

# Hotels, Resorts & Tourism

- We have advised numerous hotels and hospitality clients across a variety of areas ranging from corporate and commercial advice and commercial agreements through to litigation and arbitration. We are experienced in all major forms of real estate and construction related agreements, master developments, ownership, etc.

## Acquisitions and divestitures

We advise on local and international acquisitions and divestments of hotel, travel and tourism real estate, businesses, trusts and companies from the smallest hotel to the largest integrated resort development or chain of hotels.

## Management contracts

Our services include providing a detailed briefing on the nature of the contractual relationship of hotel and resort management contracts from the outset; draft, negotiate and finalise management contracts; and review of existing management contracts in circumstances where the aspirations of the parties have not been realized.

## Labour

Together with local counsel as required, we advise on all aspects of labor and benefits issues associated with operating in single and multiple jurisdictions.

## Intellectual property

In particular, our services include the protection of the value of brands in structuring leases and joint venture agreements, and when clients begin operations in new markets.

## Capital raising and debt funding

We assist with all aspects of capital raising and debt funding – locally and internationally – including transaction structuring, due diligence, document preparation, vetting and registration.

## Real estate and development

We advise on development and construction, including land acquisition, preparation and negotiation of construction contracts and finance facilities and project management contracts.

## Technology and communications

In particular, we help our clients negotiate agreements for software, hardware and technology and communications services, for a single facility or for your global network.

### What others say about us:

*Best for legal services - Global Euromoney Real Estate Awards 2008 - 2015*

*"Baker & McKenzie Habib Al Mulla is known for robust hospitality practice, present on a number of complex mandates. Notable experience on a raft of master-planned and mixed-use developments as well as large-scale housing schemes".*

**Chambers Global, 2016**

- Tier 1 - Middle East-wide  
*Legal 500, 2015*



## Tax

We advise on ways to structure and plan transactions to minimize state, national and international tax exposure.

## Environment

We provide advice and management of risks and assistance in complying with environmental regulations that affect development and operation of properties.

## Dispute resolution

We are experienced in handling complex disputes, including dissolutions, insolvency and workouts, environmental matters and construction and management disputes.

## Representative Deals

### **SKAI Holding**

- Advising on the structuring, development, financing and construction of a US\$1 billion five star hotel on Palm Jumeirah in Dubai to be operated by Viceroy. Hotel rooms and hotel apartments were sold and leased back on a condo-hotel basis.

### **Four Seasons**

- Advising Four Seasons on the management of three new hotels under construction in the UAE including advising on the suite of hotel agreements (which include operational, pre-opening and licensing aspects).

### **SKAI Holding**

- Advising on the structuring, development, sale and appointment of an operator for its 'Suites in the Skai development in Jumeirah Village Circle, Dubai.

### **Four Seasons**

- Advised Four Seasons on the relocation of its regional headquarters from Europe to the UAE.

### **Dubai Real Estate Developer**

- Advising a government related entity on the hotel management agreements relating to a new 600+ room five star hotel being developed in Dubai, including advising on the suite of hotel agreements (which include operational, pre-opening and licensing aspects).

### **Hard Rock Hotel**

- Advising on its first two hotels to open in the UAE, in Dubai Marina and Abu Dhabi, including advising on the negotiation of the suite of hotel agreements for each property.

### **Jabal Omar Development Company**

- Advising on its negotiations with 9 of the world's leading hotel operators (Hilton, Hyatt, Marriott, Starwood, Accor, Rezidor, Intercontinental Hotels Group, Best Western and Millennium Copthorne) for the provision of 26 brands to manage 38 towers and 15,000 rooms under construction in Makkah, Kingdom of Saudi Arabia.

### **MTD Capital**

- Advising on all aspects of the proposed acquisition of a leasehold interest in a five star hotel in Makkah, Kingdom of Saudi Arabia.

### **Saudi Arabia's General Organisation for Social Insurance (GOSI)**

- Advising on its negotiations with Hilton on the terms of a hotel management agreement for a five star business hotel to be developed in Riyadh, Kingdom of Saudi Arabia.

### **Msheireb Properties**

- Advising on its negotiations with West Places Hotel Group on the terms of a hotel management agreement for a five star business hotel in Doha, State of Qatar.

### **Al Rayyan Tourism & Investment Company**

- Advising on the acquisition of the flagship Radisson Blu hotel in the newly completed Aqua Tower in Chicago, USA (the flagship Radisson Blu hotel in North America).

### **Abu Dhabi Tourism Authority**

- Drafted the regulations of the Abu Dhabi Tourism Authority.

## Key Contacts



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