

REAL ESTATE: MORE INSIGHT MORE IMAGINATION MORE IMPACT

a ADDLESHAW
g GODDARD

MORE IMAGINATION **MORE IMPACT**



OUR REAL ESTATE SECTOR FOR THE EXCEPTIONAL & EVERYDAY

As one of the firm's key areas of expertise, real estate is at the heart of Addleshaw Goddard.

We view real estate in the broadest sense, taking into account all aspects impacting the built environment in which we operate. We consider the detail of the design of the building, energy consumption and how technologically future-proof it is and the issues relating to public property companies...and much more.

By bringing together lawyers from different disciplines from different jurisdictions, we are able to give clients a market leading, and tier 1 ranked team (Chambers and Legal 500) team, who can deliver innovative and impactful solutions.

Whether you work in one specific area or across multiple sub-sectors, we will deliver meaningful insights, expertise and first-class legal advice driven by market intelligence and experience.

AREAS OF FOCUS

Innovation and Alternatives

- Alternatives
- Logistics and Light Industrial
- SciTech

Living Sector

- Affordable
- Build to Rent
- Housing
- Later Living
- Student Accommodation

Work and Play:

- Hotels & Leisure
- Offices
- Retail

A SELECTION OF OUR CLIENTS

ABRDN	ANGELO GORDON	TERRA FIRMA	ARES
BRITISH LAND	BRUNTWOOD	COLUMBIA THREADNEEDLE	EUROPA
FEDERATED HERMES	HARWORTH	PATRIZIA	PEEL
PGIM	ROYAL LONDON	TERRA FIRMA	TRAVELODGE

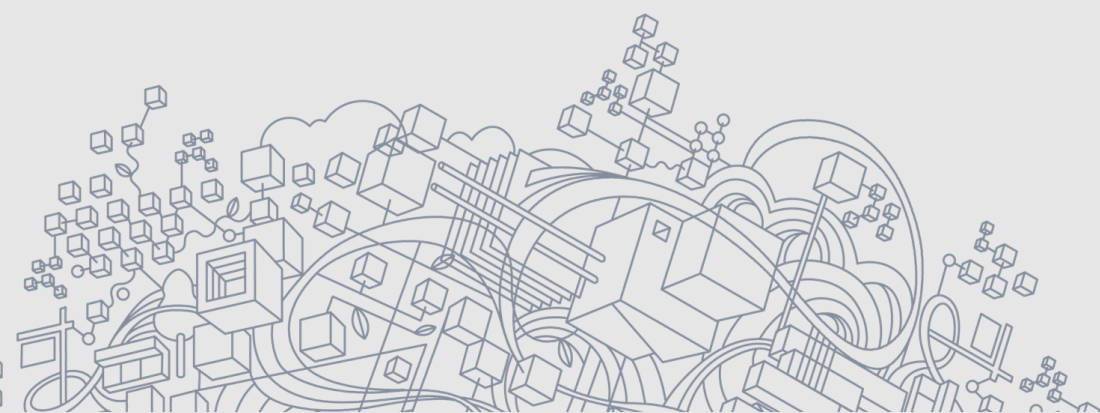
KEY SECTOR CONTACTS



ALISON NEWTON
Partner



ANDREW MCVEIGH
Partner



REAL ESTATE SECTOR FAST FACTS

250+

62 Partners
195 Associates are focused on the
Real Estate Sector

12

We currently act for 12 of the UK's
top real estate asset managers

#1

We are 1st in terms of FTSE100
companies represented for real
estate work

800+

We work with 800 Real Estate
companies globally

15,000

Real Estate projects completed in
the past 2 years

TIER 1

8 of our Real Estate practices are
ranked Tier 1 in the Legal 500
2023 guide

40+

of our Real Estate lawyers are
ranked in the Legal 500 2023
guide.

BAND 1

3 of our Real Estate practices are
ranked Band 1 in the Chambers
2023 guide

KEY PRACTICE MESSAGES GO TO MARKET STRATEGY

1

WE INVEST IN THE NEXT GENERATION

We know our clients value a Partner-led service, but we also understand the importance of remaining dynamic and responsive to change. Relationships are at the heart of what we do, and that's why in all of our work we ensure that you receive a bespoke service which puts your needs at the forefront.

We maintain our client relationships for the long-term, with some spanning 30+ years, so we understand the importance of upskilling our teams and succession planning to ensure we can stay connected, and provide the best service for your business, for years to come.

3

WE WORK TOGETHER

We understand that the real estate sector is not neatly packaged into distinct and equal boxes, and our clients don't see themselves this way. It's complex and challenging, and we are designed to mirror this.

We frequently collaborate with other sectors and offices around the world to ensure our clients receive the best expertise, no matter where we are.

2

WE SAVE YOU TIME AND MONEY

We developed our AI-system Property Revealed to review contracts in minutes by asking the right questions, which results in time and costs savings of 70%.

While some tools can be used across the sector, we know that all of our clients are different, so we can also work with you to create bespoke tech tools. For example, we developed HighQ for Aviva, a single platform which offers various tools including document management, automation of precedents, project management and data analytics in one place.

4

IMAGINATION AND IMPACT

We solve problems, defuse situations, improve efficiency and get the deal done.

We'll bring you all the experts you need, use due diligence technology to manage risk, and agree a post-transaction plan to ensure your deal is progressing as planned. All of which are just examples of the reasons why we were Top 4 law firm for innovation in Europe (FT, 2022).

WHY OUR CLIENTS CHOOSE US

- We have a proven track record of working effectively as part of our clients' in-house and external teams.
- We are used to advising on complex developments and funding arrangements and the demand for quick turnaround.
- We have know how and experience that keeps pace with our clients' and market demands.
- Our people and our systems are second to none, enabling us to compete at the highest level.
- We have capacity to deliver to programme, at acceptable cost and at acceptable risk.



JUST A FEW EXAMPLES OF OUR WORK ACROSS THE FULL ASSET LIFECYCLE...

ACQUISITION

Purchase of £448M Student Castle portfolio – comprising 2,300+ student beds across 7 cities – for Singapore Press Holdings.

TAX

Structuring Dandara's holding, financing and development of its PRS platform comprising 2,500+ apartments.



CONSTRUCTION

All aspects of the major design and construction framework for the £5.7BN Houses of Parliament restoration.

ASSET MANAGEMENT

All lettings for the 240+ retail and F&B units at British Land's Meadowhall shopping centre over 30+ years.

JOINT VENTURE

Establishing Peel's JV with Legal and General Capital for MediaCityUK – creating the largest purpose-built creative, digital and technology community in Europe.

FUNDING

Funding of Scotland's biggest mixed use development since 2016 – 4-8 St Andrew Square Edinburgh – for KanAm.

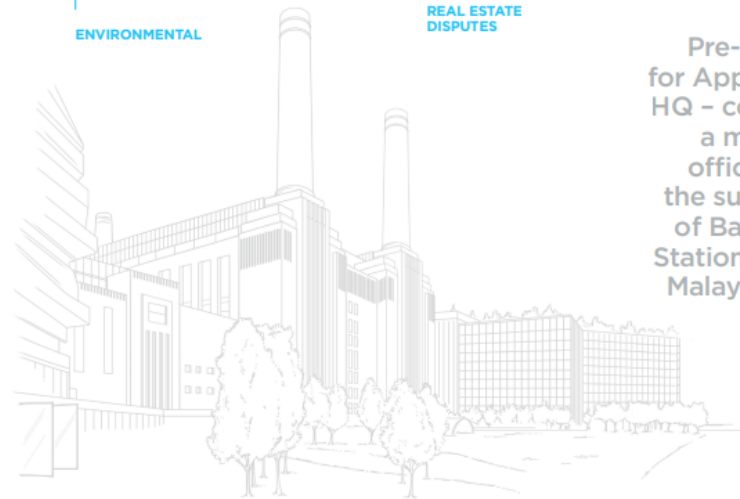


PLANNING

PRIVATE EQUITY REAL ESTATE

£1.46BN JV between Telereal Trillium and Blackstone to redevelop 5200+ railway arches in prime city locations.

ENVIRONMENTAL



REAL ESTATE DISPUTES

Pre-let agreement for Apple's European HQ – comprising half a million sq. ft. of office space – and the subsequent sale of Battersea Power Station for £1.6BN to Malaysian investors.

EXIT

WE WORK WHERE OUR CLIENTS NEED US TO WORK

Working from 16 offices around the world, we've supported clients across 105 countries in the last 3 years.



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