

Hotels and Leisure in the Hotels and Leisure Sector in Latin America and the Caribbean

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

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

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 a 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

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 a 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

Latin America and the Caribbean

From oil and gas to hotel and leisure development projects, and from trade and exports to dispute resolution, we boast a long history of advising clients in the most vital industries in Latin America and the Caribbean.

With offices in Bogotá, Caracas, Liberia, Lima, Mexico, Panama City, Guatemala, San José and Santiago, our Caribbean presence serving clients in locations including Anguilla, Antigua and Barbuda, Barbados, British Virgin Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, and Trinidad and Tobago and in several international business centers crucial to Latin America and the Caribbean, including New York, Washington, DC, Los Angeles, Houston, Dallas, Phoenix, Toronto, Calgary, London, Madrid, Barcelona, Beijing, Shanghai, and Singapore, our lawyers and professionals leverage their global insights and local knowledge to advance clients' business objectives throughout the region.

No matter where your interests in Latin America and the Caribbean reach, Dentons offers the resources, experience and insight to help you achieve your objectives. Rely on our seasoned, dedicated teams to navigate challenging legal, economic, political and regulatory climates. Our capabilities include:

- Banking and finance
- Corporate
- Dispute resolution
- Transportation
- Project finance
- Trade and export finance
- Sovereign debt
- Mergers and acquisitions
- Real estate, retail and hotels
- Tax
- Public policy and regulation
- Litigation and arbitration
- International trade and economic sanctions
- Power, oil and gas
- Antitrust law and local monopoly compliance
- Anti-corruption compliance and transparency, including the US Foreign Corrupt Practices Act
- Infrastructure development and finance
- Political risk strategies
- Securities and capital markets
- Luxury, fashion and beauty
- Pharmaceuticals
- Consumer goods

- Mining and natural resources
- Telecommunications, media and technology
- Life Sciences
- Labor and employment
- Intellectual property
- Insurance
- Sports

From oil and gas to hotel and leisure development projects, and from trade and exports to dispute resolution, we boast a long history of advising clients in the most vital industries in Latin America and the Caribbean.

With offices in Bogotá, Caracas, Liberia, Lima, Mexico, Panama City, Guatemala, San José and Santiago, our Caribbean presence serving clients in locations including Anguilla, Antigua and Barbuda, Barbados, British Virgin Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, and Trinidad and Tobago and in several international business centers crucial to Latin America and the Caribbean, including New York, Washington, DC, Los Angeles, Houston, Dallas, Phoenix, Toronto, Calgary, London, Madrid, Barcelona, Beijing, Shanghai, and Singapore, our lawyers and professionals leverage their global insights and local knowledge to advance clients' business objectives throughout the region.

No matter where your interests in Latin America and the Caribbean reach, Dentons offers the resources, experience and insight to help you achieve your objectives. Rely on our seasoned, dedicated teams to navigate challenging legal, economic, political and regulatory climates. Our capabilities include:

- Banking and finance
- Corporate
- Dispute resolution
- Transportation
- Project finance
- Trade and export finance
- Sovereign debt
- Mergers and acquisitions
- Real estate, retail and hotels
- Tax
- Public policy and regulation
- Litigation and arbitration
- International trade and economic sanctions
- Power, oil and gas
- Antitrust law and local monopoly compliance
- Anti-corruption compliance and transparency, including the US Foreign Corrupt Practices Act
- Infrastructure development and finance
- Political risk strategies
- Securities and capital markets

- Luxury, fashion and beauty
- Pharmaceuticals
- Consumer goods
- Mining and natural resources
- Telecommunications, media and technology
- Life Sciences
- Labor and employment
- Intellectual property
- Insurance
- Sports

Your Key Contacts

Global



Meghan Cocci
Partner, Phoenix
D +1 602 508 3903
meghan.cocci@dentons.com



Mark W. Dalieri
Partner, Phoenix
D +1 602 508 3902
mark.dalieri@dentons.com



Rick Ross
Partner, Phoenix
D +1 602 508 3901
M +1 602 524 4500
rick.ross@dentons.com



Alex Skoblo
Partner, Moscow
D +7 495 644 0500
alexander.skoblo@dentons.com

Latin America and the Caribbean



Meghan Cocci
Partner, Phoenix
D +1 602 508 3903
meghan.cocci@dentons.com



Rick Ross
Partner, Phoenix
D +1 602 508 3901
M +1 602 524 4500
rick.ross@dentons.com