



**A FRESH APPROACH TO THE NOTARIAL
PROFESSION BASED ON COUNSEL THAT
PROVIDES SIGNIFICANT ADDED VALUE**

After two decades at the forefront of the notarial profession, Lasaygues has crafted a new and innovative vision that offers clients advice with significant added value and services of the highest quality, as well as fully anticipating the needs of the current economic climate.

REAL ESTATE

→ Real estate transactions and investments

Lasaygues advises its clients on both buying and selling real estate assets and portfolios. It has unparalleled experience in the structuring of complex real estate transactions. In this respect, Lasaygues' teams support clients at every relevant stage of acquisitions or disposals:

- Creating electronic data rooms to optimise the bidding and sales processes;
- Carrying out real estate legal due diligence, with rigorous analysis of the legal position of the companies and/or assets involved to thus identify key issues and provide appropriate counsel in terms of assessing legal risks and devising legal solutions that are best suited to the assets;
- Drafting and negotiating legal documentation.

→ International investors

With its highly-skilled team of bilingual lawyers (covering German, English and Spanish), Lasaygues can support international investors in their projects and meet their needs in their native language. A tailor-made, dedicated team is set up for each investment to take account not only of the specific nature of the deal, but also to meet the needs of international clients for investment projects in France.

→ Development and construction

Lasaygues assists and advises developers and owners as part of the structuring and execution of their construction projects (drafting and negotiating development agreements, deeds of sale for uncompleted properties, contracts for the appointment of an owner's representative, project management agreements and deeds of sale for properties that are to be renovated).

Lasaygues supports its clients at all stages, right from obtaining control over ownership of the land, providing them with a team of lawyers that is adapted to their demands and to the specific aspects of the matter at hand, which can include specialists in real estate, town-planning law, construction law, insurance law, environmental law, public law and tax.

→ Town-planning and land development

Lasaygues will give you advice in advance on the feasibility of your projects and support you throughout the process of arranging complex transactions.

→ Leases

In real estate transactions, the negotiation, re-negotiation and drafting of leases by teams with experience of commercial, mixed or business premises represent strategic advantages for investors, which Lasaygues can provide by drawing on its pool of expertise.

FINANCING

→ Real estate financing and debt restructuring

Lasaygues supports banks, funds and financial bodies and investors (both French and international) with the structuring and monitoring of their real estate financing transactions both in France and across Europe.

Lasaygues can help in all areas of real estate financing, be it for the acquisition of real estate assets or companies, development financing or refinancing. Lasaygues also enables its clients to benefit from its experience in the restructuring of debts and divestments of portfolios of mortgage-backed securities.

Lasaygues believes that each transaction is unique and requires a specific approach. Each team is structured in such a way as to reflect the needs of the project, which in particular makes it possible to implement wide-ranging due diligence exercises.

→ Banking - finance

Thanks to the diversity of its teams, both in terms of training and experience as well as cultural backgrounds, Lasaygues can offer a wide variety of competencies in the field of financing and thus meet the needs of its clients. Lasaygues' practice includes Islamic financing and project financing/PPPs (financing for public works, infrastructure, transport, telecommunications infrastructure, etc.).

→ Drafting and negotiation of documentation

Lasaygues supports its clients with the legal and tax structuring of their projects by drafting and negotiating contractual documentation which meets their needs.

Depending on the project in question, the documentation can take the form of loan agreements, facility agreements, bond issues, the creation of security, stand-alone guarantees or completion bonds.

As part of this mission, Lasaygues can act as sole counsel to its clients or, where necessary, in total cooperation with law firms.

→ Real estate due diligence

In advance or, if necessary, at the same time as drafting and negotiating documentation, Lasaygues can carry out real estate due diligence.

When acting for lenders, a specially comprised team will be mobilised to carry out a rigorous analysis of the legal position of the companies involved and/or the assets which are set to be financed or refinanced, to identify key issues and provide appropriate advice regarding assessing the legal risks and drafting the necessary legal solutions in contractual form.

COMPANIES

→ Acquisitions and disposals

The Lasaygues team is active in all legal issues linked to the acquisition and disposal of companies.

Lasaygues supports its clients in the structuring of their projects from a legal and a tax point of view, by drafting and negotiating legal documentation to meet their needs. In the case of the acquisition and disposal of property companies, Lasaygues carries out legal due diligence on the companies and draws up and negotiates the various legal documents (warranties as to assets and liabilities, pre-emption agreements, price clauses, the creation of security, etc.). The firm's work can then be extended to cover dealing with legal formalities.

→ Company secretarial work

A dedicated team takes charge of all company secretarial work that is given to Lasaygues, including incorporation, organising and running shareholder meetings, drafting minutes, monitoring collective decisions taken by shareholders and management bodies, drafting shareholder agreements and change of control agreements and providing help with the various formalities required with the Registry of the relevant Commercial Court.

PUBLIC LAW

→ Public sector

Lasaygues advises public sector players and their contracting parties in the following areas:

- Public procurement (procurement, concessions, PPP, contracts for the occupation of public land, etc.)
- Public ownership
- Financing

→ Urban development and planning

Lasaygues provides feasibility advice to its clients ahead of projects and supports them throughout the process of arranging complex transactions.

→ Environment

Lasaygues can assist clients with the following issues:

- Polluted sites
- Facilities that are classified for environmental protection purposes
- Renewable energies

RENEWABLE ENERGIES

With its experience of advising banks, manufacturers and investors on energy projects, in particular alongside Freshfields, Lasaygues has been able to develop considerable expertise over the past decade and a half in the field of renewable energies (such as wind, photovoltaic, methanisation and hydrothermal power). The firm is a member of the French Association of Renewable Energies and takes part in various discussions on the evolution of renewable energy law, thus enabling it to adapt successfully to new methods (such as agrivoltaics).

→ Financing

Lasaygues can operate in all areas of the financing of renewable energy projects (financing of construction, operational financing, dismantling guarantees).

→ Advice on structuring tenure and occupation

Lasaygues is actively involved in advising on how best to structure the tenure and occupation of a property. In rural areas, Lasaygues is involved in drafting agreements for the occupation of land with or without the creation of rights in rem (long leases, building leases, use through usufruct, loans of the use of properties, etc.). In urban areas, Lasaygues' experience of real estate law can provide precious added value when it comes to complex structuring (for example in the case of photovoltaic installations on the roofs of public infrastructure or complex shopping centres).

→ Drafting and negotiating project documentation

As well as providing its expertise in drafting financing documentation, Lasaygues can also support its clients in the legal structuring of their projects by drafting and negotiating contractual documentation for various project contracts. Within the scope of this brief, Lasaygues works closely with any other legal counsel and technical advisers which the client may have.

→ Due diligence

In advance or, if necessary, at the same time as drafting and negotiating documentation, Lasaygues can carry out legal due diligence on projects, leveraging its multi-disciplinary experience (in energy law, electricity law, real estate law, public law, the environment and financial law).

Lasaygues believes that each transaction is unique and requires a specific approach. Each team is structured in such a way as to reflect the needs of the project, which in particular makes it possible to implement wide-ranging due diligence exercises.

GERMAN DESK

Thanks to its experience providing advice to German "Pfandbriefbanken" (banks regulated by the law on covered bonds) for their financing transactions in the French real estate sector, Lasaygues has been able to put together a German Desk made up of lawyers who not only speak fluent French and German, but also have an intimate knowledge of both cultures including the main players in the German economy.

Our German Desk is also the point of contact for France for the Association of German Pfandbrief Banks (Verband deutscher Pfandbriefbanken – VdP) as part of the Round Table Covered Bond Legislation in Europe ("Runde Tisch: Flexibilität, Sicherheit und Effizienz der Grundpfandrechte in Europa").

Lasaygues has regular exchanges with the VdP, with whom it enjoys a special relationship, to meet the needs of the Pfandbriefbanken, in particular with regard to the compatibility of the law and legislative reforms in France with the provisions of German law on covered bonds. Solutions that are adapted to the needs of the Pfandbriefbanken can thus be safely drawn up.



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A MULTI-DISCIPLINARY TEAM

The majority of people working with Lasaygues are qualified notary lawyers, while some of them are also French avocat lawyers. In addition to their legal training, many of them have also acquired further qualifications at universities abroad or at institutes of engineering and business schools.

Each member of the Lasaygues team is equally at home in English and French, with some also speaking other languages fluently such as German, Spanish and Russian.