

# Marcel Janssen

## Partner



Partner

Amsterdam

D +31 20 795 3423

M +31 6 27 12 95 61

marcel.janssen@dentons.com

## Overview

Marcel heads the Banking and Finance practice in Amsterdam. He has an excellent client service offering, is dedicated to deliver exceptional value across everything he does and connects people. Whether it's advising on the most high profile and complex legal matters, delivering support to start-ups in the renewable energy sector through pro bono initiatives, or implementing innovative solutions to save the clients time and money, he is truly committed to evolving constantly with the clients' needs to be the law firm of the future.

His experience covers a broad range of finance and restructuring transactions. Marcel is a member of Dentons' Real Estate and Energy groups and focuses on real estate finance, (renewable) energy projects, export finance, sustainable finance and leveraged finance. He acts for both lenders and borrowers on domestic and cross-border transactions.

## Experience

- **Kohlberg Kravis Roberts (KKR):** Advising a leading global investor on its binding offer of €6.825 billion (on a debt free, cash free basis) for the Spreads business of FTSE-100 company Unilever plc.
- **Breevast:** Advising on the restructuring of the EUR 700 million Mesdag real estate portfolio, consisting of 56 assets spread throughout the Netherlands.
- **Dutch banks:** Advising on several junior and senior project financings of several Dutch onshore wind mill farms.
- **Dutch banks:** Advising on several export credit backed financings.
- **German banks:** Advising on several Dutch real estate financings.
- **Direct lenders:** Advising direct lenders on many refinancings and development financings of several conversions of Dutch offices to residential real estate.
- **Direct lender:** Advising a London-based direct lender on the granting of several project financings in relation to the construction of several wood fired biomass plants in the Netherlands.

- **Supplier Finance:** Advising several banks on the global implementation and development of their supplier finance, supply chain finance and receivables finance programs with innovative solutions to save time and money.
- **Equinix:** Advising this major US data center company on the multi-jurisdictional financing aspects, REITs, as well as on preparations for the reorganization and integration, international due diligence, and post takeover restructuring in connection with its €3.6 billion takeover of UK company, Telecitey Group plc (including its Dutch subsidiaries), by way of a scheme of arrangement.
- **Nestr Smart Finance:** Advising the originator on the setting up of a new loan platform for buy-to-let mortgages in the Netherlands.

## Recognition

- *Legal 500 2021:* "Marcel Janssen, from the Amsterdam office differs greatly from his peers due to his hands-on approach and his personal involvement in files." Marcel Janssen has "Commercial drive, practical approach and personal involvement."
- Quote in *Chambers 2019* by a client: "He's very eager and commercial and will strive to do business your way. He's an all-rounder and can get things done. I will be looking to involve him in other business as well."
- Ranked in *IFLR1000 (2019)* as "highly regarded" for Banking in the Netherlands.

## Insights

- Co-author, "COVID-19 and material adverse effect clauses in finance documents - a Dutch perspective", *Dentons Alert*, March 2020
- Co-author, "Controlling the damage of COVID-19 in the Netherlands: a brief overview of the Finance related state measures", *Dentons Alert*, March 2020
- "Persoonlijke zekerheid: waar op te letten?", *Zeker Vandaag De Vereende*, March 2020

## Activities and Affiliations

Marcel Janssen has registered the following principal and secondary legal practice areas in the Dutch Bar's register of legal practice areas:

- Financial law; and
- Banking law.

Based on this registration, he is required to obtain ten training credits per calendar year in each registered principal legal practice area in accordance with the standards set by the Dutch Bar.

## Prior and Present Employment

- Partner, Dentons, (2017-present)
- Partner, Baker McKenzie (2014 -2017)

## Areas of focus

### Practices

- Banking and Finance in Europe
- Acquisition Finance
- Asset Finance and Lending
- Aviation Finance
- Corporate and Syndicated Lending
- Equipment Leasing and Finance
- Hotel Financing
- Project Finance
- Ship and Marine Finance
- Trade and Commodity Finance
- Venture Technology and Emerging Growth Companies
- Real Estate Finance
- Project Development
- Real Estate

## Industry sectors

- Private Equity
- Energy
- Oil and Gas
- Renewable Energy
- Biomass
- Solar
- Wind
- Construction
- Financial Institutions
- Infrastructure and PPP
- Transportation

## Region

- Amsterdam

## Education

- Grotius Academy, 2009, Postgraduate
- Erasmus University Rotterdam, 2003, LL.M.

# Admissions and qualifications

- Dutch Bar Association, 2003

## Languages

- Dutch
- English
- German