

# Hotels and Leisure in the Defense and Space Sector in Middle East

## 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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## Defense and Space

The global defense industry deals in complex, very high-value products, vital to the security of numerous nations.

Defense contractors operate at the interface of business and government and much of what they do, including their research and development, is both publicly funded and subject to tight security. Governments compete for many defense contracts, but some are directly negotiated without competition, and so long-term relationships with government entities are critical. Defense industry disputes can be substantial, complex and involve such issues as procurement law, sovereign contracts, intellectual property and, often, international trade.

The defense industry therefore demands lawyers able to work on the most valuable and complex competitive processes, contracts and disputes; lawyers who understand how both government and business work and whose discretion is assured; and lawyers who can apply their skills and experience in exacting circumstances and strict security.

Dentons' lawyers work for defense contractors and governments globally. They deploy deep understanding of public and private law to work on major platform, systems and ordinance sales and purchases, contracts for the management of defense sites and facilities, and the operation and maintenance of defense equipment. Dentons' lawyers will represent you in defense industry disputes and litigation of every kind, with confidence grounded in real industry knowledge.

Dentons' services include working closely with corporate clients to develop strategies to secure government

contracting opportunities. We also act as trusted advisers to government clients in navigating public law to design procurement processes in competitive and non-competitive procurements.

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## Middle East

The Middle East is a key market for global business. The scale of deals, projects, developments and investment opportunities attracts the major players from all commercial and industrial sectors.

At Dentons, we provide both the legal and strategic advice you need as well as the important local knowledge and experience, to help you maximize the opportunities for your business. Our extensive and experienced resources, tailored approach and long-standing presence in the Middle East region enable us to undertake the most complex of assignments.

Our clients benefit from our knowledge of the laws, language and business customs in all the countries in which we operate. Our presence in the Middle East is the largest of any international law firm and spans the United Arab Emirates, Saudi Arabia, Oman, Qatar, Jordan, Lebanon and Egypt. With decades of experience in this market, our long-standing relationships within these communities provide strategic advantage for you and your business endeavors.

You can leverage our long-established and highly credible reputation with government officials, financial institutions and other intermediaries. These strong ties allow us to help you develop business opportunities, speed up approval processes and make progress. When conducting business in the Middle East, choose the partner that makes sense. Choose Dentons.

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