

Expert M&A, project and commercial legal services for the airport and aviation services industry

Example experience:

- Queen Alia International Airport (QAIA), Amman, Jordan—ground handling & retail
- Airport International Group (AIG)—advised successful bidding group on QAIA PPP from EoI to financial close
- Newquay Airport, UK—corporate/regulatory
- Manston Airport, UK—acquisition
- Birmingham Internat'l Airport, UK—acquisition
- BAA plc, UK sale—due diligence/bid
- UAE & Kuwait airport investors—QAIA hotel redevelopment & letting of management
- Multi-airport owner—establish airports fund
- Coventry Airport, UK—bid

"Raymond Beven offers expert and pragmatic legal input in a cost-effective and flexible way. He is a real pleasure to work with."

- former Legal Counsel (Projects) of Queensland Rail

Airports & Aviation Services

Assisting development, growth & change



Advising:

- Airport operators and investors
- Air traffic control operators & investors
- Air transport Ministries and Regulators
- Investors/IFIs/financiers
- Airport/aviation service providers
- Contractors/Manufacturers

Helping airports, airlines & aviation services providers on legal issues, including:

- M&A: business/share/asset sale & purchase
- Investment, corporate fundraising & compliance
- Commercial and industry agreements
- JVs, alliances and collaborative arrangements
- Regulatory advice, applications and compliance
- Procurement strategy and process advice
- Airport PPPs, BOTs, concessions, licences
- Project due diligence/legal risk assessment
- Bid tender process, documentation, negotiation
- Real estate: planning/land use, leasing, sale
- Airport construction and engineering
- Airport/aviation finance and leasing
- Airport/aviation equipment and services supply
- Govt regulatory review and institutional reform

Beven Legal will work as part of your team to deliver success.

The Beven Legal approach

Beven Legal is a law firm established on the new network model, with flexibility, technology and quality business process outsourcing at heart.

We minimise our fixed costs and ensure your direct access to partner-level expertise by combining our own resources with a network approach.

We are able comprehensively to deal with all issues by linking up with like-minded individuals and firms when needed (and *only* when needed).

This approach delivers lower overheads for us, while still giving access to the best experience for you - as well as highly-competitive and flexible billing.

Beven Legal works direct for clients or alongside their other advisers (including law firms) to provide a seamless, co-ordinated approach. In particular we can help project manage external lawyers as part of your team to ensure legal budgets are met.





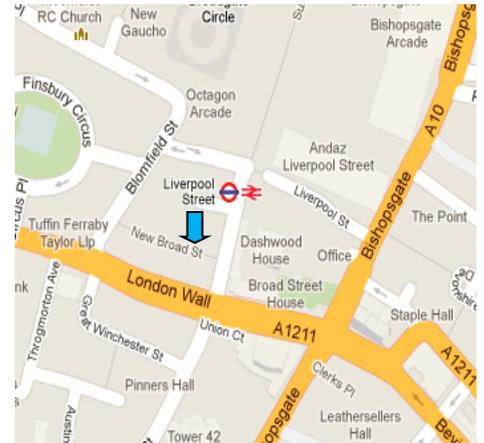
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Consistently commended in independent legal directories for over 10 years, as compiled from client interviews:

Other services

Our other services include advising on :

- Procurement/sourcing/supply chain
- Sales and distribution
- Government services agreements
- Utilities; telecoms
- Employment and employee incentives
- Intellectual property licensing
- Technology/IT/software agreements
- E-commerce
- Hospitality and leisure
- Advertising & marketing; digital media
- Business establishment support
- Start-ups/entrepreneurs
- Inquiries, judicial review and public law
- Dispute resolution
- Restructuring and insolvency
- Fraud/probity/process investigations
- Data protection/freedom of information
- Legal project management
- Interim legal resource

Raymond Beven "is an impressive negotiator who commands respect. He is calm, considered and does not leave a point until he has obtained the best possible position." He is also described as an experienced projects, commercial and corporate lawyer: "He is approachable, keen and really knows his stuff," say sources.
- Chambers UK Guide 2012

"The 'superb' Raymond Beven heads the practice and offers considerable expertise in infrastructure, regulatory, corporate and privatisation matters."
- Chambers UK Guide 2008

"Vastly experienced and extremely solid", who has also "won respect for his 'sound knowledge of the law and immense experience'"
- Chambers UK Guide 2005

Described as "excellent, collaborative" and "client-friendly".
- Chambers UK Guide 2002

