



Andreas F. Vögeli

Partner, lic. iur., Attorney-at-law, MScRE, FRICS,
Specialist SBA Construction and Real Estate Law

andreas.f.voegeli@nkf.ch

D +41 58 800 83 97

M +41 79 302 97 00

Languages

German, English, French

Expertise

Andreas F. Vögeli heads the real estate practice from NKF that deals with a variety of highly complex real estate transactions. He specialises in large and complex domestic assets and share deals, with a particular focus on enterprises that are involved in project development as well as in hotel or leisure projects. His real estate experience also includes a profound knowledge of rental law, Lex Koller and environmental law issues.

He regularly advises clients on all aspects of real estate matters, performs considerable due diligence reviews, and assists clients in a variety of large sale and leaseback transactions and negotiations of new commercial lease projects. Moreover, he is also involved in project development work and advises on general contractor agreements.

He also advises and represents clients in real estate litigation before cantonal and federal courts and tribunals and in proceedings before administrative authorities.

He is highly reputed among clients throughout Switzerland and abroad. Mr. Vögeli is a member of the Swiss Advocates Chamber of Certified Specialists SBA Construction and Real Estate Law, Fellow of the Royal Institution of Chartered Surveyors (FRICS), member of the Urban Land Institute (ULI) and member of the Swiss Real Estate Think Thank (srett).

Mr. Vögeli is expert at the University of Zurich at the MAS Real Estate and regularly holds seminars in real estate matters. Furthermore, he is council member of the Real Estate Management programme of the Institute of Financial Services Zug IFZ, Lucerne University of Applied Sciences and Arts.

Mr. Vögeli is the chairman of the board of the leading Swiss Foundation for International Real Estate Investments and board member of several real estate companies.

Mr. Vögeli is a leading Real Estate lawyer by Chambers Europe (Band 1) and Legal 500 (Hall of Fame) and is recognised as a 'notable practitioner' in Real Estate by IFLR1000. Furthermore, he was named 'Lawyer of the Year' for Real Estate in Zurich by The Lawyer 2022 and by Best Lawyers Switzerland 2022 and won the ILO Client Choice Award 2017 and 2018 in the category Real Estate for Switzerland.

Real Estate

Career

- 2010 Partner, Niederer Kraft Frey
1997 Trainee, Associate and Senior Associate, Niederer Kraft Frey

Education

- 2007 Specialist SBA Construction and Real Estate Law
2007 Certificate of Advanced Studies Construction and Real Estate Law of the University Freiburg
2006 Master of Science in Real Estate (MScRE), Center for Urban Real Estate Management Zurich
2001 Admitted to the Bar (Rechtsanwalt)
1997 University of Freiburg (lic. iur.)

Experience

The following is a selection of recent cases in which Mr. Vögeli acted as counsel for:

- Counsel to ZKB/Swisscanto on a large number of real estate transactions, contracts and litigation cases
- Counsel to Credit Suisse Asset Management (Schweiz) AG on a large number of real estate transactions
- Counsel to Swiss Finance & Property Group regarding a club-deal structure (2022)
- Counsel to Schrodgers on the sale of two large commercial buildings to the Steiner Investment Foundation (2022)
- Counsel to private persons in the sale of an industrial area in the Canton of Zurich (share deal) (2022)
- Counsel to Swisscom Immobilien AG in connection with zoning and construction law questions (2022)
- Counsel to Schrodgers on the acquisition of a life science center with Cytiva, a leading life science company in Lausanne (2022)
- Ina Invest on the acquisition of a majority stake in CERES Group Holding Ltd. (2022)
- Counsel AXA Investment Managers Schweiz AG, in litigation regarding total contractor agreement and defective construction works (2015 - 2022)
- Counsel to Coop Genossenschaft on the acquisition of Jumbo Markt AG (2021)
- G.A.T.E.S., Hôtelières & Restaurateurs SA in the sale of 100 per cent their shares to Gold Tree Basel Limited (2021)
- Counsel to a private person in the sale of a large industrial area in the canton of Aargau (share deal) (2020)
- Counsel to BVK Personalvorsorge des Kantons Zürich on a wide range of complex legal issues in the development of a former industrial site proceedings and in connection with the construction of a major road construction project and expropriation proceedings
- Immra AG on the sale of the shopping centre 'Zentrum Waldegg' in Uitikon, Zurich (2020)
- Counsel to two non-profit building cooperatives regarding public law litigation (construction permit / landmark protection)

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- Procimmo Swiss Commercial Fund II on the acquisition of a commercial property with development potential in Hägglingen, Aargau, Switzerland (2019)
- Counsel to Canton of Zug regarding the granting of a building right on the site of the former cantonal hospital to a real estate developer in a bidding process in private law as well as public law matters
- Counsel to Procimmo Swiss Commercial Fund II on the acquisition of a retail warehouse in Dierikon next to the Mall of Switzerland and properties in Kriens and Neftenbach
- Advising and representing RUAG Real Estate AG and Nidwalden AirPark AG, both sub-sidiaries of RUAG Holding AG which is fully owned by the Swiss Confederation, in proceedings regarding the master plan for 90,000 sqm of land at Buochs Airport for the competence centre for airspace technology
- Counsel to a consortium of Cellnex Telecom (listed on the stock exchanges of Madrid, Barcelona, Bilbao and Valencia), Swiss Life Asset Managers and Deutsche Telekom Capital Partners on the CHF 500m acquisition of Swiss Towers AG with a portfolio of 2,239 telecom towers in Switzerland from Sunrise Communications AG
- Counsel to Fortimo Group in the sale of a large residential real estate portfolio in 9 different cantons of Switzerland
- Advising and representing of several international banks, insurance companies and financial and audit firms in complex leasing matters
- Swiss legal counsel in a large and complex acquisition of a first class investment property in Australia as part of a greater transaction in which the client sold another building by way of an asset swap
- Swiss counsel on the sale of first class investment properties in Scotland and in London
- Counsel to Schroder Investment Management (Switzerland) AG on the acquisition, as part of a 30 year sale & leaseback transaction, of the global R&D center from Syngenta AG in Stein (AG) and of a large office property located at Rue de Lausanne, next to Geneva-Cornavin railway station, from Credit Suisse AG (2019)
- Counsel to Central Real Estate Basel AG, a consortium of Baloise and different Swiss pensions fonds in the acquisition of 160'000 sqm within the Klybeck site in Basel, one of Switzerland's largest development site (2019)
- Swisscanto Invest by Zürcher Kantonalbank on the sale of the portfolio "Robusta" containing of three commercial properties in Reinach BL, Volketswil ZH and Steinhausen ZG as well as in the sale of a property in Buchs SG (2019)
- Atos / Worldline in the CHF 2,750 million acquisition of SIX Payment Services and strategic partnership with SIX (2018)
- Procimmo 2 Swiss Commercial Fund in the acquisition of the a retail warehouse in Dierikon next to the Mall of Switzerland (2018)
- Schroder ImmoPLUS, a listed real estate fund, in the acquisition of the Zimmer Biomet manufacturing site in Winterthur (2018)
- Fortimo Group in the sale of a real estate portfolio consisting of 14 residential properties in 9 different cantons of Switzerland (2017)
- Procimmo 2 Swiss Commercial Fund in a sale and rent back transaction of the properties of Landqart AG a subsidiary of Fortress Paper (2016)
- Invision Private Equity AG in the acquisition of a majority stake in Parkresort Rheinfelden Holding AG (2016)
- Citychamp Dartong Group in the acquisition of HL Le Mirador International SA (2016)
- Neue Zürcher Zeitung AG in the sale of their printing center in Schlieren (2015)

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- Schroder ImmoPLUS, a listed real estate fund, in the acquisition of the 4-star Hotel Mövenpick in Lausanne (2015)
- Knorr-Bremse AG, the world's leading manufacturer of braking systems for rail and commercial vehicles, in the acquisition of Selectron Systems AG, Lyss (2014/2015)
- GlaxoSmithKline plc on its asset swap (Vaccines, Oncology) and joint venture (Consumer Healthcare) transaction with Novartis (2014)
- Capvis and Partners Group in the successful completion of a transaction to acquire Vat Holding AG (2014)
- OC Oerlikon Corporation AG in the CHF 650 million sale of its Natural Fibers and Textile Components Business Units (2013)
- Numisma Group and McCafferty Asset Management in the sale of a large real estate portfolio from multiple seller companies to a Swiss based investor. The sale was structured as a share deal. (2011)
- Implen AG (SIX listed) in the acquisition of a real estate portfolio and development unit of Sulzer group (SIX listed).
- The acquisition was structured as a share deal and involved some 400,000 sqm of land, including 230,000 sqm of land with development potential on the Sulzer sites in central Winterthur and Oberwinterthur (2010)
- RUAG Holding AG (a joint stock company) is fully owned by the Swiss Confederation. We advised RUAG Real Estate AG, the real estate division of RUAG Holding AG, in the establishment of a new company for NAPAG (Nidwalden AirPark AG). The company was formed with the aim of developing 90,000 sqm of land into a competence centre for airspace technology.
- Real estate transactions: the purchase and sale of various real properties (single and portfolios and special real estates) in Switzerland, legal representations of investors and / or promoters, due diligence, contract negotiations, assistance in real estate financing, project development and completion, and so on, more than one billion in the last years: lease agreements for office premises with lease volumes of more than CHF 6 million per annum; finance: representation of lenders in the financing of real estate transactions
- Several private clients (HNWI) in the acquisition and sales of real properties around the lake of Zurich and the lake of Geneva as well as in the most famous holiday resorts St. Moritz and Gstaad

Publications

- Andreas F. Vögeli, Oliver Zbinden, Annina Fey, Real Estate Law Review: Switzerland, in: The Real Estate Law Review 2022, 11th edition, London 2022, S. 261 ff.
- Andreas F. Vögeli, Oliver Zbinden, Annina Fey, Anne Huber, Real Estate Law Review: Switzerland, in: The Real Estate Law Review 2021, 10th edition, London 2021, S. 269 ff.
- Andreas F. Vögeli, Oliver Zbinden, Switzerland, in: The Real Estate Law Review 2019, 8 Edition
- Andreas F. Vögeli, Eigentümer im Konkurs des Mieters, Mieter im Konkurs des Eigentümers, in: Thomas Sprecher (Hrsg.): Sanierung und Insolvenz von Unternehmen VIII, Europa Institut an der Universität Zürich (EIZ), Schulthess Juristische Medien AG, Zürich/Basel/Genf 2017, S. 89-106
- Andreas F. Vögeli, Thomas A. Frick, Switzerland, in: The Real Estate Law Review 2017, 6 Edition
- Andreas F. Vögeli, Marco Häusermann, Thomas A. Frick, Sandro Abegglen, Switzerland: Law & Practice, in: Chambers Global Practice Guides: Real Estate 2017, S. 1-16
- Andreas F. Vögeli, Andreas D. Blattmann, Fallstricke im Umgang mit Mäklerverträgen, in: Best Practice in Real Estate, Ausgabe 2, 2. Jahrgang, März 2015, S. 24 f. (3 Pages; 224kb)

- Andreas F. Vögeli, Environment in Switzerland, in: Getting the deal through 2010. Reproduced with permission from Law Business Research. This article was first published in Getting the Deal Through - Environment 2008, contributing editor Carlos de Miguel Perales. For further information please visit www.GettingtheDealThrough.com
- Andreas F. Vögeli, Wie die Schweiz mit jenen (rechtlich) umgeht, welche unsere Nachbarn werden und Grundeigentum erwerben wollen, in: Modulær 2 (2009), S. 041-044
- Andreas F. Vögeli, Lex Koller: Ausverkauf der Heimat oder Globalisierung?, in: Immobilien Business 2/2008, S. 21-24

Market Perception

"Andreas Vögeli is very professional and has a very high customer orientation". "He is one of the best real estate lawyers in Switzerland and has a very long track record". (Chambers 2024)

"Andreas counts for me as one of the top five individuals in real estate law in the Swiss market." He "is highly experienced and focus driven", "has deep knowledge and broad experience" and his "client service and general level of service, level of sophistication and commercial awareness and vision are very strong." (Chambers 2024)

"I've worked with Andreas Vögeli and Annina Fey and I value their deep and broad understanding of the business (not only on a legal but also on a more practical level). They are also very responsive, understand the time limitations and react accordingly. Working with them feels like being a team and wins are celebrated together." (Legal 500 2024)

"Andreas Vögeli is one of the best professionals in the market. He has deep knowledge and broad experience. His client service and general level of service is very strong." (Chambers Europe 2023)

"Andreas is a highly active practitioner with a first-rate practice encompassing the full spectrum of real estate matters." (Who's Who Legal 2023)

"Andreas Vögeli: specialist and team leader. He's the best real estate lawyer in Switzerland." (Legal 500 2022)

"Andreas Vögeli and his team have delivered outstanding service. I very much value the direct approach and their ability to deliver in a timely manner, working precisely and efficiently." (Legal 500 2022)

"Andreas Vögeli possesses 'very precise knowledge of the field' and is 'always available, solution oriented and has huge know-how' of the hospitality sector." (Who's Who Legal 2022)

"Andreas Vögeli advises clients on development mandates and property sales. He also boasts expertise in construction-related matters. Clients appreciate that he offers 'business-oriented advice and is down to earth.'" (Chambers Europe 2022)

"Andreas Vögeli is the best real estate lawyer in Switzerland." (Legal 500 2021)

"The real estate team of NKF with head Andreas Vögeli is highly competent to deal with complex real estate cases. Questions are answered in a pragmatic and goal-focused manner. Andreas Vögeli helps in negotiations, is clear in his communication and clearly one of the best in this field in Switzerland." (Legal 500 2021)

"Andreas Vögeli has seen various cases in his professional life and has always an answer when faced with problems. He is up-to-date and has high negotiation skills." (Legal 500 2021)

"Andreas Vögeli is highly esteemed by peers who consider him to be an 'extraordinarily talented lawyer with deep experience in all fields of Swiss real estate law'". (Who's Who Legal 2021)

"Andreas Vögeli is extremely reliable, very responsive and pragmatic." (Chambers Europe 2021)

"Andreas Vögeli is a highly experienced, quickly working and straightforward communicator. He focuses on realistic execution more than academical work." (Legal 500 2020)

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"Andreas Vögeli garners praise from clients for being 'a good negotiator with broad technical knowledge' and is described as 'a very straightforward guy who is fast with his responses.'" (Chambers Europe 2019)

Andreas Vögeli is a strong "sparring partner". (Legal 500 2019)

"Andreas Vögeli is recognised for his 'very profound know-how on real estate matters.'" (Who's Who Legal 2018)

"He is highly experienced in complex transactions with a particular emphasis on development projects and wins praise for his 'great legal knowledge with regard to structuring investment vehicles and executing transactions.'" (Who's Who Legal 2018)

"Good negotiator and tactician" Andreas Vögeli has "tremendous real estate knowledge, can identify the critical issues and is very focused on the client's needs". (Legal 500 2018)

Andreas Vögeli "has an impressive level of understanding of all real estate matters" and is "very sharp and focused on clients' needs". (Chambers Europe 2018)

"He is pragmatic, fast and able to see the big picture." (Chambers Europe 2018)

"Andreas Vögeli is highly respected by peers and clients alike. One source states that 'he is very sharp and available at all times,' with 'good negotiating skills.'" (Chambers Europe 2017)

"Andreas Vögeli combines 'broad legal knowledge' with 'in-depth experience in the real estate sector'." (Legal 500 2017)

"The 'well-connected' Andreas Vögeli has 'outstanding know-how regarding real estate transactions'." (Legal 500 2016)

"Practice head Andreas Vögeli has 'in-depth knowledge of all aspects surrounding the real estate lifecycle'." (Legal 500 2015)

"He is particularly renowned for his project development work." (Who's Who Legal 2015)

"Head of the real estate practice at Niederer Kraft & Frey, Andreas Vögeli is a 'standout' lawyer with an 'impressive level of understanding' of the real estate sector." (Who's Who Legal 2015)

"Interviewees praise him for being 'clear, focused and knowledgeable,' and highlight his commercial nous and negotiating skills." (Chambers Europe 2014)

"The 'fantastic' Andreas Vögeli heads the real estate department." (Chambers Europe 2014)

"'He really tries to find a solution and think the way we think. He is a goal-oriented, hands-on lawyer and a great negotiator,' report clients." (Chambers Europe 2013)

"Department head Andreas Vögeli garners exceptional praise from market sources, who regard him as an excellent practitioner." (Chambers Europe 2013)

"Practice head Andreas Vögeli is 'excellent'." (Legal 500 2013)

"Andreas Vögeli is a dedicated and respected real estate practitioner." (Chambers Europe 2012)

"His proactive, decisive approach ensures that clients receive high-quality advice." (Chambers Europe 2012)

"Group head Andreas Vögeli is 'an outstanding lawyer'." (Legal 500 2012)

"'Rising star' Andreas Vögeli impresses clients with his 'commercial sense and understanding - he is extremely reliable and can be recommended for all real estate legal issues.'" (Chambers Europe 2011)

