

Corporate Real Estate





Standing out from the Crowd

Find out what makes us stand out from the rest

- Our lawyers take their work seriously, not themselves.
- Our structure allows both the client and associates **easy access to partners**, helping to **nurture talent and solve issues swiftly and efficiently**. We focus on practising law with the sophistication of larger organisations while maintaining a smaller firm's involvement. Like our clients, we are entrepreneurs and we understand what makes the difference.
- We **invest in long-term partnerships** with our clients, amassing a genuine knowledge of their business and generating win-win formulas. This is why we introduced a range of **alternative pricing models** (including time based, budget based, tranche based and result based models).
- Furthermore, we believe in reasonable, realistic pricing and value for money, a formula that has allowed our business to continue to grow year after year, including 2009.
- We **operate in an efficient and transparent way**, fees and arrangements are clear and clients can check the progress of their transactions through a dedicated secure extranet.
- We work hard to be a truly client-focused law firm. This means understanding the unique needs and challenges of each market sector and providing a service that's tailored to the particular concerns and requirements of each client.



"A key strength is their pragmatism and the way CMS DeBacker gets to understand the business by getting to know us, building the relationship and understanding what is important and what is not."

Feedback from a large international bank



Our Real Estate Expertise

Our real strength lies in combining our knowledge of the commercial property sector with the particular skills of specialist lawyers within the firm – such as finance, corporate transactions and structures and taxation.



As one of the country's strong full-service Corporate Real Estate teams, you can be sure we advise on a wide range of property related transactions

- Investment sales and purchases
- Finance including secured lending
- Finance leasing, structured finance
- Public private partnerships
- Real estate developments
- Property joint ventures
- Portfolio management, including lettings, dispute resolution and rent reviews
- Outsourcing property aspects of mergers and acquisitions
- Real estate insolvency
- Real estate disputes
- Town Planning
- Environment
- Real estate tax and VAT
- Building contracts and construction/procurement issues



“At CMS DeBacker, I appreciate having high level and seasoned lawyers with outstanding creativity and understanding of our business.”

Feedback from a large international bank



A Proven Track Record

Offices

- Acting for **WestImmo** in the financing of the acquisition of an office building in Brussels (70m).
- Advising **Amlin** on their Brussels relocation plans.
- Acting for **BNP Paribas Fortis** and **LBLux** in connection with the refinancing of the Mobistar office building in the Brussels vicinity (€48,5m).
- Acting for a club of banks led by **Aareal Bank** in the restructuring of a global €210m credit facility to a Belgian property company.
- Acting for **Fidentia Real Estate** in connection with the acquisition of one of Brussels' first "green" office buildings.
- Acting for **PruPIM** (UK) in connection with the acquisition of a multi-tenant office building in the Brussels vicinity (€40m).
- Acting for the **Belgian Government** in connection with the sale and leaseback of 62 public buildings (€600m).
- Advising **Fordgate** (UK) in connection with the acquisition (and financing) of 28 office buildings from Belgian REIT Intervest Offices (€92,5m).
- Advising **UK private investors** in their simultaneous acquisition (and financing) of 2 office portfolios in Belgium and Germany (€160m).
- Acting for Fordgate in connection with the refinancing by **Morgan Stanley and Credit Suisse** of a pan-European property portfolio (€1,200m).
- Advising **UK private investors** in their simultaneous acquisition (and financing) of 5 office and retail buildings (€150m) from 5 different sellers.
- Acting for **IG Immobiliën** of Austria in connection with several property investments and developments in the Brussels European District.
- Acting for a club of Belgian and German banks led by **KBC** in connection with the financing (€215m) of the **North Galaxy**, a large office complex in Brussels fully pre-let to the Belgian Government.

Elderly Homes

- Advising a **private equity fund** regarding all legal aspects involving the acquisition of elderly homes and the operational activities thereof.

Shopping Malls/Retail Parks

- Acting for **Unibail-Rodamco** in connection with its bid on a factory outlet shopping centre in Wallonia.
- Advising an **Italian developer** in connection with the Città Verde project, a vast multifunctional development in Wallonia
- Advising **Klépierre** on the structure of its investment in the L'Esplanade shopping mall in the Brussels vicinity.
- Acting for **Value Retail** (US) in connection with the development financing (€50m) of the Maasmechelen factory outlet shopping centre.
- Acting for **AEW Europe** in the context of a sale and lease-back transaction regarding a €7,2m movie theatre in Antwerp.

Warehouses

- Advising **ULogis** on refinancing their central European activities.
- Acting for **KFH**, a Kuwaiti financial institution in connection with the Sharia compliant financing of a large warehouse in Flanders (€18m).
- Advising **Unibra**, a NYSE/Euronext listed company in its acquisition of a warehouse in the Brussels vicinity.

Residential

- Advising **Bouygues Immobilier** on the acquisition structure of 2 large housing projects (470 units) in Brussels.

Hotels

- Acting for **NH Hotels**, a major Spanish hotel group in connection with the acquisition of 2 hotels in Flanders.
- Acting for **Aareal Bank** in connection with the refinancing of a 5 star hotel in Brussels (€30m).
- Acting for **Royal Bank of Scotland** in connection with the financing of a sale and leaseback of 2 5 star hotels in Brussels.
- Acting for **Accor** in connection with its bid on a large hotel portfolio in Belgium, France and Italy.
- Acting for **Calyon** in connection with the financing of Dolce hotel/conference centres in the Brussels and Paris vicinity (€72m).



Brochures & Newsletter

20 Questions for European Real Estate Investors

Investing in real estate across Europe involves much fact-finding and decision-making. Before an investment decision can be made there are often many questions that need to be answered. This CMS guide has been designed to help make those decisions easier by providing instant answers to 20 of the questions most commonly asked. It is in an easy-to-follow format and covers 14 different European countries.

CMS Guide to Occupational Investment Leases

The identity of the tenant, the type of property, the rent and the form of the commercial occupational lease used are the four main factors which underpin the value of investment property wherever it is situated. The guide looks at the main attributes of the occupational investment lease and compares the position across the principal western and central European jurisdictions. More sophisticated markets in western Europe are compared and contrasted with rapidly developing markets in central Europe. Material legal differences in different jurisdictions are considered.

Finally, a summary compares, in the form of a table, those elements of the commercial lease which are considered institutionally important in each jurisdiction (the 2008 edition has just been published).

CMS Transaction Cost Card

Comparing real estate investment values across Europe provides only part of the picture. For a true comparison, the investor will also take account of transaction costs and taxes, which can differ widely from one jurisdiction to another. This CMS guide provides a pocket-sized comparison across the principal European countries.

The quotes assume a single investment property acquisition or disposal or single corporate acquisition or disposal as appropriate.

Real Estate Finance brochure

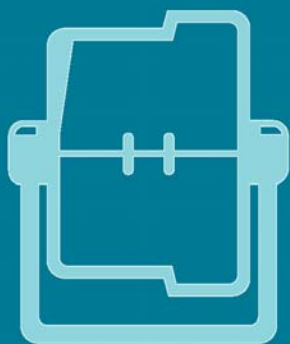
Our Real Estate Finance team combines the expertise of both banking and real estate practices. Our experienced European teams have secured a leading position in an increasingly sophisticated and fast-changing market, providing innovative, commercial advice to the full range of market participants. CMS has a successful track record advising a wide variety of domestic and international clients including financiers, developers, real estate trusts and funds on all aspects of real estate investment and development financing.

Real Estate e-Newsletter

This e-newsletter is published by CMS DeBacker on a quarterly basis.

You can find our previously published e-newsletters by following this link:

www.cms-db.com/onlineservices



The Dedicated Corporate Real Estate Team



"Real Estate Head Bruno Duquesne attracts praise for his notable skills and dedication to the sector. Considered to be "a deal maker who gets the work done" Bruno Duquesne has a good reputation for real estate in Belgium. He acts regularly for banks and is highly skilled in real estate financing.

Chambers Europe



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"Clients assert that new partner Pierre-Axel Chabot at CMS DeBacker went beyond the call and strengthened our position by negotiating additional guarantees."

Legal 500



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CMS aims to be recognised as the best European provider of legal and tax services. Clients say that what makes CMS special is a combination of three things: strong, trusted client relationships; high quality advice; and industry specialisation.

We combine in depth local expertise and the most extensive presence in Europe with cross-border consistency and coordination.

CMS has a common culture and a shared heritage which make us distinctively European.

CMS operates in 27 jurisdictions, with 53 offices in Western and Central Europe and beyond. CMS was established in 1999 and today comprises nine CMS firms, employing over 2,400 lawyers. CMS is headquartered in Frankfurt, Germany.

CMS member firms are:

CMS Adonnino Ascoli & Cavasola Scamoni (Italy); CMS Albiñana & Suárez de Lezo, S.L.P. (Spain); CMS Bureau Francis Lefebvre (France); CMS Cameron McKenna LLP (UK); CMS DeBacker (Belgium); CMS Derks Star Busmann (Netherlands); CMS von Erlach Henrici Ltd. (Switzerland); CMS Hasche Sigle (Germany) and CMS Reich-Rohrwig Hainz Rechtsanwälte GmbH (Austria).

CMS offices and associated offices:

Amsterdam, Berlin, Brussels, London, Madrid, Paris, Rome, Vienna, Zurich, Aberdeen, Algiers, Antwerp, Arnhem, Beijing, Belgrade, Bratislava, Bristol, Bucharest, Budapest, Buenos Aires, Casablanca, Cologne, Dresden, Duesseldorf, Edinburgh, Frankfurt, Hamburg, Kyiv, Leipzig, Ljubljana, Lyon, Marbella, Milan, Montevideo, Moscow, Munich, Prague, São Paulo, Sarajevo, Seville, Shanghai, Sofia, Strasbourg, Stuttgart, Utrecht, Warsaw and Zagreb.

The members of CMS are in association with the Levant Lawyers (TLL) with offices in Beirut, Abu Dhabi, Dubai and Kuwait City.

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