estate practice group does.

### Joint Ventures and Corporate Structures

We have extensive experience in structuring projects; for example joint ventures, limited liability partnerships, or other corporate structures, so as to give participants flexibility in realising their investments at the appropriate time, and to take advantage of tax opportunities; for example, REITS (Real Estate Investment Trusts).

### International

We have long standing experience in the management and co-ordination of real estate advice across multiple jurisdictions and in the preparation of common form reports.

### Public Law and Environmental Issues

Particularly in matters relating to development and construction, a knowledge of local administrative law and of EU law is vital to ensure that development meets all public law criteria. Our clients also want to know that their exposure to environmental risk is minimised.

### Our recent working experience

For reasons of confidentiality and commercial sensitivity, we are restricted in what we can disclose, but this experience includes work for many organisations connected with the real estate industry whether based in Germany, the UK or elsewhere. References can be provided.

### How others see us

A recent quote in the *Legal 500* reflects an important market view - "Clients are full of praise for this "smart group". Its capable partners are said to be "good at working with other firms" and to "proceed with brisk professionalism". Another quote from the *Legal 500* reflects the importance to the real estate industry of strength across the sectors: "Strength in property finance and construction, together with a high profile investor and developer client base, all add up to an impressive real estate practice".

## A legal force for Europe

Based principally in the UK, France and Germany - with an office in Brussels and Dubai, as well as representative offices in Alicante and Shanghai - Taylor Wessing LLP provides the full range of legal services to major corporations, financial and public institutions, growing enterprises and wealthy private clients.

Taylor Wessing has an enviable track record in serving knowledge-based and technology-orientated businesses. A market leader in intellectual property, the firm also has a strong market presence in corporate finance, private equity, real estate finance, inward investment and real estate.

## Our services

- **Corporate** - M&A, IPOs, Private equity, Tax, commercial law, inward investment, Funds
- **Intellectual property** - Patents, Copyright, Trade marks
- **Finance & projects** - Banking, Structured finance, Major projects
- **Dispute resolution** - Litigation, Arbitration, Mediation
- **Reconstruction and corporate recovery** - Restructuring, Work-outs, Formal insolvency
- **Real estate** - Investment, Development, Finance, Planning & environment
- **Employment & pensions** - Employee benefits, Human resources, Pensions, Pensions litigation
- **Competition** - EU law and anti-trust
- **Regulatory** - Public law, Financial services
- **Private client** - International asset protection, Tax and succession planning

## Further information

If you want to know more about the range of services offered by the real estate department of Taylor Wessing we invite you to contact John Whitfield, Head of Department, in London, and Jan Wunschel, Real Estate Co-ordinator, in Germany, or any of the other partners all of whom will be very happy to assist.

## Our team

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