



# CIJ Awards

## 17

## Poland

Category: Best Law Firm

Company: Dentons

大成 DENTONS

大成 DENTONS



Piotr Szafarz  
Head of Real Estate Poland

Established 26 years ago, Dentons is the largest full-service law firm in Poland, offering clients access to more than 220 lawyers. Our real estate practice comprising 45+ lawyers is top ranked by international legal directories and is widely recognized as an undisputed market leader by clients and peers. Over the years it has earned a reputation for being utterly client-oriented and committed. The team is proud to be the first choice law firm for landmark Polish and CEE-wide transactions, drawing on a deep bench of dedicated real estate partners and lawyers in one integrated practice. We are the go-to people for key international investors, private equity funds, developers and borrowers active in Poland, including newcomers to the Polish market, whom we advise across all industry sectors, including office, retail, logistics, residential and hotel. While the team is best known for advisory on real estate investments – complex acquisitions, sales and joint ventures – we also provide a wide spectrum of additional services, including real estate finance, development and leasing.

Clients choose Dentons as they perceive us as business advisers and not just purely lawyers. We are oriented towards specific, actionable advice that solves an issue and gets a deal done, rather than offering theoretical analysis. The team's main goal is to ensure their client's business is successful. Thanks to the size of our Firm in Poland and beyond, and our breadth of specializations, we can create a team of lawyers who will ensure this approach is met and work is delivered on time.

Globally, Dentons is the world's largest law firm, with 8,500 lawyers working in 66 countries and 150+ offices.

### **New Approach / Special Efforts Undertaken**

Dentons has been named a standout firm by the Financial Times in the 2017 FT Innovative Lawyers Awards, taking home the top prize for "Managing and Developing Talent" at the annual awards ceremony held in London on 4 October 2017.

The FT Innovative Lawyers Report is one of the top legal rankings in Europe and its corresponding awards are widely regarded as the best researched in the market. Since the report and awards were established

over ten years ago, the Financial Times and its research partner, RSG Consulting, have assessed legal innovation in over 50 different countries from over 400 law firms and more than 400 in-house legal departments.

Dentons won the "Managing and Developing Talent" award for creating a 30-week development program for lawyers who are on track to become partners. The program aims to develop the skills expected of lawyers of the future, including being commercially and technically savvy, engaging, creative, confident, focused and resilient. It draws on neuroscience and coaching, balancing commercial objectives with a focus on health, and those who take part are also given commercial targets.

In 2015 Dentons launched and is constantly developing Nextlaw Labs, a business accelerator focused on investing in, developing and deploying new technologies to transform the practice of law. It is an autonomous, wholly-owned subsidiary of global law firm Dentons with physical and virtual locations in technology centers worldwide. Through Nextlaw Labs, Dentons takes the next step in transforming the practice of law, augmenting talent with innovative tools. By employing new technology to change and advance the legal profession, Dentons once again challenges the status quo, helping drive innovation in legal services. Dentons—along with its thousands of lawyers and professionals—will be the accelerator's lead supporter and investor, serving as the testing ground for new products, services and other ideas to be vetted, piloted and scaled.

### **Key clients**

Griffin Premium Real Estate, Ghelamco, Echo Polska Property, Globalworth, Warburg-HIH Invest Real Estate, TPG Real Estate, BlackRock, Deka Immobilien, Tristan Capital Partners, Skanska Property Group, GTC, Union Investment, GLL Real Estate Partners, Apsys, Mayland Real Estate, Hines, Goodman, LaSalle IM, Peakside Polonia Management, CPI Property Group, Catella, Cromwell Property Group, Europa Capital, White Star, TRIUVA, P3 Logistic Parks, Marvipol, Starwood Capital Group

### **Key projects**

- Ghelamco: Advising on the sale of building B, part of the landmark Warsaw Spire office complex in Poland, to CA Immo, an Austrian office-focused property company. The transaction value is in excess of €100 million.
- CPI Property Group: Advising on the acquisition of a retail center as a part of a portfolio of 11 retail properties from CBRE Global Investors. The portfolio, with a total leasable area of approximately 265,000 sq.m., includes a total of six major shopping centers located in Poland, Romania, in the Czech Republic and Hungary. This transaction is considered one of the largest so far in 2017 in the retail sector.
- Globalworth: Advising a real estate company focused on property investment in South Eastern Europe and Central and Eastern Europe, on an investment agreement to acquire a controlling stake in Griffin Premium Real Estate (GPRE).
- Warburg-HIH Invest Real Estate: Advising this German-based real estate investment manager on the acquisition of the Sagittarius Business House office building in Wroclaw from Echo Investment S.A. The parties have signed a preliminary purchase agreement.
- Griffin Premium Real Estate (GPRE): Advising a company listed on the Warsaw Stock Exchange on the acquisition from Echo Polska Properties of 100% shares in entities owning three high quality office properties. The aggregate value of the deal was approximately €160 million.
- Hines Polska: Advising on the €117 million sale of the Proximo I office building in Warsaw to REICO, a Czech company of the Erste Group.
- Peakside Capital: Advising on the sale of a portfolio of three outlet centers called "Fashion House" located in Gdańsk, Piaseczno near Warsaw and Sosnowiec to SPV of RREEF Investment GmbH, being a fund of Deutsche Bank AG.
- Skanska Property Poland: Advising on all of their key investment transactions

in Poland, including most recently the sale of Westin Hotel in Warsaw to the Qatari investor, Al Sraiya Holding Group; and the acquisition Ilmet office building (the "Warsaw One" project).

- **AIG/White Star Real Estate:** Advising on the agreement for the sale of the shares in the company that owns the Galeria Słoneczna shopping center in Radom, Poland to REICO. It is one of the largest commercial real estate transactions in Central & Eastern Europe during 2017.

- **Aviva Investors Polish Retail Fund:** Advising on the sale of two shopping centers in Poland; Focus Park in Zielona Góra and Focus Mall in Piotrków Trybunalski. The two shopping centers were sold to Rockcastle for around €161 million.

- **Echo Polska Properties (EPP):** Advising on the acquisition of Galeria Solna, a 23,500 sq.m. shopping center in Inowrocław, Poland, from a company owned by Libra Project and Acteeum Group. The value of the deal was €55.4 million.

- **Triuva:** Advising on the acquisition of Green Day, one of the largest and newest office buildings in Wrocław, western Poland, for approx. €48.5 million.

- **TriGranit:** Advising on the €361 million sale of the Bonarka City Center in Kraków - one of the best shopping centers in the south of Poland to Rockcastle Global Real Estate.

- **Catella Real Estate:** Advising a German investment fund on the acquisition of 72 luxury residential apartments in landmark Warsaw's sky scraper, Złota 44.