

# LEISURE AND SPORT

## A WINNING COMBINATION

---

The leisure industry is one of the largest sectors of the world economy and its challenges are far-reaching and diverse. We help businesses in this important sector to thrive in the complex and rapidly changing regulatory landscape.

The need to meet customer expectations in a thriving digital environment and remain competitive is leading many clients to change their business models and adopt technology-driven solutions. In particular the travel, hotel and gaming industries are increasingly undertaking innovative transactions to keep pace with the connected customer.

We work with household names from travel operators, airlines, health clubs, hotels, attractions and cinemas to provide cross-border, full-service legal advice. Within the gaming and lotteries industry our in-depth product knowledge means we are well-placed to advise on interactive betting, pooling and co-mingling arrangements.

We also work with international sporting bodies, corporations, sports clubs and individual sports personalities to advise on [sports disputes](#). We advise on regulatory and disciplinary issues, exploitation of broadcasting and other rights, contractual issues, sponsorships, acquisitions, disposals and restructurings of sports governing bodies and other sports-related entities.

---

## RECENT EXPERIENCE

---

## **A LEADING GLOBAL HOTEL CHAIN**

Advising a leading global hotel chain in a DIFC-LCIA arbitration against an Owner arising out of disputes regarding non-payment of fees and alleged mismanagement. The arbitration included a number of complex issues regarding hotel management and applications for interim relief and partial summary judgment.

---

## **TABCORP**

Advising on international co-mingling and content licensing agreements with the New Zealand Racing Board and Phumelela Gaming and Leisure

---

## **AUSTRALIAN RUGBY UNION (ARU)**

Assisting ARU to negotiate the Collective Bargaining Agreements with the Rugby Union Players Association (RUPA) and the State Rugby Unions

---

## **TABCORP**

Advising on litigation relating to the introduction of race fields legislation and the imposition of a statutory product fee for wagering on racing in Australia

---

## **TUI TRAVEL**

Advising on its £400 million convertible bond offering and £350 million bond offering listed on the London Stock Exchange

---

## **MGM CHINA HOLDINGS**

Advising on its IPO and US\$1.5 billion listing on the Hong Kong Stock Exchange

---

## **OUR PEOPLE**



**SARAH KENNY**  
CONSULTANT,  
SYDNEY  
+61 2 9225 5579  
Sarah.Kenny@hsf.com



**ALAN WATTS**  
PARTNER, GLOBAL  
CO-HEAD OF CLASS  
ACTIONS AND CO-  
HEAD OF  
PARTNERSHIPS,  
LONDON  
+44 20 7466 2076  
alan.watts@hsf.com