



You, real estate
& Ince,
in any case

incegd.com

Europe & Middle East & Asia

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We are delighted to introduce our real estate service to you.

Over the following pages you will be able to get a sense of just how broad-reaching our team’s capabilities are.

We are diverse in background, with distinct developed areas of expertise which complement each other to provide a truly comprehensive service to our clients.

Whilst our transactional team members are known for their negotiation skills, our litigators are skilled in all methods of dispute resolution including arbitration, mediation, negotiations and of course robust litigation if and when required.

Without exception, all of us are professional, talented and widely respected in our fields, appreciated by our clients for the personal service we provide.

We hope you will enjoy reading this brochure, and that it will give you a good understanding of what our real estate team can do for you.

You can find out more about us both as individuals and also as a firm on our website incegd.com.



9

countries



21

offices



30

different language capabilities



700+

employees worldwide, including support staff



500+

legal and business services professionals

About our department

With all that experience it is perhaps unsurprising that when it comes to real estate we have almost certainly seen it and done it. We're not only accomplished lawyers but our wider team also includes former Big 4 accountancy partners and tax advisers, corporate financiers, actuaries, HR and change experts and compliance consultants.

We are all this – and much more besides

We know that there are many lawyers in the market but few are as able and well-connected as we are to deal with the business and personal needs of ambitious businesses (large and small), individuals and family offices.

We believe that forming a close alliance with our clients and their other advisors is paramount to ensure optimum communication between all professionals at all times which we consider to be one of the key elements to providing a successful, seamless service.

Our clients

Our clients are from a wide range of sectors and industries including real estate developers and investors, the public sector, the financial sector, charities, trusts, retailers, hotels, leisure and media, joint venturers, as well as family offices and individuals, both UK-based and international.

Our services

Business through boom, bust and recession

Whoever you are and whatever real estate transaction you are entering into, in an ever changing market, we have the expertise and resources necessary to provide the advice and assistance you need. Members of our real estate team have been through the highs and lows of the economic cycle.

We understand what is important in those market conditions, what the requirements of clients are and the need to "get things done" in a cost effective and time efficient manner.

Our range of services is extensive

Whoever you are, wherever you are and whatever you need, the breadth and depth of our expertise and experience means we can offer you full support.

We know that issues often arise in complex transactions so we offer practical solutions to difficult problems. You will have peace of mind knowing we'll ensure that you are kept fully informed at all times throughout the transaction.



Our real estate services include:

- Site assembly, property development, construction and plot sales;
- Equity structuring and debt finance of property arrangements;
- Entry and exit strategy and tax;
- Investment;
- Portfolio management and business occupiers;
- Regulatory (off and on-shore);
- Retail, leisure and licensing;
- Residential; and
- Dispute resolution.

Site assembly, property development, construction and plot sales

Our team will take your development from “soup” – site acquisition and assembly by private treaty or CPOs – to “nuts” – the individual unit/plot leases or sales, and/or the onward sale of the developed site – and of course everything in between.

We deal with all types of development: commercial, industrial, residential and mixed-use, brownfield, greenfield and city-centre, speculative or pre-let, acting for developers, house-builders, institutional lenders, contractors and joint venturers.

If you are the funder providing the development finance we will make sure that your rights are properly protected, including crucial security for your overage rights.

If you are the developer and are looking for development finance we have the connections to help you find it.

We advise on all aspects of construction law with dedicated lawyers specialising in both contentious and non-contentious matters.

Equity structuring and debt finance of property arrangements

UK real estate is an attractive investment. The backdrop against which transactions are undertaken is, however, continually evolving due to changing regulations and credit conditions, and the evolving local and world political landscapes.

As the trend in alternative sources of funding and overseas capital continues, complicated and often multi-jurisdictional structures become increasingly common features of UK real estate investment and development.

Our dedicated corporate real estate team draws together corporate, finance, re-structuring and tax specialists who are routinely engaged in supporting and assisting our clients to find pragmatic and commercial solutions to these challenges.



Entry and exit strategy and tax

Real estate ownership involves a variety of different types of taxation at different times. Not only do prospective purchasers, sellers and existing owners of property need to be aware of what taxes may apply to them, but also how they should manage their property holdings in a tax efficient way.

We can advise on the best strategies for your acquisition, ownership and sale of real estate.

Portfolio management and business occupiers

Real estate is the mainstay of many investors' investment portfolios for both the capital growth it can achieve and the income it generates. Premises are vital to the functionality of most organisations.

We provide landlords and commercial tenants with advice on all aspects of the negotiation, renewal, termination and interpretation of leases and the management issues and documentation that arise during the course of the landlord and tenant relationship, helping landlords to secure their returns and tenants to secure their operating premises.



We have extensive experience in all types of investment property

Investment

Our real estate investor clients include large and small property companies, charities, family offices, high net-worth individuals and smaller buy-to-let investors.

We have extensive experience in all types of investment property – offices, warehouses, industrial estates and units, residential, retail parks and shopping centres.

We advise our clients on optimum investment structures and the creation of special purpose vehicles on-shore and off-shore if appropriate. We have an extensive network of lawyers and connections across numerous jurisdictions with whom we have developed good working relationships enabling us to complete complex transactions.

Regulatory (off and on-shore)

Our Regulatory Solutions team can advise and prepare you for the key areas that property sector clients need to address in connection with money laundering legislation and bribery and ethics regulations.

We work closely with our property sector clients to help them conduct their business safely within the evolving regulatory landscape.

Retail, leisure and licensing

Our team works with retailers and also investment clients who own and manage retail property so we know retail from the points of view of both landlords and tenants.

Our retail clients include national and international household-name chains as well as smaller specialist retailers. Our investment clients' portfolios have included shopping centres, arcades, parades and retail units in mixed-use office blocks.

We have a long-standing focus on the leisure sector, acting for hotels, restaurants, clubs, gaming and casino operators, pubs and off-licence chains, providing practical advice on a variety of legal issues, ably supported by our experienced licensing team.

Residential

Our residential transactions range from sales and purchases of portfolios and individual properties worth tens of millions at one end of the scale to first-time buyer acquisitions at the other.

Our London office has acted on some of the most prestigious properties in London and landed estates throughout Britain, representing buyers, sellers and lenders.

With our Cardiff office we are in the unique position for a firm of our quality to be able to work to a different scale and to offer you our exceptional service outside of London where it would be appropriate to do so. We call this “near-shoring” and our clients appreciate the flexibility this provides.

Dispute resolution

No one likes disputes. If they are not resolved quickly disputes can become expensive not only financially but also in terms of management time and resource.

Our team works quickly to master the full commercial and legal context of your position, weigh the issues involved and the merits of contending interests and help you to understand both the strong and weak points at play.

Only then can you develop the appropriate legal approach and appropriate business and commercial tactics. We will balance the sensitivities of the case against forceful action wherever required: this may involve negotiation, litigation, mediation, adjudication or arbitration. Our team includes accredited mediators and adjudicators.

The cases we deal with as a consequence of disputes arising through the ownership and management of real estate range from relatively simple possession actions to complex cases involving major companies and institutions globally. We can draw on the firm’s deep resources to act in a General Counsel role as necessary.

Our international case management is second to none. Where necessary we can marshal our network of overseas law firms, expert witnesses and counsel to maximum effect.



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