



The DLA Piper team with Scott Gibson of Edwards Gibson

## REAL ESTATE TEAM OF THE YEAR

Sponsored by *Edwards Gibson*

### DLA PIPER WILLIAM NAUNTON

#### USING LEGAL TECH SMARTLY MEANS A SATISFIED CLIENT

The arrival of recognised heavyweight Naunton and his team from KWM in early 2017 has added another dimension to an already strong UK-wide real estate team. The new arrivals hit the ground running, advising Oval Real Estate in its acquisition of a multi-tenanted site: the Custard Factory and Fazeley Studios in Birmingham. Faced with the review of 47 freehold titles, eight leasehold titles and 245 leases, DLA trained Kira to extract information from the documents, achieving exchange

and completion within four and a half weeks of heads of terms being agreed.

The client was particularly impressed with the effective deployment of tech in the transaction: 'Kira was a new concept for us and something that we had not had suggested to us before by other law firms. We would definitely look for our lawyers to use Kira again on subsequent transactions given the time and cost savings that were demonstrated with this acquisition.'

#### HIGHLY COMMENDED ADDLESHAW GODDARD LEE SHELDON

This recognised real estate heavyweight advised HB Reavis in what was arguably one of the most complex – plus one of the City's most regenerative – projects of 2017, the acquisition of a key site on London's South Bank – known as One Waterloo. This is planned to be a 950,000 sq ft mixed-use development with a gross potential value of around £1.3bn. While other London rail hubs have seen redevelopment, Waterloo risked being left behind, despite its status as the UK's busiest transport hub. The complexity and size of the deal involved the acquisition of a corporate ownership structure with vehicles across multiple jurisdictions.

#### COMMENDED DENTONS MATT TINGER

Acting for Aprirose on its acquisition and financing of QHotels group from Bain Capital Credit and Canyon partners for £525m: the largest UK hotel portfolio acquisition in 2017. Aprirose entered into a JV and obtained debt financing from Goldman Sachs, while undertaking a sale and leaseback of 17 of the freehold assets to separate managed funds on completion.

#### EVERSHEDS SUTHERLAND RICHARD LAMPERT

Advised Royal London Asset Management on the creation of The Royal London UK Real Estate Fund, the largest-ever launch of a UK property fund, valued at £2.7bn. This deal was the first time a life fund has been opened up to external investors to maintain a portfolio and its returns.

#### MAYER BROWN CHRIS HARVEY

Represented Lee Kum Kee Group on its purchase of London skyscraper, the Walkie Talkie, for £1.28bn: the biggest-ever deal for a single building in the UK. 20 Fenchurch Street is currently the fifth tallest building in the City, and as such this was a complex, high-value transaction involving 30 lawyers across diverse practice areas.

#### SHOOSMITHS SIMON BOSS

In a notable deal for the North West, Shoosmiths advised on the sale of Allied London's No 1 Spinningfields development in Manchester for more than £200m. A 19-storey, mixed-use development providing over 310,000 sq ft of accommodation, Shoosmiths advised on the acquisition and pre-letting over the four-year development period.

**Edwards Gibson are delighted to congratulate  
DLA Piper  
on the winning the Real Estate Team of the Year Award.**

**Specialist legal recruiters**

Based on our extensive market knowledge and connections, the Edwards Gibson partner team provides:

- Confidential representation and consultation
- A search service flexible to our clients' requirements
- Advice on team moves

We work with leading UK and US firms across a number of practice areas.

**Our real estate credentials**

We are immersed in the real estate sector. Over the past three years we have undertaken three large (5 + partner) real estate led team moves and have recently successfully represented well known individuals and teams specialising in:

- Commercial Real Estate
- Private Equity Real Estate
- Real Estate/ Real Asset Funds
- Real Estate Finance
- Construction
- Planning

As regular attendees of the MIPIM real estate conference in Cannes, we are dedicated to remaining up-to-date with key developments and players in the real estate sector.

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