



Hogan
Lovells

Our experience in the
nursing home facility sector

Why Hogan Lovells?

Nursing home facilities – a growing sector

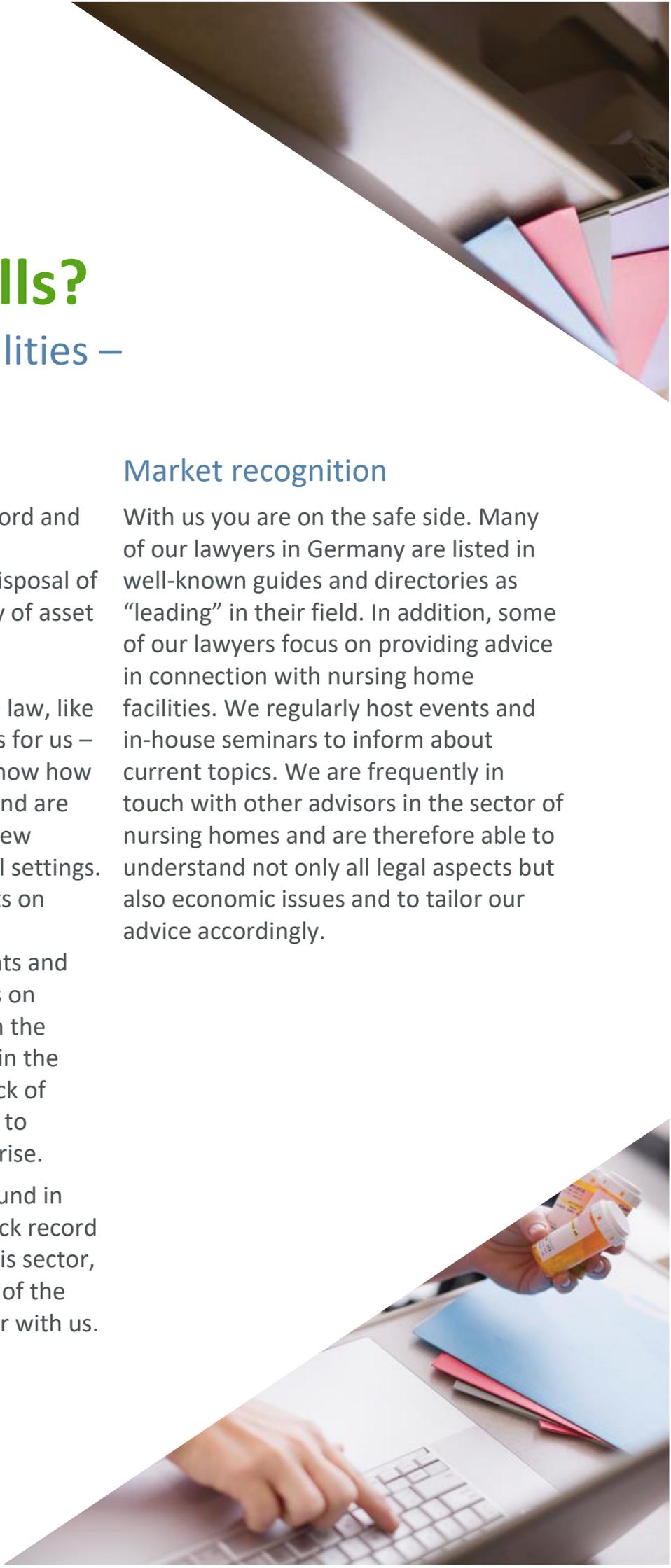
Extensive experience

We have a very strong track record and extensive experience in the development, acquisition and disposal of nursing home properties by way of asset deals, share deals or project developments. “Nursing care agreements” and the applicable law, like the “SGB XI”, are not only words for us – we regularly work with it. We know how large portfolios are structured and are able to help with their re- and new structuring even in international settings. We also frequently advise clients on asset management issues when concluding new lease agreements and amendments thereto, as well as on nursing care agreements and on the need for action due to changes in the law. This enables us to keep track of developments in the sector and to identify problems before they arise.

Examples of our work can be found in this brochure. Thanks to our track record and our deep immersion into this sector, you will always be a step ahead of the market trends when you partner with us.

Market recognition

With us you are on the safe side. Many of our lawyers in Germany are listed in well-known guides and directories as “leading” in their field. In addition, some of our lawyers focus on providing advice in connection with nursing home facilities. We regularly host events and in-house seminars to inform about current topics. We are frequently in touch with other advisors in the sector of nursing homes and are therefore able to understand not only all legal aspects but also economic issues and to tailor our advice accordingly.





Nursing home facilities – a growing sector

Our approach

Collaborate with us because we are known for being:

Practical and on to the point: We do not discuss legal questions for the sake of the argument.

Solution-oriented: We are proud to get a deal across the line.

Product-oriented: We know the interfaces to other contracts (i.e. in relation with nursing care agreements and leases).

A global company with strong local roots and all necessary international contacts.



"Law Firm of the Year" in Real Estate Law in Germany; Best Lawyers™ 2018 Edition



Ranked in **Tier 2** in Legal 500 Germany, 2023 for Real Estate Law

Chambers AND PARTNERS

A client appreciates that the team is “able to serve all client needs on short notice,” saying: “Everybody immediately knows who to ask to fulfil the needs of the client [...]”

Chambers Europe 2020

JUVE
www.juve.de

Ranked in Tier 1 for Real Estate Law in JUVE handbook 2023/2024



Key expertise

Dementia flat- sharing communities



Eligible expenses



Investment cost notice

Nursing home law

Certificate of conformity

Management contract

Transfer of business



Retirement homes



Assisted living

Lease model



Bonus for residential groups



Operating permit



Residential districts for senior citizens



Reporting obligations of the



Stationary care facility

Ordinance on minimum structural requirements for nursing homes



Ownership model

Retirement serviced apartments



Our experience
Nursing home facilities





AXA Asset Management on matters regarding nursing homes.



Advent/Marcol on the acquisition and sale of the Median Group with 27 rehabilitation clinics.



The Healthcare Property Fund (HPF) Europe, managed by BNP Paribas REIM, on the acquisition of four nursing care properties with a total of 332 nursing care rooms and 164 apartments for assisted living.



Deutsche Wohnen on the development and refurbishment of various nursing homes in Germany



An **English Fund** on the acquisition and sale of more than ten nursing homes.



An **International Investor** on the acquisition of a nursing home in Heilbronn.



An **International Investor** on the acquisition of a German group of rehabilitation clinics.



Medicenter Süd GmbH on the purchase, lease and subsequent sale of a medical center in the south of Munich to institutional investors.



PATRIZIA on the acquisition of a portfolio of care properties. The transaction comprises a total of 367 units consisting of full inpatient care places, day care places and assisted living units and is spread across three locations in North Rhine-Westphalia, Schleswig-Holstein and Lower Saxony.



PATRIZIA on the acquisition of seven facilities for care and assisted living from the real estate development company of the operator Advita Senioren-Wohnen Holding.



Quadriga Capital on the acquisition of the Agitalis nursing home group.



Four companies belonging to the Merchant Place group on the acquisition of a large number of nursing homes in Germany (investment properties, project development and turnkey deals).



Ventas REIT on the purchase of a nursing home portfolio in Germany.



A leading **insurance company** on an ongoing basis in the context of asset management for nursing homes.



Johanniter Seniorenhäuser GmbH on refinancing nursing care facilities on a rental model.

Highlights of our experience

Advising district associations and companies of the **German Red Cross**:



on the termination of lease agreements for a retirement home and the permits for the subsequent demolition of the building.



on the formation of a cooperation company for the acquisition of a nursing home facility in Duisburg by way of an asset deal.



on the acquisition of shares in the operating company of two care facilities.



on the acquisition of a subsidiary of a group of clinics in Duisburg by way of a share deal.



in relation with the replacement construction of a nursing home, including the negotiation of the property purchase agreement, the general contractor agreement as well as advising on construction law questions.



on the development and letting of various nursing home facilities in Dusseldorf.



on the restructuring of the nursing home portfolio.



on construction law issues regarding the accessibility of a new building for solitary short-term care.



on the refurbishment, modernization and conversion of a nursing home, a meeting center and a day care center by way of a sale and leaseback solution.



in relation with the increase of investment cost ratios after the refurbishment, modernization and conversion of a nursing home facility.



on the representation of interests in the legislative procedure regarding the Senior Citizens and Care Act in North-Rhine Westphalia.



“Extensive experience in the entire
range of real estate advice”

JUVE Handbuch, 2023/2024

Our Team



**Prof. Dr. Thomas Dünchheim**

Partner, Dusseldorf

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Prof. Dr. Thomas Dünchheim is the “Go to - Lawyer” for legal questions relating to municipal enterprises, public bank institutions, staterelated transactions and gambling law. He has more than twenty years experience in the area of public law, especially public commercial law, municipal law, environmental law and construction law. Thomas is Head of Global Regulatory and IPMT EMEA, Head of the Hogan Lovells International Gambling Initiative and the Environmental Law Group of our law firm. He was the Office Managing Partner of the firm’s Dusseldorf office from 2016 to 2019. Thomas holds a diploma in public administration (“Diplom- Verwaltungswirt”) and studied law at the University of Cologne from 1994 to 1999. From 1999 to 2009, Thomas was mayor of the city of Monheim and headed the Legal Department, the Departments of Human Resources and Administration, and the Department of Urban Planning and for the promotion of Trade and Industry Departments. Since 2016 he is Professor for Constitutional and Public Commercial Law at the EBS University in Wiesbaden.

**Dr. Norbert Heier**

Partner, Hamburg

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With a solid reputation in the market as a solution-oriented and pragmatic adviser and a fair negotiating partner, Norbert Heier advises on all issues of real estate law. He is mainly active in the areas of project development and real estate transactions. Residential, office or special properties such as nursing homes, sports facilities of all sizes or shopping centres, are some of the fields Norbert has distinguished experience and a wealth of knowledge in. He also advises clients on questions relating to public and private building law or real estate M&A, such as open- and closed-ended funds, banks, capital investment companies or government bodies. In addition, Norbert also supervises and coordinates international portfolio transactions and advises on infrastructure and urban development agreements. Before working as a lawyer, Norbert obtained a degree as “Diplom-Verwaltungswirt” and worked at the Hamburg Department of Economy and the Department of Finance for several years. Norbert speaks German and English, he perfected his knowledge of the English language during several stays abroad and also while working for other international law firms. He is a member of the ZIA Ausschuss für Gesundheitsimmobilien (Institution which assist in the drafting of new laws in relation to nursing homes as well as hospitals). Norbert is organizing events which reflects issues in relations with nursing homes on a regular basis.

**Stefanie Kern**

Partner, Munich

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Our Munich partner Stefanie Kern advises you on real estate and M&A transactions. Asset managers, corporates, institutional investors, funds as well as international and national banks in particular entrust her with their single and portfolio transactions and further seek her advice on matters in relation with debt financing and insolvency of real estate. In addition, Stefanie focuses and advises on commercial lease law and corporate real estate matters.

Further, Stefanie gives lectures in the field of real estate law at the international business school IREBS.

**Dr. Karolin Hiller**

Counsel, Munich, Berlin

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Areas of Focus

Government & Regulatory

Dr. Karolin Hiller is part of our internationally working Health Care and Life Sciences team in Berlin, Munich and Hamburg. She advises companies from all areas of the health care sector. She is particularly experienced in advising healthcare service providers (hospitals, medical care centers, pharmacies), but also advises companies in the pharmaceutical, biotech and medical device sectors. The focus of her legal practice is on medical law, social security law, pharmacy law, including all related issues of telemedicine and general and specific data protection laws.

Karolin provides advice to our clients on establishing business structures, drafting contractual agreements, required coordination with contractual partners, authorities and associations of healthcare service providers and also, if necessary, represents such clients in court proceedings enforcing their rights. She assists healthcare companies in identifying compliance risks when they cooperate with service providers and other third parties, as well as consults them in international transactions (mergers & acquisitions) and other complex contractual arrangements.

**Damian Sternberg**

Senior Associate, Dusseldorf

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Damian Sternberg advises companies and the public sector on all aspects of administrative law. He focuses on public construction law and environmental law. He represents his clients in complex administrative proceedings and legal disputes. Due to his consistent specialization in administrative law he has a wide experience in dealing with authorities and political decision-makers. He also proves his expertise as a specialist lawyer for administrative law. Damian Sternberg studied in Bonn and Vilnius with a focus on public law. After working at the University of Münster he completed his legal clerkship at the Ministry of Building, Housing and Urban Development of the State of North Rhine-Westphalia. Prior to his current position, Damian Sternberg worked for a law firm specialising in building law in Bonn. He is extensively involved in the development, purchase and sale and in all other matters relating to nursing home real estate.

**Sabrina Greubel**

Senior Associate, Munich

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Sabrina Greubel focuses on advising national and international investors on real estate transactions (individual and portfolio transactions in asset and share deals), in particular on the execution of comprehensive due diligences. She has also experience in all issues of commercial tenancy and leasehold law (inter alia in the area of logistics, office and nursing care real estate) and with heritable building rights. Sabrina further provides legal advice on property and asset management contracts.

**Tobias Großevollmer LL.M.**

Senior Associate, Dusseldorf

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Tobias Großevollmer advises companies and the public sector in all areas of public law. The focus of his work is on public commercial law with a special focus on public construction law and procurement law. Tobias studied law at the University of Cologne and in Bangalore (India). During his studies he worked for Prof. Dr. Dr. h.c. Hobe at the chair for international business law. After completing his first state examination, he worked as a research assistant in public construction law in a major international law firm in Düsseldorf. He completed his legal clerkship at the Higher Regional Court of Cologne, including stations at the Permanent Representation of the Federal Republic of Germany to the United Nations in New York (USA), in a major international law firm in Cologne and in the legal department of a DAX30 group in Frankfurt / Main. Tobias also obtained a Master of Laws (LL.M.) degree with a focus on business law.

**Dr. Noel Schröder, LL.M.**

Associate, Düsseldorf

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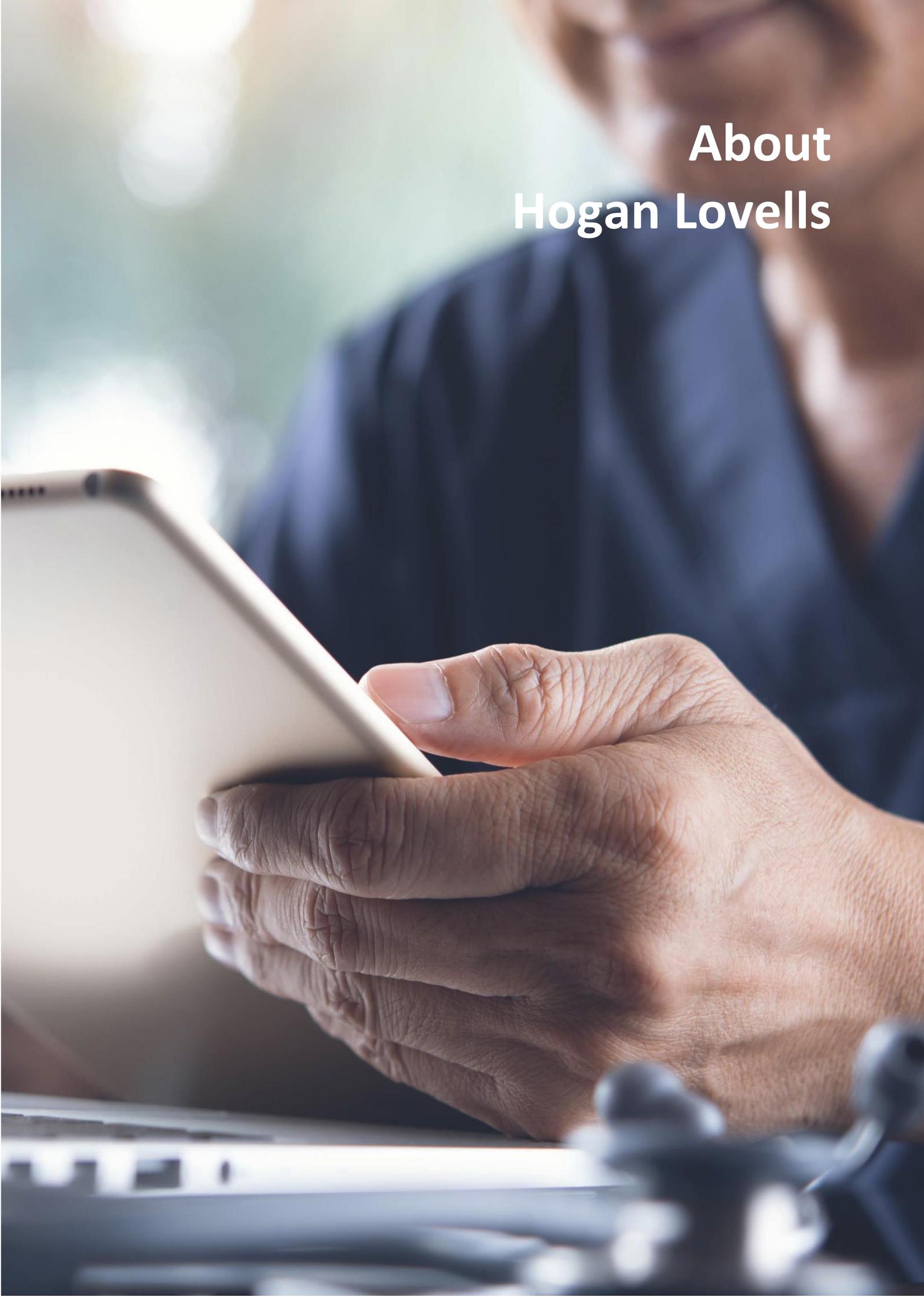
noel.schroeder@hoganlovells.com

Areas of Focus

Government & Regulatory

Dr. Noel Schröder advises companies and the public sector in the entire field of public law. The focus of his work is on public commercial law. Noel studied law at the University of Münster. After completing his First State Examination, he worked as a research assistant at the University of Münster and at Hogan Lovells in the corporate team in the Dusseldorf office while completing his doctorate. He then completed his legal clerkship at the Higher Regional Court of Hamm with various stations – amongst them Hogan Lovells in New York. On top of that, Noel obtained a Master of Laws (LL.M.) with a focus on international commercial law. With his specialization in commercial law from both a civil law and a public law perspective, Noel advises in particular at the “interface” of those.





About Hogan Lovells

Hogan Lovells in Germany

With more than 400 total legal staff in our **five German offices** in Berlin, Dusseldorf, Frankfurt, Hamburg and Munich, we have the flexibility of resources to support all your legal needs in this major economy.

The **high quality** of our advice is based on the excellence of our lawyers. In each office we have developed our expertise in certain areas in line with the needs of our clients and local market conditions.

Common to all our offices is the consistent quality of advice and the **combination of practical legal** advice with commercially sound solutions. We combine profound market knowledge with specialist know-how in various industries to achieve the best results for our clients.



Key legal practice areas



Employment



Bank- und Finanzrecht



Corporate/M&A



Commercial and Regulatory



Intellectual Property



Real Estate Law



International Arbitration



Infrastructure, Energy, Resources and Projects



Capital Markets



Global Regulatory



Private Equity



Litigation



Investigations, White Collar Crime, and Fraud



Tax and Accounting

Key industry sectors



Automotive and Mobility



Chemicals



Diversified Industrials



Energy and Natural resources



Financial Institutions, Financial Services



Real Estate



Consumer



Life Sciences and Healthcare



Aerospace, Defense, and Government Services



Telecommunications, Media and Technology



Transport and Logistics



Insurance

“[...] very good performanmce in difficult situations and in complex negotiations, smart proposals for solutions [...]”
Legal 500 Germany, 2023



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*Our associated offices

www.hoganlovells.com

"Hogan Lovells" or the "firm" is an international legal practice that includes Hogan Lovells International LLP, Hogan Lovells US LLP and their affiliated businesses.

The word "partner" is used to describe a partner or member of Hogan Lovells International LLP, Hogan Lovells US LLP or any of their affiliated entities or any employee or consultant with equivalent standing. Certain individuals, who are designated as partners, but who are not members of Hogan Lovells International LLP, do not hold qualifications equivalent to members.

For more information about Hogan Lovells, the partners and their qualifications, see www.hoganlovells.com.

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