

REAL ESTATE

Our GCC real estate team acts for public and private companies, pension funds, investment banks and other financial institutions, private equity funds, sovereign wealth funds, real estate funds, hotel owners and operators, retailers, public sector bodies, developers and unit trusts on the full range of real estate-related transactions.

We view real estate in the broadest sense, taking into accounts all aspects impacting the built environment in which we operate. It will always include the physical land or the building constructed on that land but it doesn't stop there. We consider the design of the building, its energy consumption and how technologically

future-proof it is, how the land or building is financed (whether by debt or equity), and the issues relating to public property companies. The list goes on . . .

We have a number of dedicated teams specialising in specific asset classes of the real estate market. Whether our clients work in one specific area or across multiple sub-sectors, we offer insight, expertise and first-class legal advice driven by innovation, research and market intelligence. We are also one of the only law firms in the GCC to have the experience to advise on strata law and jointly owned property schemes.



There are very few law firms and lawyers who can be reached literally 24 hours a day, 7 days a week and deliver quality and output as good as Louise Vun, Partner at 'Addleshaw Goddard'. The insights from the firm are practical, commercially astute and legally strong while at the same time flexible to incorporate inputs from all parties to enable deal closures.

Significant experience

- ▶ International corporates on the musataha arrangements for a food processing plant in Abu Dhabi and a fertiliser plant in Ras Al Khaimah;
- ▶ Government entities, master developers and investors on real estate joint venture projects in Dubai;
- ▶ Government entities on their local and overseas real estate commitments and investments;
- ▶ Master developers, corporates and investors on asset management, facilities management concession and BOT agreements;
- ▶ Airport operators on various commercial and retail leases, aircraft hangar leases, concessions and BOTs in favour of international airlines, private jet operators, hotel operators and retail operators;
- ▶ An international school operator on various land leases within the UAE for the purposes of building and operating schools and its sale and leaseback arrangements;
- ▶ A significant Abu Dhabi developer on its joint venture with a shopping mall developer and another joint venture with a hospital operator;
- ▶ A significant GCC private equity house on its joint venture with an international hospital operator to develop two hospitals in the GCC;
- ▶ A real estate developer on its joint venture with a hotel operator to develop a massive employee compound to accommodate hotel employees;
- ▶ A GCC real estate fund on its acquisition of shopping malls in KSA; and
- ▶ A significant real estate developer on its joint venture to develop a shopping mall in Abu Dhabi.

Large-scale mixed-use real estate and strata & jointly owned property scheme projects

- ▶ Master developers on their developments in Abu Dhabi, Doha, Dubai, Jeddah and Manama, on their standard form sale and purchase agreements, plot development leases, commercial, ATM, retail, kiosk, food and beverage leases, car park licences and mixed-use development regimes (including strata title structuring, master community declarations, community rules and building regulations);
- ▶ Utmost Properties on its off-plan / strata titled development in Dubai (including drafting the off-plan sale documentation and advising on the strata titled regime;

- ▶ A major Dubai developer on its joint venture with a landowner to develop a mixed-use building in Dubai;
- ▶ International hotel operators, investors and long-term tenants on the jointly owned property / strata schemes in Abu Dhabi, Dubai (including the Dubai International Financial Centre) and Jeddah.

Hospitality and retail

- ▶ Corporates and high net worth individuals on their hotel developments in Doha, Dubai and Muscat (including advising on the suite of hotel management related agreements such as the technical advisory services agreement and the hotel management agreement);
- ▶ A significant golf course operator on its appointment to operate the Al Mouj golf course in Muscat (including drafting, negotiating and advising on the technical services and golf course management agreement);
- ▶ A government entity on the acquisition of a partially completed hotel building and serviced apartment building, including the termination of a hotel management agreement;
- ▶ A government entity on the development and operation of a sports stadium in the UAE;
- ▶ A hotel operator on its acquisition of a beach-facing 4-star hotel property in Dubai;
- ▶ International banks on the financing of the development and refurbishment of 5-star hotels in the UAE;
- ▶ Various corporate entities in relation to their retail lease premises in shopping malls in Dubai (including the Dubai Mall and the Mall of the Emirates); and
- ▶ Advising private corporates on the holiday homes rental regime in Dubai.

Key Contacts



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