

## Mitch Reynolds

### Special Counsel

#### Perth

T +61 8 9429 7629

#### Dubai

T +971 4 447 8712

[mitch.reynolds@squirepb.com](mailto:mitch.reynolds@squirepb.com)

#### Sydney

T +61 2 8248 7882



## About Mitch

Mitch Reynolds acts for a range of clients in hospitality transactions across Asia Pacific, Europe and the Middle East.

He has extensive experience in hotel and branded-residence projects, having acted on behalf of hotel owners, operators, investors and financiers in relation to a range of hotel development, management (branded and white-label), franchising, leasing, sales and purchases, investment, operator selection and financing projects.

Having advised on projects and transactions across Australia, Thailand, Vietnam, Papua New Guinea, Bangladesh, Egypt, Ghana, the UAE, Saudi Arabia, Qatar, Oman, Bahrain, the UK, France, the Czech Republic, the Slovak Republic and Spain, Mitch's advice is underpinned by a deep understanding of global best practice and commercial trends impacting the international hospitality sector.

## Experience

- Advising a subsidiary of the Public Investment Fund of the Kingdom of Saudi Arabia (PIF) on its 47,000 key hotel and residences megadevelopment in Medina, Saudi Arabia, including negotiating management agreements with numerous leading international operators and advising on stratification of the megaproject.
- Acting for a subsidiary of the government of Ras Al Khaimah on the hotel and related facilities management for a US\$5.1 billion joint venture with Wynn Resorts to establish the GCC's first integrated hotel and gaming resort.
- Acting for The First Group on various hotel matters, including for the world's tallest hotel – Ciel Tower, Dubai.
- Acting for the Egyptian International Company for Touristic Investments (ICTI) on its rebranding of trophy hotel Sofitel Cairo Downtown Nile – the world's largest Sofitel hotel.
- Acting for La Vie Hotels and Resorts in relation to numerous engagements across Australia and Southeast Asia, including the hotel management and branded residences for The Forest by Yoo Patong, Thailand.

- Acting for Far East Consortium as Australian counsel on the AU\$100 million sale of 50% of their interest in the Ritz-Carlton Perth hotel to global media and entertainment conglomerate The Generation Essentials Group.
- Acting for Hiap Hoe (SGX:5JK) on the AU\$96 million sale of the Four Points by Sheraton Melbourne Docklands to MA Financial (ASX:MAF).
- Acting for vendors and purchasers on their respective sales and purchases of hotels in Perth, Western Australia, including The Sebel West Perth, Hyde by Ennismore (formerly Seasons of Perth Hotel), Adina Barrack Plaza, and Rendezvous Hotel Perth Central.
- Advising a subsidiary of an HKSE-listed hotel company with the reorganisation and financing of luxury Australian hotels.
- Acting for Odyssey Hotel Group in respect of the management, leasing and branded residences arrangements for the Fairmont La Hacienda Hotel and Residences in Sotogrande, Spain.
- Assisting a PIF subsidiary on hotel management terms for its US\$8 billion development of a mixed-use destination to include core city development, circa 24 hotels, branded residential, entertainment park, racetrack and waterpark.
- Acting for a European private equity firm, as hotel owner and developer, in respect to:
  - The development, hotel operator selection and engagement, memorandum of understanding (MOU) negotiations with multiple operators, document drafting and negotiations for hotel management agreements, hotel leases and ancillary hotel documents for six separate hotel transactions in Spain
  - The acquisition and hotel management and licensing negotiation for a luxury branded hotel and restaurant in Spain
- Assisting an international hotel operator in relation to the hotel management and services arrangements for a suite of upper-upscale hotels in a multibillion-dollar mixed-use development on a man-made island in the UAE.
- Assisting the owner of multiple resort development projects in Phu Quoc, Vietnam with the negotiation of all hotel management and branded residences transaction documents with multiple international hotel operators.
- Assisting the hotel owner with the reorganisation and facilities management for a mixed-use Hilton branded project in Papua New Guinea.
- Advising numerous international hotel operators in respect to their document suites for operations in the Asia Pacific and EMEA regions, including white-label and branded operations. Also acting for a hotel operator in relation to UK and US hotel engagements and operational matters.
- Advising a corporate commonwealth entity in relation to an AU\$50 million investment in a hospitality real estate fund for a portfolio of energy sustainable hotels.
- Advising on the hotel development and working capital financing for the Dorsett Hotel in Perth, Australia.
- Acting for the owner of the Ibis Styles East Perth with the construction, term and mezzanine financing arrangements for the hotel.
- Acting for a Chinese bank in respect to the due diligence and financing of the acquisition of the five-star Pullman Sydney Airport Hotel by Chinese conglomerate, Nanshan Group, worth approximately AU\$80 million.

## Credentials

### Education

- The University of Western Australia, LL.B., 2011
- The University of Western Australia BCom (Finance), 2011

### Admissions

- Supreme Court of Western Australia, 2012
- High Court of Australia

## Expertise

### Services

- Financial Services
- Real Estate

### Industries

- Hospitality & Leisure

## About our firm

One of the world's strongest integrated law firms, providing insight at the point where law, business and government meet. We deliver commercially focused business solutions by combining our legal, lobbying and political capabilities and invaluable connections on the ground to a diverse mix of clients, from long-established leading corporations to emerging businesses, startup visionaries and sovereign nations. More than 1,500 lawyers in over 40 offices across four continents provide unrivaled access to expertise.