

Banking, finance, restructuring, capital markets and regulatory in Luxembourg

GLOBALLY CONNECTED

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Banking, finance, restructuring, capital markets and regulatory

Our Team has in-depth expertise in banking, finance, restructuring, capital markets and regulatory work across a broad range of sectors supporting our global and local clients in advancing their strategies today to grow their business tomorrow and to do business better. We are able to assist our clients on the whole value chain, from the planning to the implementation, navigating through the complex and evolving legal and regulatory issues. We cover the whole spectrum and are fully equipped to lead multi-jurisdictional transactions from A to Z in an efficient manner.

Launched in 2017, our Team focuses in Asset and Project Finance, Funds Finance, Acquisition Finance, Real Estate Finance, Structured Finance, Sustainable Finance, Securitisation, Restructuring and Capital Markets. We further assist from a regulatory perspective on any of these areas.

We have extensive experience in acting for a diversity of clients, including banks, arrangers and agents, lenders, listed and non-listed companies, securitisation undertakings, alternative credit

providers, venture capitalists, corporates, issuers, real estate funds, private equity houses, project developers, insurers, vendors, government entities, airlines, lessors or manufacturers, on cross-border and national transactions.

As regulatory experts we also advise financial sector actors and regulated entities with respect to, amongst others, transparency rules, listing rules, capital adequacy, AIFM, MAR, EMIR, MIFID, PSD, ESG etc.

Our specialists have a wealth of local knowledge and are connected to the DLA Piper offices around the world where our clients frequently look to invest. We think global and are multi-lingual, culturally sensitive, and innovative.

Our lawyers work as one single team, to do business better, and serve better, and differently, our clients' needs. We use and develop technology to ensure efficiency when we deliver work.

“We are multi-lingual, culturally sensitive, innovative and apply sound commercial judgment to client’s legal and final decisions.”

Our Services in Luxembourg and Worldwide

Luxembourg's success is built on its traditional assets: stability and reliability, strong anchor in the European Union and the Euro zone, reactive and knowledgeable regulators, open to innovation, an unrivalled legal toolbox with a business oriented legal framework.

DLA Piper Luxembourg has emerged with a peculiar ability to build bridges, and to work in a collaborative manner, with other DLA Piper offices. The interdependency between sectors, groups and geographies is a source of competitive distinction for DLA Piper and the Luxembourg office to enhance client intimacy and gain advantage.

The team's strength is unparalleled in the industry with regard to the breadth of coverage of complex transactions and our project management skills result in increased efficiency and have been praised.

Finance

ACQUISITION FINANCE AND CORPORATE FINANCE

We have solid expertise in corporate finance and LBO acquisition finance (or refinance) acting for:

- senior lenders, whether banks or senior debt and/or mezzanine funds; or
- Luxembourg or foreign investment funds and/or borrowers.

As such, our expertise specifically covers all areas relating to public offerings (P2P) and the acquisition of majority or minority interests in listed companies, from structuring the operation through to drafting and/or negotiating all financing documentation.

REAL ESTATE FINANCE

We provide the leading market players – lenders, investors, funds, mezzanine lenders, asset management companies, buyers and sellers – with a full range of legal and tax services relating to the completion of domestic and international transactions, from structuring loans and security packages to drafting and negotiating the financing documentation.

We advise our clients specifically on the implementation of:

- acquisition finance, the sale and leaseback of real estate assets or securities (both listed and unlisted); and

- financing the renovation, transformation or construction of housing developments (particularly off-plan) on all types of real estate such as offices, logistics assets, shopping centres, hotels and student residences, whether these assets are standalone or included in large portfolios, in complex structures involving investment funds, OpCo-PropCo, joint ventures or trusts; and
- real estate debt restructuring operations and the acquisition/disposal of mortgage debt portfolios.

“Our project management skills result in increased efficiency and have been praised.”

FUNDS FINANCE

Members of our Team in Luxembourg have developed a unique expertise in Funds Finance matters acting for banks, alternative credit providers, investment funds, investment managers or investors. We have the ability to cover the whole value chain of the financing, leveraging on our strong Investment Funds team when it comes to the design and implementation of the financing to develop tailored solutions.

ASSET AND PROJECT FINANCE

Our global asset and project finance team is experienced in:

- Cross-border transactions acting for a broad international client base involving the procurement, financing and leasing of aircrafts, engines, ships, yachts, business jets, rolling stock and other moveable equipment and machinery, often incorporating techniques that boost the success of the deals.
- New product developments, with a wide range of structures, including operating and finance leases, structured tax based leases, export credit financing, asset portfolio sales and purchases, leasing company acquisitions, Islamic finance structures, debt capital markets, pre-delivery payment financings and residual value arrangements.

ASSET BASED LENDING

We have a strong, cutting edge, multi-jurisdictional ABL practice, which provides commercial and effective advice on domestic and cross border transactions to:

- banks
- finance houses
- sponsors
- corporates

We are trusted to advise not only on high value, structured transactions but also on standard documentation, new ABL products and the internal policies of our clients.

SUSTAINABLE FINANCE

Sustainable finance and sustainable investments are a core segment of the overall ESG landscape: they are ethically aligned with modern corporate principles and risk management while being economically motivational in terms of value creation. Today we are seeing international initiatives designed to screen and manage responsible corporate financing activity generally, plus an increasing number of businesses implementing substantial internal policy requirements for sustainable finance and investments.

A wide range of sustainable financial products and instruments with positive environmental and/or social impacts is available, such as sustainability-linked bonds, sustainability-linked loans, green loans, social bonds and green bonds.

Alternative Credit Providers

DLA Piper is uniquely experienced and positioned to advise alternative credit providers (ACPs) on all aspects of their business globally.

We have a long track record of acting for them throughout their investment life cycle.

We assist ACPs in setting up funds and advise upon jurisdictional, regulatory and taxation considerations.

Once the structure is in place, we accompany the client with the fundraising and the leverage of the investment fund through our debt and equity teams.

Our transactional teams then take the lead in acting on the investments themselves (whether it be private equity, real estate or receivables).

Capital Markets

The DLA Piper International Capital Markets practice comprises more than 200 lawyers worldwide, with presence in most of the world's key financial centres.

We advise issuers, underwriters, arrangers, lead managers, originators, dealers, trustees and depositaries on a broad range of equity and debt capital markets offerings, including structured and project financings and securitisations and collaborate with our derivatives, financial regulation and tax practices through our multiple offices.

In particular, we work with our clients on:

- Equity Capital Markets
 - IPOs across key global exchanges
 - follow-on share offerings and rights offerings
 - IPOs of investment entities
 - cross-border securities offerings
 - ongoing reporting and compliance advice
 - public equity transactions, pre-IPO financings and convertible bond offerings
 - ordinary or preferred shares
- Debt Capital Markets and Structured Finance

Our Debt Capital Markets practice has represented issuers and investment banks on numerous debt securities offerings in both corporate finance and structured finance debt capital markets transactions.

 - high yield debt offerings
 - structured and project bonds
 - derivatives
 - portfolio asset sales
 - securitisations
 - collateralised loan obligations
 - fiduciary issuances
 - mortgage bonds

Regulatory

Our specialists enjoy a prominent position at the forefront of the international financial services enabling us to deliver incisive advice on critical financial regulatory issues. Our multi-market global group advises clients on all aspects of banks, payment institutions, professionals of the financial sector and listed companies regulatory aspects and risk management work, including:

- fund and investment management operator structuring;
- regulatory compliance;
- on-going activities.

Our Team can guide you through the regulatory landscape, which is becoming increasingly complex. We help our clients to comply with the regulations to protect their business and create new opportunities.

INSURANCE REGULATORY

We have a substantial insurance operations and regulations practice and advise on insurance capital requirements, authorisation of insurance companies and a wide-range of product and conduct of business issues.

FINANCIAL SERVICES REGULATORY

We advise financial institutions of all sizes as well as national and international companies that offer financial products. We focus on a wide range of regulatory, risk management and compliance issues around the world.

Restructuring

Our restructuring Team support clients on all matters relating to public and private companies in underperforming and distressed situations. We serve a diverse client base encompassing debtors, lenders, government entities, trustees, shareholders, senior executives, and distressed debt and asset buyers and investors.

We manage assignments from the mid-market to the largest national and international restructurings and insolvencies. Globally, our experience also extends to any contentious issues arising from restructurings and insolvencies. We have significant experience advising clients on investigation, enforcement, litigation and asset recovery on a multijurisdictional basis.

In this area, our teams have developed pioneering solutions and commercially sounded results.

“Our team can help guide you through the regulatory landscape, which is becoming increasingly complex.”

Experience

Finance and Restructuring

- Advised **Lone Star Capital** on the due diligence, financing and acquisition of Propertize Bank in the Netherlands including inter alia the due diligence, corporate, real estate, finance and restructuring matters pertaining to real estate assets located in 12 jurisdictions and the underlying loans for a total value of EUR5.6bn.
- Advised **Herbalife Ltd**, and its Luxembourg subsidiaries on its USD1.25bn credit facility refinancing and the issuance of USD400m senior notes.
- Advised **EIG Global Energy Partners**, a leading institutional investor to the global energy sector and one of the world's leading infrastructure investors, on the USD10.8bn financing of the acquisition of a 49% equity stake in Aramco Oil Pipelines Company.
- Advised **Austrian Airlines** on the analysis and structuring of a corporate, finance and tax structure to reorganise their fleet and get an external financing to cover immediate liquidity requirements arising from the Covid 19 pandemic, through a EUR300m multiple tranches term loan facility agreement.
- Advised **China Eastern Airlines** (CEA), one of the largest Chinese airlines operating domestic, regional and international routes, on its strategic investment in Euronext Paris listed Air France-KLM. CEA and another SkyTeam alliance member Delta Air Lines each acquired a 10 percent stake in AFK's share capital.
- Advised **FMS Wertmanagement** on the sale of a pan-european portfolio of mortgage loans for approx. EUR580m.
- Advised **Koramco Asset Management**, a Korean asset manager, on the acquisition by a Korean Fund of a portion of a c. EUR242m loan granted by a US bank to a group of real estate companies, managed by a leading global alternative asset manager. The pan-European real estate portfolio is held through companies located in Germany, the Netherlands, Austria, Finland and Luxembourg.
- Advised **the European investor consortium Nordic Wind Power DA** in connection with their investment in Europe's largest onshore wind power project to be built in Central-Norway comprising six onshore wind farms, with a combined capacity of 1000MW. The total investment in the wind farms amounts to approximately EUR1.1bn. The consortium is backed by a large Swiss utility, a major European insurance group and three pension funds and professional pension schemes.
- Advised **Carlyle**, one of the world's largest investment management firms with USD260bn of AUM, on the acquisition of a portfolio of 27 distribution logistics assets in France and Germany.
- Advised **Crédit Suisse Energy Infrastructure Partners** on the EUR167m senior project finance loan provided by Skandinaviska Enskilda Banken and National Australia Bank on the acquisition of an 80% stake in Finnish utility.
- Advised **Suning Sports International**, the owner of Italian football club FC Internazionale Milano, or Inter Milan, on a EUR275 million 12% Notes financing by Oaktree Capital Management Company. The financing allows Suning to continue supporting the club, following the disruption and loss of income caused by the COVID-19 pandemic.
- Advised **a major investment firm** in relation to the acquisition and internal and external financing of EUR2.2bn pan-European commercial real estate loan portfolio and underlying real estate collateral and real estate properties, in 10 jurisdictions (Austria, Belgium, Czech Republic, Hungary, Luxembourg, The Netherlands, Slovakia, Switzerland, Romania and Italy).
- Advised **an international bank** on the GBP325m re-financing of the acquisition of the Gherkin tower of London and subsequent amendments.
- We advised **AXA IM – Real Assets**, a global leader in real asset investments, on the Luxembourg aspects of its acquisition from Westbrook Partner of the Dolphin Square, a London landmark with a rich history and located in one of the most prestigious areas in prime Central London.
- Advised **an asset management company** with the granting of financing for the acquisition of a private equity investment group fund, through a multitranche secured bond issuance.

Capital Markets

- Advised **Carlson Wagonlit Travel**, one of the world's leading digital travel management companies, with a specific financial restructuring to fund its ongoing operations.
- Advised **an American group** in the design, manufacturing, and marketing of industrial and consumer products sector on the issuance of CHF750m senior fixed-rate bonds.
- Advised **an American group** in the design, manufacturing, and marketing of industrial and consumer products sector on the financing of an USD13.8bn acquisition.
- Advised **a Luxembourg company** on its IPO on the Australian stock exchange.
- Advised **an American group**, being a global leader in medical technology, services, and solutions on its USD3.5bn euro-commercial paper notes issuance and entry into the Euro commercial paper programme.
- Advised **a Belgian payment institution** on its compliance by its products with PSD and AML.
- Advised **an Italian bank** on its compliance with the Luxembourg transparency requirements.
- Advised **an Italian company** on its compliance with market abuse requirements and insider dealing.
- Advised **an English group and customer communication solution provider** on its set-up of a Luxembourg regulated support professional of the financial sector.
- Advised **a financial sector client** on its compliance requirements as public interest entity and capital markets related regulatory items.
- Advised **a Luxembourg bank** on its whole scope of regulatory queries, including AML, outsourcing, dormant accounts, payment mechanics.
- Advised **a Russian entity** on crypto-assets providing the related regulatory analysis.
- Advised **a Luxembourg entity** on virtual currencies in the gaming sphere.
- Advised **an English asset manager** on the set-up of a securitisation company and its issuance of several series of Euro bonds.
- Advised **Luxembourg securitisation vehicles** on a multi-issuer programme of USD500m with notes, listed on the Official List of the Luxembourg Stock Exchange and admitted to trading on the Euro MTF market.
- Advised **a French asset manager** on the legal and tax components of a complex financing structure with a securitisation vehicle held by an Alternative Investment Fund.

Regulatory

- Advised **an Indian group in the IT sector** on the set-up of its professional support of the financial sector in Luxembourg.
- Advised **an American group** in the banking sector on the indirect change of control of a funds management company.
- Advised **an American group** on its compliance with MiFID II compliance regarding its investment firm in Luxembourg.
- Advised **an American group** on its compliance with EMIR regarding its Luxembourg subsidiaries.
- Advised **a financial sector client** on its compliance with tier 2 capital requirements.
- Advised **an international group and accounting, capital markets and HR provider** on its merger of two regulated entities from a regulatory perspective.

Securitisation

- Advised **an English bank** as to the Luxembourg aspects of an English law governed variable funding note issuing and purchase deed regarding the issuance of EUR212.8m class A-2 floating rate notes by a Luxembourg securitisation company.
- Advised **an American group and capital solutions provider** on its issuance of EUR65m bonds by a Luxembourg securitisation company.
- Advised various **Luxembourg insurance entities** on life-insurance products, including unit-linked structures.
- Advised **an Italian insurance group** on its portfolio transfers.
- Advised **a Luxembourg insurance broker** on its change of management and compliance obligations.
- Advised **a Luxembourg life-insurance entity** on insurance claims.
- Advised **a UK managing general agency** specialised in, among others, the underwriting of representations & warranties regarding their Luxembourg law governed warranty and indemnity insurance policy.
- Advised **a leading automobile marque** on queries related to insurance, warranty and service included in one of their project.
- Advised **a Luxembourg subsidiary of a Swiss insurance company** on life insurance products linked to internal dedicated funds/collective funds.

Insurance

Our team recognitions

From 2017 to 2021



Tier 3

LEGAL500, 2022

'The firm offers comprehensive advice in the field of asset finance and the team has a good knowledge of the banking regulatory framework.'

'The banking, finance and capital markets team of DLA Piper Luxembourg has a very hands-on approach to realising cross-border finance transactions. They are very responsive, precise and have great experience and knowledge of the market.'



Recommended
LEADERS LEAGUE, 2022



Tier 3
IFLR1000, 2022



Laurent Massinon:



"Highly Regarded"
IFLR1000, 2019-2022



"Leading Individuals"
LEGAL500, 2020-2022



'An outstanding individual across capital markets and regulatory matters.'

'Very diligent, responsive and pragmatic.'

Legal500

Xavier Guzman:



"Rising Star"
IFLR1000, 2019-2022



"Next Generations Partners"
LEGAL500, 2020-2022

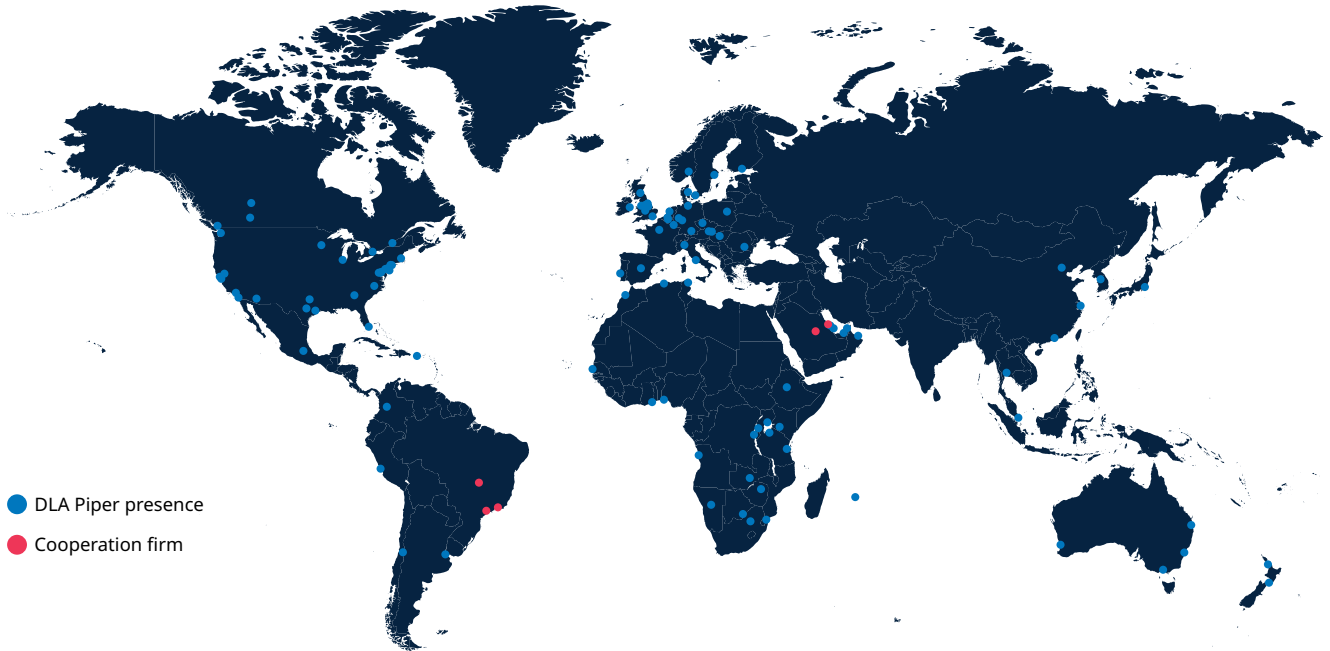


'A very experienced finance lawyer and also a good negotiator.'

'An extraordinarily competent partner in Luxembourg.'

Legal500

Our Global Presence



AMERICAS

Atlanta
 Atlantic City
 Austin
 Baltimore
 Bogota
 Boston
 Brasilia*
 Buenos Aires
 Calgary
 Chicago
 Dallas
 Edmonton
 Houston
 Lima
 Los Angeles
 Mexico City
 Miami
 Minneapolis
 Montreal
 New York
 Northern Virginia
 Philadelphia
 Phoenix
 Raleigh
 Rio de Janeiro*
 Sacramento
 San Diego
 San Francisco
 San Juan
 Santiago
 São Paulo*
 Seattle
 Short Hills
 Silicon Valley
 Toronto
 Vancouver
 Washington, DC
 Wilmington

EUROPE

Aarhus
 Amsterdam
 Antwerp
 Birmingham
 Bratislava
 Brussels
 Bucharest
 Budapest
 Cologne
 Copenhagen
 Dublin
 Edinburgh
 Frankfurt
 Hamburg
 Helsinki
 Leeds
 Lisbon
 Liverpool
 London
 Luxembourg
 Madrid
 Manchester
 Milan
 Munich
 Oslo
 Paris
 Prague
 Rome
 Sheffield
 Stockholm
 Vienna
 Warsaw

MIDDLE EAST

Abu Dhabi
 Al Khobar*
 Doha
 Dubai
 Manama
 Muscat
 Riyadh*

AFRICA

Algiers
 Addis Ababa
 Accra
 Bujumbura
 Casablanca
 Dakar
 Dar es Salaam
 Ebène
 Harare
 Johannesburg
 Gaborone
 Kampala
 Kigali
 Lagos
 Luanda
 Lusaka
 Maputo
 Mwanza
 Nairobi
 Tunis
 Windhoek
 Zanzibar

ASIA PACIFIC

Auckland
 Bangkok
 Beijing
 Brisbane
 Hong Kong
 Melbourne
 Perth
 Seoul
 Shanghai
 Singapore
 Sydney
 Tokyo
 Wellington

* Cooperation firms

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