

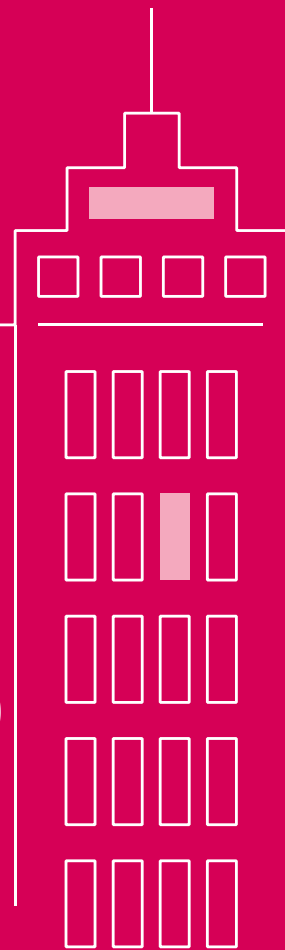
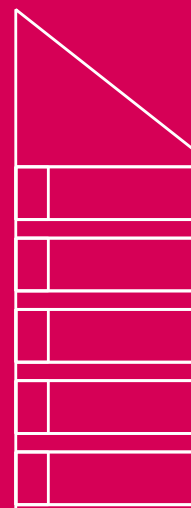


# DWF – MIPIM

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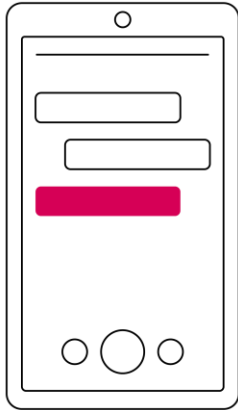
Meet the team

[dwfgroup.com](http://dwfgroup.com)



# Our team

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# Our experience

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**Toby Askin**  
Global Head of Real Estate, UK

Toby specialises in property development, investment and portfolio management across all asset classes. He has a particular specialism in the retail sector, advising a variety of developers, landlords and private equity investors on a number of shopping centre, stadium and retail park schemes. He has over 20 years' experience in real estate development and investment, advising investment funds on the acquisition, development, investment and strategic asset management across a variety of asset classes.



**Simon Elphick**  
Partner – Real Estate, UK

Simon has close to 20 years' experience in the real estate industry. He enjoys long-standing relationships with the real estate finance teams at a number of major UK clearing banks, overseas lenders and debt funds whom he advises on acquisition and development funding, refinancing and restructurings. In addition, Simon acts for commercial property investors and occupiers across a range of sectors and continues to develop his commercial and residential development practice.



**James Froud**  
Partner – Real Estate, UK

James has 12 years' experience in the City looking after a range of clients including leading UK and international pension funds, financial institutions and international investors. He specialises in complex high value investment transactions and has been a trusted advisor to a number of household names. He regularly acts on significant acquisitions, disposals and high value lettings across all asset classes and, in addition to his investment expertise, he has considerable experience in property finance and development transactions.



**Órlaith Molloy**  
Partner – Real Estate, Ireland

Órlaith specialises in high value commercial real estate transactions. She delivers tailored advice to high profile clients including domestic and international investors, developers, lending institutions, private companies and state owned bodies, landlords and tenants. She acts on a wide range of property related matters including acquisitions and disposals, pre-lets, forward purchases, high profile lease transactions, surrender and re-gearing transactions, corporate and finance transactions, and property management and advisory issues also.

# Our experience

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**Simon Sharp**

Partner – Corporate Services, UK

Simon specialises in acting for lenders and borrowers on all aspects of real estate finance matters. His practice covers both UK and international real estate finance. He acts for financial institutions, debt funds, property companies and institutional investors. He advises clients on senior, mezzanine, investment and development transactions secured on the full spectrum of real estate asset classes including offices, residential, student accommodation, build to rent, hotels, logistics and retail.



**Brendan Slack**

Partner – Corporate Services, UK

Brendan leads the London Real Estate Finance team within the Banking & Finance Group at DWF. His practice covers both UK and international real estate finance (including real estate investment and development senior and mezzanine finance deals), as well as asset-backed and energy and infrastructure transactions including the financing of data centres, capacity market and smart meter assets. He has advised on numerous recent senior and mezzanine real estate finance transactions, totalling in excess of £750m of debt.



**Geoff Stansfield**

Partner – Real Estate, Scotland

Geoff has many years in the real estate investment market in Scotland and specialises in commercial real estate investment, asset management, real estate finance, funding and acquisition and cross-border transactions. He acts for a number of major global funds including Blackstone, M7 and Goldman Sachs and also works closely with other major UK equity investment clients, including Ambassador Holdings and Custodian.



**Jon Stevens**

Partner / Global Deputy Head of Tax & Private Capital, UK

Jon is the Global Deputy Head of Tax & Private Capital and Partner in the Birmingham office. He is a specialist tax lawyer with experience of advising on all aspects of tax planning related to corporate and property transactions. He is experienced in a wide range of tax matters, including the sale and purchase of companies, businesses and properties; joint ventures; group restructuring and reorganisations; the structuring of corporate and property deals, including real estate funds; and the tax aspects of PPP and PFI.



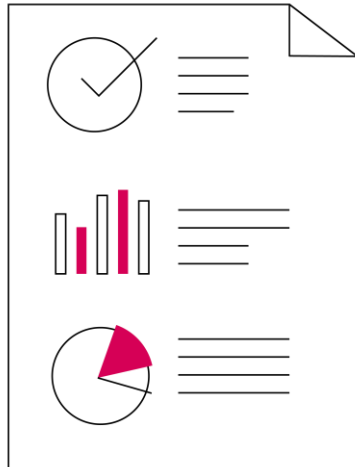
**Melanie Williams**

Partner / Head of Real Estate Sector / Head of Hospitality Group, UK

Melanie has over ten years' experience of working on the investment and funding of real estate development projects and property tax driven transactions, in particular within the hospitality sector. She has a particular expertise in the acquisition of hotels, development and refurbishment projects and real estate finance in addition to handling asset management work for investors, developers and banks as well as dealing with landlord and tenant matters.

# Our experience

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**Paul Cesar**

Partner – Corporate Services,  
France

Paul works for banks, credit institutions, asset management companies, debt funds, major corporations and real estate companies in their capacity as investors, arrangers, lenders, fiduciaries, borrowers or guarantors on a wide range of domestic and cross-border transactions. His practice covers a variety of banking and finance matters (whether transactional or regulatory) with a particular emphasis on debt capital market, real estate finance and debt restructuring.



**Vincent Lazimi**

Partner – Corporate Services,  
France

Vincent specialises in providing tax advice to entrepreneurs, tech companies and real estate companies. He also assists high-net-worth individuals and investors based in France and in England on their personal tax issues. His work includes dealing with general corporate tax issues, international tax structuring and company restructuring (tax aspects of acquisitions, mergers or asset contributions). Vincent has also developed a strong practice in assisting companies and high-profile clients with tax audits and tax disputes.



**Tancredi Marino**

Partner – Tax & Private Clients,  
Italy

Tancredi focuses on tax issues and private clients. He has acted for numerous respected private equity funds in a diverse array of transactions, as well as banks and other financial institutions, with a specific focus on taxation aspects of M&A deals, securitizations, structured finance and cross border bank-lendings. Tancredi has broad expertise on tax controversy and representation of private clients, including high net work individuals.



**Bruno Richard**

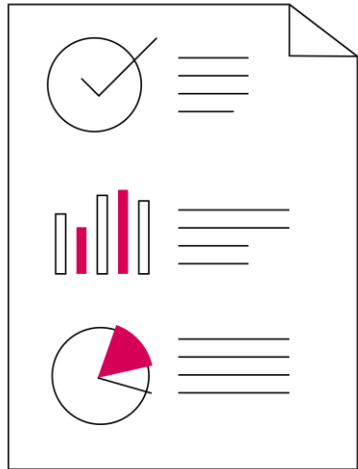
Partner – Real Estate, France

Bruno has a recognised practice of administrative law, the construction of works, public buildings or infrastructure and of networks, both in France and worldwide, in both transactional and litigation matters. He has an extensive experience in EPC contracts and major public procurement contracts especially in the infrastructure sector in France. Bruno advises private and public companies, French or international clients, as well as financial institutions on all aspects of project procurement.



# Our experience

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Pierre-Nicolas Sanzey

Partner – Real Estate, France

Pierre-Nicolas advises mainly French and foreign real estate investors and asset managers in their operations of acquisitions, disposals, development and management, including leases, of real estate assets in France. He works more particularly on the drafting and negotiation of Lols and HoTs, SPAs, JV agreements, commercial leases, project management and development contracts. He is also involved in and monitors due diligence processes including the review of leases and real estate contracts.



Lidia Scantamburlo

Partner – Real Estate, Italy

Lidia has extensive experience in public and administrative law with additional expertise in construction and procurement law. She also specialises in construction law, project financing (public partnership law) and public infrastructure, as well as planning and environmental law.

Lidia assists private and public companies, public authorities and local entities.



Irene Schmid

Partner / Civil Law Notary – Real Estate, Germany

Irene advises national and international clients in all aspects of real estate commercial law. She also supports private clients, foundations and non-profit organisations regarding succession planning and (international) estate matters. Her practice as a civil law notary mainly covers the area of real estate and corporate law. Irene further works for high net-worth private clients and business owners in the administration and structuring of estates and the preparation of wills and powers of attorney.



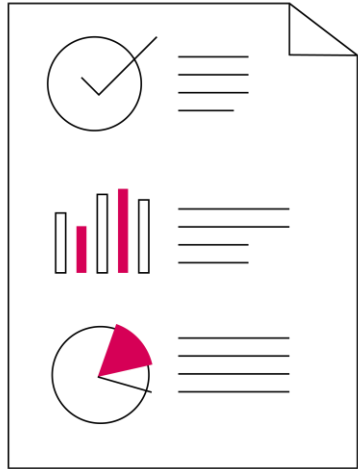
Joanna Wojnarowska

Global Deputy Head of Real Estate, Poland

Joanna is Deputy Global Head of Real Estate at DWF, Head of Housing and heads the Real Estate Department at DWF in Poland. She is an expert specializing in real estate and construction transactions with more than 20 years of professional experience. Her professional experience includes representation of investors in matters related to real estate transactions such as site acquisition and disposal, construction matters, “green field” investments, as well as development and commercialization of office and retail investments throughout Poland.

# Our experience

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Filip Urbaniak

Partner – Corporate Services,  
Poland

Filip is an experienced transactional lawyer advising clients in wide range of legal issues. He specializes in domestic and cross border corporate, investments and commercial matters. Before joining DWF he worked for more than 18 years in Warsaw offices of leading US law firms. He is a qualified Polish attorney-at-law. As a corporate lawyer he advises clients on transactions involving public offerings of shares, bond issue programs and mergers and acquisitions.



Daniele Zanni

Partner – Real Estate, Italy

Daniele is a real estate and construction lawyer based in Milan with a deep knowledge of the market. He has strong experience in the real estate and construction sector and provides legal advice to domestic and international real estate funds and developers in transaction and regulatory matters. He is also highly experienced in corporate matters.