



## WORKSHOP: AN INTRODUCTION TO REAL ESTATE JOINT VENTURES

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The Firm has won eight Law Firm of the Year titles, is independently ranked by Chambers and the Legal 500 in over 65 legal disciplines and also ranked in ‘the top 10 game changers of the past 10 years’ by the FT Innovative Lawyers report 2015.

In the Middle East, the Firm operates out of its offices in Abu Dhabi and Dubai. Our growing team of lawyers represents some of the largest and most prestigious local and international companies operating in the region. Our expertise includes: corporate and commercial law; construction, engineering and procurement; dispute resolution; finance; hospitality and leisure; real estate and infrastructure; planning and environment; Private Wealth; and corporate tax and VAT.

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### [An introduction to real estate joint ventures](#)

BLP is pleased to introduce Hazel Shakur Quin and Greg Nixon, who together, will explore the key corporate and real estate issues commonly seen on property-related joint ventures in the UAE. In their presentation, “An Introduction to Real Estate Joint Ventures”, Hazel and Greg will discuss:

- Commonly used real estate joint venture structures in the UAE
- Key commercial considerations
- Key terms of joint venture agreements and common pitfalls
- An overview of management agreements associated with real estate joint ventures

Hazel and Greg bring a combined experience of nearly 20 years’ practice in the UAE.

Hazel is a Legal Director in BLP’s renowned Real Estate practice. She has advised developers, landlords, hotel operators/ owners, investors and financiers in relation to a broad spectrum of high value real estate investments and flagship development projects in the Middle East. Prior to moving to the UAE in 2009, Hazel was based in London where she advised blue chip companies on investments and developments in the UK.

Greg has been practicing in the UAE for more than ten years and brings an impressive range of corporate experience across a broad range of sectors, including real estate, principally representing clients based in the Middle East and North Africa (MENA) region. Prior to joining BLP, Greg was general counsel at a multi-national family office, a role which included advising in relation to a significant real estate portfolio, including development joint ventures, often in distressed circumstances.

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