

WATSON FARLEY & WILLIAMS

WATSON FARLEY & WILLIAMS
Real Estate & Hospitality Sector Experience



CONFIDENTIAL



**TOP RANKED
GLOBAL**
CHAMBERS, 2023



**TOP RANKED
EUROPE**
CHAMBERS, 2023



**TOP RANKED
ASIA-PACIFIC**
CHAMBERS, 2023



Watson Farley & Williams was the first international law firm to open an office in Greece in 1984.

Our lawyers in Athens advise on both English and Greek law, and are trusted with some of the most significant deals in the market.

Best Real Estate & Infrastructure Project - Project Hova Hospitality

Business Law Awards, 2022

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EXECUTIVE SUMMARY

“Deep knowledge of the hotel business and contracts.”

Legal 500, 2022

WFW is an international law firm dedicated to client care, industry focus and technical expertise. We specialise in complex transactions and disputes for leading corporations, financial institutions and funds.

With over 500 lawyers globally we are highly respected for our expertise in our key sectors of energy, transport and infrastructure.



Full service in our core sectors

In today's increasingly complex business environment, we believe it is paramount to consider all aspects of a transaction in order to be able to provide commercial advice to our clients. Unlike other law firms, WFW has actively structured itself to support our desire to be recognised as a top tier law firm for each of our key sectors. We align our lawyers internally to our sectors so that across the legal disciplines our sector teams sit together. This means that regardless of their particular legal expertise everyone understands the complete lifecycle of a project and the issues which can arise at each stage.

Working in partnership

We establish candid, open relationships with our clients and take the time to understand their businesses. We generally work in small, partner led teams where our sector knowledge and experience enable us to provide effective, commercially focused advice.

OUR ATHENS OFFICE



"The firm performs strongly in transactions and cases relating to Greece that are governed by UK law, in addition to local law expertise."

Chambers Global

WFW's experience in Greece encompasses a broad range of legal disciplines and industry sectors. We have been active in the country for many years and continue to offer high-quality legal advice to clients who trade with or own, finance, operate or supply to projects in the hospitality sector.

Our expertise

Our Athens office includes team members who hold dual legal qualifications (English and Greek law), enabling a familiarity with local laws and cultural etiquette. We are able to advise on common law and civil law matters across both jurisdictions.

Our partner-led, multi-disciplinary teams have provided commercial advice on more than 120 transactions across 34 countries over a 40-year period in the transport, energy, hospitality and infrastructure sectors.

The capabilities of our Athens office cover a full range of legal services in Greece necessary for a hospitality project, including private equity, M&A, corporate, real estate, franchise & management contracts, joint ventures, asset, project, trade and corporate finance, restructuring & insolvency and employment matters, from contractual, regulatory and contentious perspectives.

Clients

We advise owners, investors, lenders, developers and trade players across a wide range of investments into a multitude of greenfield and brownfield projects across the continent and provide solution-driven legal advice.

INDICATIVE REAL ESTATE & HOSPITALITY SECTOR EXPERIENCE IN GREECE

HOVA HOSPITALITY

Advising Hova Hospitality, acting on behalf of Primonial REIM France SA, on the circa €70m sale and lease back of Club Med's Gregolimano resort at Evia, Greece. The high-end resort is currently being renovated as part of an extension and renovation project with an initial budget of €20m.

BOB W.

Advising the international fund and their services apartments' operator on their expansion in the Greek market of smart & environmental friendly branded serviced apartments and acquisition of hotel companies and assets.

AUTOGRAPH COLLECTION – ANASSA ILIS

Advising a Greek-US hotel company on (i) hotel company incorporation; (ii) hotel license agreements with Marriott for a boutique hotel to be constructed on the coast of the Peloponnese; (iii) hotel management & know-how contracts with a Greek hotel management company; and (iv) hotel construction contracts and relevant financing.

DUE DILLIGENCE AND FINANCING OF AN INTEGRATED HOTEL PROJECT

Advising an international investment fund on the acquisition of and its investment in an integrated hotel project through a profit-sharing scheme.

MET HOTEL THESSALONIKI

Advising HypoVereinsbank AG on the due diligence and bond loan financing of the MET Hotel construction.

EAST WEST UNITED BANK

Advising the Luxembourg-based East West United bank on all corporate, financing, and real estate matters related to the acquisition and reposition financing of a Greek luxury hotel in Crete, Greece. This transaction has been implemented through a hybrid English-Greek law bond loan.

OCEANIA CLUB

Advising on the sale of shares of a hotel-owning company to Oaktree Capital, including negotiating management and consultancy services agreements for the continued operation of the hotel by the vendor company.

GRIVALIA

Advising Grivalia on their arrangements with Kerzner (One & Only) for the developments and management of the new hotel project at Asteria – their first 'urban resort'. In addition, we have assisted Grivalia on its acquisition of a Latin American luxury island development.

MANAGEMENT CONTRACTS FOR LUXURIOUS RESORTS IN ELOUNDA, CRETE

Acting for the owner of a luxurious resort and residences in Elounda in an international top-brand management and branding agreement.

MYKONOS PROJECT

Advising the owner of a luxurious integrated resort project in management and branding agreements with an international hotel management group.

MOXY HOTEL IN PATRAS

We acted for the owner of the new Moxy Hotel in Patras in its hotel franchise and license agreement.

CHINESE INVESTOR

Acting for the purchaser of a large 5-star hotel owned by a Greek entity in Santorini; our legal due diligence covered issues on the ownership titles, operational licences for the hotel and corporate restructuring and permissions for non-EU based entities to purchase land in sensitive areas in Greece. This was the investor's first investment in this sector and within the EU, so we needed to give guidance on a large number of corporate issues.

MARRIOTT ATHENS

Advising the owner on the franchise and license agreements with Marriott.

POLISH HOTELIERS

Acting for the largest Polish hotelier group in their acquisition of three 4-star hotels in Attica and Crete and reposition them into luxurious resorts to be managed & operated under an international high-end brand operator, including renowned F&B agreements.

CHANDRIS HOTELS CORFU

Advised Chandris on the due diligence prepared for the sale of the Corfu resorts and on the Greek and English law legal aspects in relation to the sale of two hotels in Corfu through the spin-off of the sector comprising the hotels and its contribution to newly formed Greek SPV and the subsequent sale of the entire shareholding of the Greek SPV through a share sale and purchase agreement with Ikos Resorts.

LAMPASA HELLENIC HOTELS

Advised LAMPASA Hellenic Hotels on the management and license contracts for the new MGallery Athens Hotel (Accor Group), as well as Hotel Grande Bretagne and King George (a Luxury Collection Hotel).

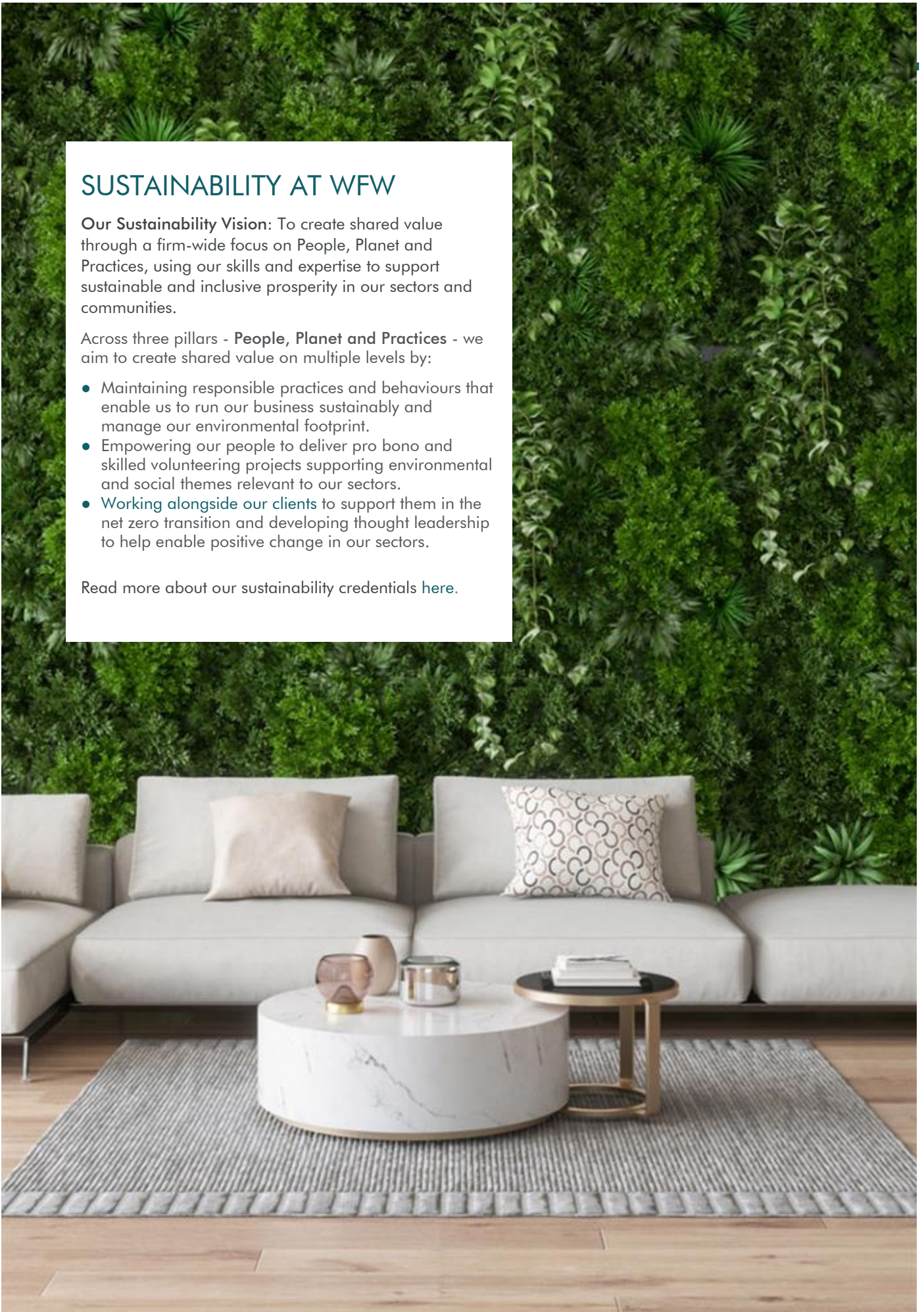
SUSTAINABILITY AT WFW

Our Sustainability Vision: To create shared value through a firm-wide focus on People, Planet and Practices, using our skills and expertise to support sustainable and inclusive prosperity in our sectors and communities.

Across three pillars - **People, Planet and Practices** - we aim to create shared value on multiple levels by:

- Maintaining responsible practices and behaviours that enable us to run our business sustainably and manage our environmental footprint.
- Empowering our people to deliver pro bono and skilled volunteering projects supporting environmental and social themes relevant to our sectors.
- Working alongside our clients to support them in the net zero transition and developing thought leadership to help enable positive change in our sectors.

Read more about our sustainability credentials [here](#).



REPUTATION

"They have the ability to handle complex and sophisticated matters with confidence and efficiency."

Chambers Global, 2023

"Very responsive team that cooperate well internally. For the client that means there are fewer dropped balls and loose ends. They tend to think alongside their clients and facilitate introductions, innovations, and suggestions appropriately."

Legal 500, 2023

"Watson Farley & Williams has a highly experienced team that is able to provide custom-made solutions to satisfy clients' interests."

Chambers Global, 2023

"A plus of the team is the quality of the service and advice. They have the ability to read a situation and understand it both from a legal and commercial point of view."

Legal500 EMEA, 2023

"[Nikos] has extensive know-how of various type of financings and he understands our needs very well."

Legal500 EMEA, 2023

"Excellent teamwork when handling complex transactions. Ability to handle issues around the clock."

Legal500 EMEA, 2023

"Complexity is probably what they do best, and I would not want to be side by side with anyone else during such challenges as there have been these last couple of years."

Chambers Europe, 2023

"Certainty, precision and sharpness in the knowledge of the national legal framework. Great business sense; support in contact with relevant industries necessary for the completion of a transaction."

Legal 500 EMEA, 2023

"High level of expertise in all topics related to energy projects promotion, including planning, real estate and energy."

Legal 500 EMEA, 2022

"Deep knowledge of the hotel business and contracts."

Legal 500, 2022

"Nikolaos Kostikas is an excellent legal adviser with numerous strengths, including good judgement, analytical skills, creativity, perseverance and commitment."

Legal 500 EMEA, 2022

"They're very approachable and knowledgeable, and the property finance team sits within a wider real estate team which can be helpful."

Legal 500, 2021

"Their hospitality and leisure practice sits within the real estate group and has a large offering across construction, finance, and property planning."

Legal 500, 2021

"WFW has particular expertise in handling large-scale, complex commercial and corporate litigation in the firm's specialist sectors of transport, energy and real estate."

Legal 500, 2021

"The team has a strong reputation for handling of energy project finance matters, asset finance transactions and real estate deals."

Chambers Europe, 2021

"They are excellent in real estate financing for both commercial properties and residential properties. They're very involved and transparent in billing."

Legal 500, 2021

ATHENS BANGKOK DUBAI DUSSELDORF FRANKFURT HAMBURG HANOI HONG KONG LONDON
MADRID MILAN MUNICH NEW YORK PARIS ROME SEOUL SINGAPORE SYDNEY TOKYO

All references to 'Watson Farley & Williams', 'WFW' and 'the firm' in this document mean Watson Farley & Williams LLP and/or its Affiliated Entities. Any reference to a 'partner' means a member of Watson Farley & Williams LLP, or a member or partner in an Affiliated Entity, or an employee or consultant with equivalent standing and qualification. The transactions and matters referred to in this document represent the experience of our lawyers. This publication is produced by Watson Farley & Williams. It provides a summary of the legal issues, but is not intended to give specific legal advice. The situation described may not apply to your circumstances. If you require advice or have questions or comments on its subject, please speak to your usual contact at Watson Farley & Williams.
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