



DENTONS

LINK LEGAL

Practice credentials

Real Estate & Hospitality

Grow | Protect | Operate | Finance

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The Firm

An Overview

A full service corporate and commercial law firm, Dentons Link Legal has flourished for over twenty years, with over 50 partners and 200 lawyers across multiple practice areas, and offices in New Delhi, Mumbai, Hyderabad, Bengaluru, Chennai and GIFT City (Gandhinagar).

Blending a deep commercial insight with our legal proficiency, our practice provides you with responsive advice to help you achieve your business objectives.

With a clientele that includes international and domestic businesses, public sector undertakings, public and private banks and individuals, we work with you across the globe.

Our strength stems from our team of experienced, well-trained and qualified lawyers, who integrate their skills to provide comprehensive legal advice and strategy on complex commercial issues that meet your needs and expectations. Each partner brings their hands-on expertise and a client-first approach from a strategic perspective, by understanding your objectives and identifying potential issues in areas of public policy or litigation. Clients enjoy a high level of professional service with the advantage of discussing matters directly with their assigned partner.

The oldest practice group of its kind amongst our peers, our China Desk consists of experienced lawyers proficient in English and Mandarin. Designated as the official partner for legal services in India by the largest chamber of commerce in China, we have advised over 100 Chinese clients across diverse sectors, and work closely with their government agencies, universities, and think tanks to conduct legal research and promote economic ties between the two countries.

Globally, we have advised clients through our multiple practice areas across diverse sectors, including water and wastewater, airports, metro rail & urban transport, roads, ports, oil, gas, energy, power, aviation, media, broadcasting, advertising, pharmaceutical, information technology, business process outsourcing, consumer goods, real estate, mining, software, entertainment, insurance, and banking, and we also work extensively with international clients on regulatory approvals from the Indian authorities for establishing legal entities or other forms of business presence in India.

Our practice areas

A full service law firm with over 250 lawyers and a pan-India presence, our practice areas span:

- Alternative Dispute Resolution
- Aviation and Aerospace
- Banking and Finance
- Capital Markets
- Construction / Engineering Firms
- Corporate
- Defense and Space
- Employment and Labor
- Foreign Investment Review
- Statutory Risk Management and Global Compliance and Investigations
- Hotels and Leisure
- Intellectual Property and Technology
- Life Sciences and Health Care
- Litigation and Dispute Resolution
- Manufacturing
- Maritime
- Mergers and Acquisitions / Joint Ventures / Private Equity
- Project Contracts and Claims Management
- Projects, Infrastructure and Energy
- Real Estate
- Restructuring, Insolvency and Bankruptcy
- Technology / Media, Entertainment and Sports / Communications

Accolades



Chambers and Partners Global:

Consistently ranked high.

Chambers and Partners Asia-Pacific:

Consistently ranked high.

The Legal 500 Asia-Pacific:

Consistently ranked high.

IFLR1000:

Recommended Firm.

Asialaw:

Consistently ranked high.

Benchmark Litigation Asia-Pacific:

Consistently ranked high.

Asian Legal Business:

Asia's Top 50 Largest Law Firms.

India Business Law Journal Indian Law Firm Awards:

Consistent winner.

Top Ranked Law Firms: India Top Ranked Legal:

Ranked high.

Forbes India Legal Powerlist:

Top Law Firm.

RSG Consulting:

Top 40 Indian Law Firms.

Economic Times Summit:

One of the Best Brands.

IDEX Legal Awards:

Best Law Firm of the Year – Large: Runner-Up.

Our offices

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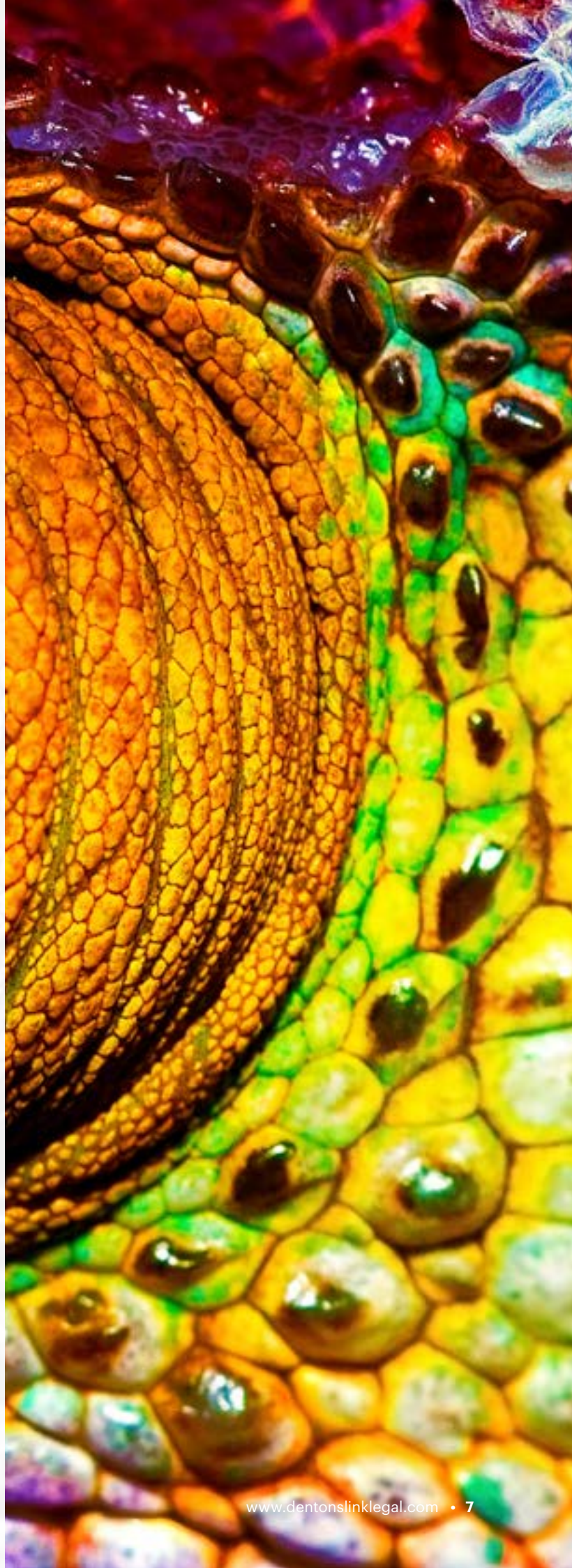
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Our Real Estate & Hospitality Practice

Background and Expertise

Our Real Estate practice represents real estate funds, developers, lenders, investors, societies/condominiums, and other business users. The practice team comprises of ten partners and over twenty-five associates, who assist our clients on aspects of real estate transactions including those for acquisition of land through a private purchase or statutory land acquisition process; title searches; conveyances; residential and commercial agreement developments; leasing; documentation; sale and lease-back arrangements of commercial/industrial property; stamp duties and registration; securitization arrangements; licensing; development and limited-use agreements; local regulatory issues; title verification; and on special economic zones across India.

We have been extensively working with our clients in the renewable energy sector, ensuring that the project land is available for development without any encumbrance issues. The renewable energy projects – whether wind or solar – are established over large tracts of land, primarily agricultural in nature, and we conduct its due diligence over a preceding thirty year period to ensure that its use does not violate any local land rules/ codes on acquisition. We first establish a chain of ownership over each parcel, so that the final owner is authorized to deal and transfer his land to the client for the project; then ascertain if any portion of the land is under any restrictive/prohibitive transfer policies of the state government, and if so, advise on the way forward. We also advise on the construction and financing of projects.

Our Hospitality practice has us advising on projects, and we have been actively involved in negotiating and finalizing various agreements, including those for management, technical services, operations & management, and franchising for various hotels.

Real Estate & Hospitality: Spectrum of Services

Our expertise lies in advising our clients on every aspect of a project in the Real Estate & Hospitality vertical during its lifecycle, including drawing upon advice from our other practice areas as needed, and our service spectrum enables us to give a holistic view of the issues at hand, taking stock and analysing all the probable aspects, such as issues of bankability, regulatory, land, claims management, and dispute resolution. We hand-hold our clients on the entire life cycle of the project, which allows a seamless integration and interface and better strategy for resolution of disputes and regulatory issues.

- **Leasing:**
Commercial and Retail;
- **Real Estate Funds:**
Structuring and formation;
- **Investments:**
Structuring investments in high-value properties in India;
- **Joint Development Agreements;**
- **Property Acquisition:**
Advice on purchase, leasing, licensing arrangements, sale, and lease back arrangements;
- **Land Acquisition:**
Title search reports for acquisition of land for projects;
- **Zoning & Regulations:**
Advisory on zoning and complex land-use regulations;
- **Legal Services:**
Advisory on full range of real estate legal services, including diligence, planning, management, financing, leasing, operations and dispositions;

- **Property:**
Development/ redevelopment of property;
- **Litigation;**
- **Documentation:**
Negotiations, finalizations and registrations of all documents relating to Real Estate Projects;
- **Hospitality Development:**
Restaurants and hotels;
- **Agreements:**
Operations and Maintenance,
Brand and Service;
- **Industrial Development:**
Distribution facilities, factories, warehouses,
healthcare, information technology and
telecommunications facilities;
- **Land Due Diligence:**
 - Land identification for the project;
 - Due diligence;
 - Legal procedure with documentation;
 - Land litigation;
 - Drafting of legal documents & execution,
registration of land;
 - Land mutation;
 - Change of Land Use (CLU);
 - ROW issues;
 - Land demarcation & peaceful possession;
 - Project related NOC, approvals, permissions;
 - Consultation on R&R, CSR, MoEF issues;
 - Structuring the investments in properties
in India;
 - Advisory on formation and structuring of real
estate funds, JVs and partnerships;
 - Development/ redevelopment of property;
and
 - Commercial leasing and retail.

Our clients

Some of the clients we've had the pleasure of representing in our Real Estate & Hospitality practice area are:

- Interglobe Hotels;
- Konzept Ambience Group;
- Ambience Holiday Resorts;
- GMR Hyderabad International Airport Limited;
- Wave Hospitality Private Limited;
- Nirulas Corner House Private Limited;
- Aman Resorts Private Limited;
- Aldwych One Hotel, London;
- Li and Fung India Limited;
- Arshiya International Limited;
- Kakinada SEZ Limited;
- Delhi International Airport Limited;
- Vipul Limited;
- Value Infra Group;
- Renew Power Ventures;
- Hero Future Energies;
- L&T;
- Berggruen Group.

Real Estate & Hospitality: Awards

Benchmark Litigation Asia-Pacific:

Highly ranked.

Asialaw:

Highly ranked



Our practice team

Our lawyers and associates work to provide comprehensive expertise and advice, led by our partners, specialists in the Real Estate & Hospitality practice:



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