

Marc P. Werner, LL.M. (Miami)

Partner
Frankfurt

Biography

Marc P. Werner's experience in real estate transactions and real estate financing spans more than 20 years. In particular regarding his niche competence in the hotel industry, he is considered as one of the top lawyers in Germany. He is the "go to" lawyer if it comes to hotel management agreements, lease agreements, franchise agreements and the sale or purchase of single assets and portfolios in the hotel industry.

Competitors, investors, banks, operators and real estate agents acknowledge him as "one of the best for hotels". He is widely known for his pragmatic and solutions-oriented approach and "his opinion counts; if he talks about market standards everyone believes him" (*Chambers Europe*). Marc P. Werner is Managing Partner of the Frankfurt office and Head of the Global Hotels, Leisure & Gaming Group of Hogan Lovells.

Representative experience

Advising U City on the acquisition of the Vienna House hotel portfolio.

Advising Leopard Group/Fattal Hotels on the sale-and-lease-back of a pan-European portfolio (18 hotels, volume EUR 400 m) to the Swedish investor Pandox.



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Languages

Dutch
English
German

Practices

Real Estate

Industries

Real Estate

Areas of focus

Corporate Occupiers
Hogan Lovells China Desk

Advising Art-Invest on the acquisition of the four-star Maritim Hotel Cologne, the five-star Dorint Hotel Maison Messmer in Baden-Baden and the Moxy Hotel in Cologne.

Advising Groß & Partner for the conclusion of a lease agreement for a Hyatt House in the Frankfurt high-rise project FOUR.

Advising Union Investment in the acquisition of various individual hotel properties and portfolios.

Advising Invesco on the acquisition of a 25hours hotel in Florence.

Advising various hotel operators, hotel investors, hotel developers and financing banks.

Advising Terra Firma on the purchase of the Welcome Hotels hotel chain from the Warsteiner Group.

Advising Ivanhoé Cambridge on the sale of its European hotel portfolio of a total of 18 hotels.

Advising RFR Holding GmbH on the acquisition of the Taschenbergpalais Kempinski in Dresden.

Advising Hilton on contract extension and modernization of the Hilton Munich City.

Advising Groß & Partner on the market entry of the Kimpton Hotel Group in Germany and on the implementation of a hotel together with the NH Group.

Advising benchmark REAL Estate Development GmbH on the implementation and sale of its first hotel project in Hamburg.

Awards and rankings

- Real Estate and Construction: Real Estate, *Legal 500 EMEA*, 2018-2019
- Frequently recommended lawyer and one of the leading partners in the real estate sector, *JUVE handbook*, 2007 – 2019

Hotels and Leisure

Real Estate Development

Real Estate Investment

Education and admissions

Education

Second State Exam in Law, Goethe University Frankfurt, 1996

LL.M., University of Miami, 1994

First State Exam in Law, Goethe University Frankfurt, 1992

Memberships

CoreNet Global

German-American Law Association

German-Dutch Law Association

Accolades

He shapes the hotel contract world, is very well connected and an active contributor to the industry

Chambers Europe, 2019

Marc Werner (...) is recommended for his leading expertise when it comes to advising on hotel developments

Who's Who Legal Germany, 2019

- Leading Individual for Real Estate, *Chambers Europe*, 2010 – 2019
- Recommended as top lawyer for Real Estate Law, *Best Lawyers Germany*, 2009 – 2019

Marc Werner "has a very good understanding of all aspects of real estate transactions for hotel properties. (client)

Chambers Europe, 2018

Latest thinking and events

- Hogan Lovells Publications
 - Impact of COVID-19 on hotel transactions
- Awards and Rankings
 - Best Lawyers™ Germany 2020: 86 Recognized Lawyers, five of them Lawyers of the Year
- Press Releases
 - Hogan Lovells advises Vienna House on the expansion of its hotel portfolio
- Events
 - International Hotel Investment Forum 2019 (IHIF)
- Awards and Rankings
 - Best Lawyers™ 2019: Hogan Lovells is ranked with 80 lawyers
- Press Releases
 - Hogan Lovells advises Rosewood Hotels & Resorts on the opening of their first hotel in Germany