

# Dispute Resolution and Litigation Support

Advice on the analysis and resolution of conflicts linked to the hotel business. Support in disputes through mediation, arbitration, and expert opinion.



# Introduction

The new post-COVID market context is leading to conflicts over ownership and management of hotel assets between owners, operators and funding institutions. When disagreements cannot be resolved through direct negotiation between the parties, it is difficult to decide whether to take the dispute further. Mediation by our specialists can be very effective and help reduce costs, stress and time. When taking the case to court becomes inevitable, expert and professional opinion is the basis for the successful defence of your position.

Our experts have advised both private owners and operators, as well as financial institutions, lawyers and large corporate customers, and have been involved in cases ranging from breach of contracts and renegotiation of their conditions, to professional negligence or defects in ownership.

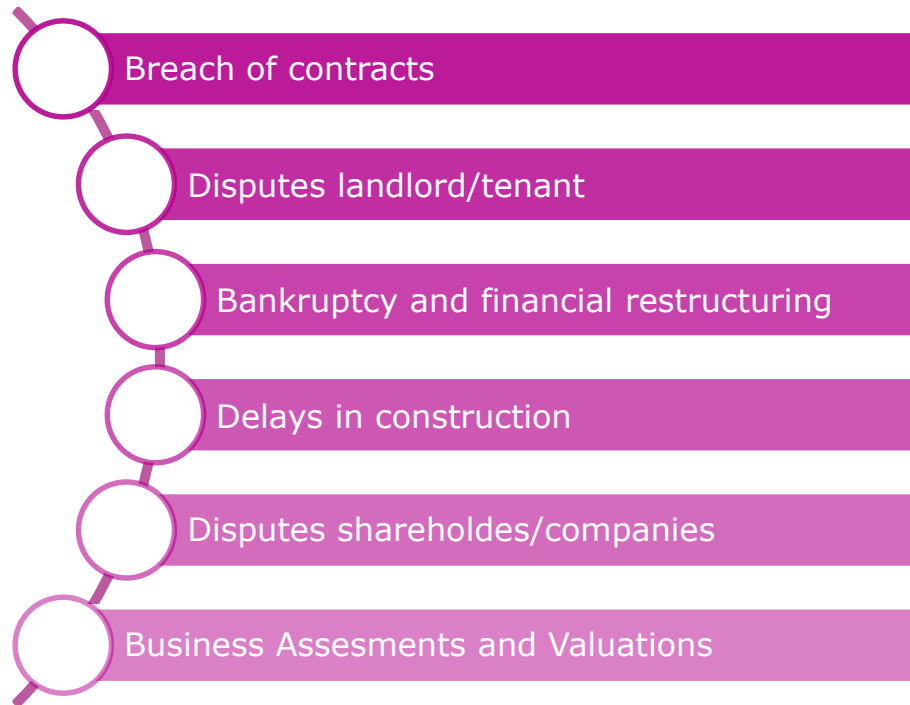
“We position ourselves as experts in complex conflict situations to help parties reach an agreement or testify in court when the situation requires it.”



# How can we help you

Christie & Co offers you extensive experience in the hotel industry and provides you support in conflict resolution, disputes, and litigations.

In order to resolve issues related to hotel ownership/leasing or management of the business, good advice is always critical, and Christie & Co can make the process easier. Our advisory services cover the negotiation, mediation or arbitration in processes of:



Christie & Co experts work under the highest standards required by the courts and have a strong experience in writing expert opinion reports, advising attorneys and providing testimony in legal proceedings.

In addition, our Valuations team has certified and specialized experts who can provide an unbiased assessment, as well as helping to identify opportunities to resolve disputes before going to court.

# Credentials



## **4 stars Hotel, Barcelona**

### **Rent dispute – Expert witness**

- Advisors to the financing entity providing the debt on the asset
- 4 stars hotel – 330 rooms in Santa Susana
- In the context of an owner-creditor rent dispute, we offered expert advice on the current lease.



## **5 stars Hotel, Majorca**

### **Economic Loss – Expert Witness**

- Advisors to the owner, a German private equity
- 5 star and 120 room Hotel
- Disputes between the owner and the construction company due to delays in construction. The delay forced a reduction in income with the operator, causing economic losses.



## **ME by Meliá, Madrid**

### **Arbitration for rent- Expert witness**

- Advisors to Gerber Group, restaurant operator
- 4 star and 192 room Hotel
- We act as experts in the arbitration process between the owner and the restaurant operator in the hotel. Our expert report was used to defend the operator and its management at the restaurant.



## **Rey Juan Carlos I Hotel, Barcelona**

### **Support in the renegotiation of the contract**

- Advisors to Hudson Advisors Spain, S.L.U.
- 5 star and 432 room Hotel
- Review of the lease agreement for a renegotiation and potential operator change. The expert report included an analysis of the rent conditions.



## **Apartment building, Madrid**

### **Rent review**

- Advisors to the REIT owning the asset
- 26 tourist apartments building in Madrid
- In the process of renegotiation, we offered advice on the rent levels based on the operating results of the asset and provided support in the negotiations to determine fair rent levels.



## **4 stars hotel, Palma de Mallorca**

### **Rent dispute – Expert witness**

- Advisors to the financing entity providing the debt on the asset
- 4 stars and 70 room Hotel
- In the context of an owner-creditor rent dispute, we offered support in the analysis of the current lease contract by proving to be below the market conditions.



## **4 stars Hotel, Castellón**

### **Rent dispute – Expert witness**

- Advisors to the financing entity providing the debt on the asset
- 4 stars and 300 room hotel in Peñíscola
- In the context of an owner-creditor rent dispute, we offered expert advice on the current lease.



## **18 restaurants group, Madrid**

### **Shareholders dispute**

- Advisors to some of the founding partners
- Chain of 18 restaurants in Madrid
- In a conflict between the founding partners, we offered an in-depth analysis of the original business concept, with a view to testing the validity of the model and its ability to be replicated.

# About Christie & Co

## MAKING THE RIGHT CONNECTIONS

**Our team has established a market leading reputation for providing Innovative, high-quality advice across Europe.**

With 29 offices throughout the UK and Europe, our network is wide reaching and we are able to offer in-depth local knowledge. Christie & Co's high-calibre professionals have an extensive range of analytical, financial, operational and property-based skills. We are fully integrated with our valuation, brokerage and investment teams and provide comprehensive data-driven solutions to help our clients maximise the potential of their business and investments.

+85

Years of Expert Advise

500

Valuations per Year



Christie & Co's Investment and Consultancy proposition is unique. We pride ourselves on being able to respond quickly and deliver advice which is bespoke, innovative, high quality and adds real value to our clients

29

European Offices

400

Live Selling Mandates

280

Experts

>1,700

Corporate Clients across  
the UK & Europe



# Contact Us

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