

Hotels and Leisure in the Aviation and Aerospace Sector in Africa

Hotels and Leisure

Across the globe you can draw on Dentons' in-depth knowledge of the hotel and leisure industry to address today's opportunities and challenges in an thoughtful way based upon decades of unsurpassed experience. Whether you're a hotel owner, investor, lender or owner/operator, we can provide you the value-added guidance and counsel you are seeking. Turn to us for creative and practical solutions regarding acquisitions and dispositions, financing, management agreements, mixed-use projects and much more. Very few lawyers in the world focus exclusively on hotels and other leisure facilities. Because that is all our core team does, your industry is our industry. We address your issues not only from a legal perspective, but a business perspective and a "market perspective."

Consistently ranked among the best in the world, Dentons' Hotels and Leisure practice comprises a core team of recognized industry leaders who are focused exclusively on the hotel and leisure industry. The core practice team is complemented by cross-disciplinary support from more than 175 partners and colleagues throughout the Firm who regularly work on hotel and leisure industry matters. These lawyers include tax, REIT, trademark, labor, dispute resolution, real estate and corporate practitioners. Uniquely situated to serve our clients across all jurisdictions and to leverage our firm's capabilities in multiple regions, we function internally as an integrated team across the globe. Our team specializes in thoroughly understanding the hotels and leisure industry from a global perspective, at every level. We are also keenly aware of the multitude of issues involved in doing cross-border and multi-jurisdiction transactions and how to successfully navigate through the same. Whether developing a complex mixed-use project, refinancing a hotel or portfolio, negotiating a management agreement, or looking to expand a portfolio through a corporate acquisition or joint venture, you'll gain the support of a trusted and experienced partner.

Providing top-ranked, value-added service to our clients, we are proud to serve as trusted advisors to some of the industry's most respected owners, investors, developers, operators and financial institutions, on sophisticated transactions to ensure every aspect of every deal is addressed accordingly. Our clients are distinguished and unique—they expect best in class service at every level to address their legal needs and we deliver.

You can rely on us for advice on:

- Management, franchise and license agreements: hotels, resorts, gaming, food and beverage, golf and spa
- Creation, operation and restructuring of complex mixed-use projects
- Development matters
- Company and asset acquisitions and dispositions
- Equity and debt financings
- REITs
- Trademarks
- Operational issues

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Aviation and Aerospace

This complex industry ranges from aviation and aerospace service companies to airlines, charter companies, private operators, manufacturers, aircraft leasing companies and other financial institutions, airports, and governmental agencies. It's an industry where you want specialists with aviation expertise, access to an experienced multijurisdictional team, and experts on the ground in the places you do business.

Dentons' lawyers know the aviation industry. We combine global expertise with local knowledge in many areas, including:

- Asset-based financing
- Joint ventures and mergers and acquisitions
- Manufacturing, selling, purchasing and leasing aircraft and equipment
- Local and international regulatory regimes and treaties
- Navigation issues
- Insurance and risk management

- Litigation and dispute resolution
- Commercial and government contracts
- Intellectual property
- Aviation claims
- Disaster preparation and response (crisis management)

Working together, you get all the skills our lawyers have developed representing leading airlines, manufacturers, aviation service providers, airport developers, lessors, financiers, insurers and regulatory bodies. So wherever you fit within the aviation industry, Dentons can help.

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Africa

Africa presents some of the most dynamic markets in the world. At a time of growth, positive change and new opportunities on the continent, you need an innovative team with deep experience to help you achieve your goals. To meet the evolving needs of business, government and international institutions in Africa, Dentons delivers premier service and a disciplined focus through our offices in Cairo, Cape Town, Casablanca, Johannesburg, Mombasa, Nairobi and Port Louis. In 2019 we announced our intent to combine with leading firms in Harare (Zimbabwe), Kampala (Uganda), Luanda (Angola), Lusaka (Zambia) and Maputo (Mozambique) growing our office reach to ten African countries. Coupled with our extensive network of Nextlaw Global Referral Network firms, we are able to support you in more countries in Africa than any other global legal network.

Our team will help you navigate the key legal, regulatory, political and economic factors that affect your operations in Africa. We have acted on deals for over 55 years and our 300+ strong team of Africa-based lawyers and professionals leverage this experience with business leaders, government officials and other key decision-makers in each

jurisdiction within the continent—which is a distinctive aspect in helping you to succeed.

Whether you are currently in Africa or have potential interests on the continent, we are well positioned to fulfill a complete range of transactions and advisory work. Our presence spans the continent's economic hubs and niche markets, as well as the key commercial centers around the world that engage in business and investment in Africa.

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