

## Building a successful partnership

Our real estate finance team

July 2024



# Our team

Our real estate finance team is one of the leading teams in the market, offering full service, international support across banking, real estate, construction, tax and every area essential to delivering the most complex real estate finance deals.

Our comprehensive real estate sector experience combined with our international finance capability and network of offices sets us apart from our competitors. We act on all types of real estate financing transactions, from relatively vanilla deals to some of the most complex and structured real estate finance deals in the market.

We have extensive experience in advising on domestic and international real estate finance transactions in the investment, development and structured real estate debt sectors. Our clients include the whole range of lenders and borrowers; through our work for them, we have developed a deep understanding of each party’s needs and requirements.

Our clients include: Barclays, Citi, Aviva Investors, Cheyne, Deutsche, EQT, Lasalle, ESR, Carlyle, Quadreal, Starz, Tikehau, Apollo, ICBC, Morgan Stanley, United Overseas Bank, Lloyds, PAG, HSBC, Precede, Tristan Capital, Zorin, Deka, DBS, QSix, Starwood, LGIM, Credit Agricole, Leumi, NatWest, Dominus, Audley, Heitman, Fattal, Global Holdings, NewRiver, Elite Capital Partners, Unite, Kao Datacentres and many more.



*"Superior interpersonal communication, hard-working team who are knowledgeable and commercial. They manage to strike the right balance in securing best terms whilst creating minimal headache for their clients."*

*"A thoroughly responsive, pragmatic and solutions-focused team. They are a key partner for our business in executing transactions in an efficient, timely and professional manner."*

**Client quotes, Property Finance  
Legal 500 2024**

# What sets us apart



## Complex transactions

We are acting on more technically demanding deals than ever before, particularly in the back-leverage and co-lender space. These deals are market-leading and we are one of very few firms with the capability to deliver deals of this complexity.



## Reputation with lender clients

Our roster of top quality lender clients has grown exponentially. Not only do we continue to act for all of the clearing banks and remain an automatic choice for their complex development deals, we also act for an enviable list of overseas banks, insurers, debt funds and asset managers.



## Development finance expertise

We have one of the strongest development finance practices in the market. Our strength and depth across real estate, construction, planning, rights to light and real estate tax has seen us develop a reputation for acting on some of the most complex schemes.



## European transactions

With offices in over 30 countries, we have established real estate finance capabilities in virtually all of the key jurisdictions that interest our clients. This enables us to deliver international transactions using a consistent methodology and approach and to offer clients transparency on costs.



## Borrower side practice

Borrower work now accounts for around a third of the work we do as a practice. Through delivering these transactions, we have built an exceptional base of experience supporting real estate borrowers.



## Innovation and technology

Innovation and technology is an integral part of our global strategy. Our goal is to develop and use technology to improve efficiencies on transactions and, in turn, reduce legal fees for our clients.



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# Key contacts



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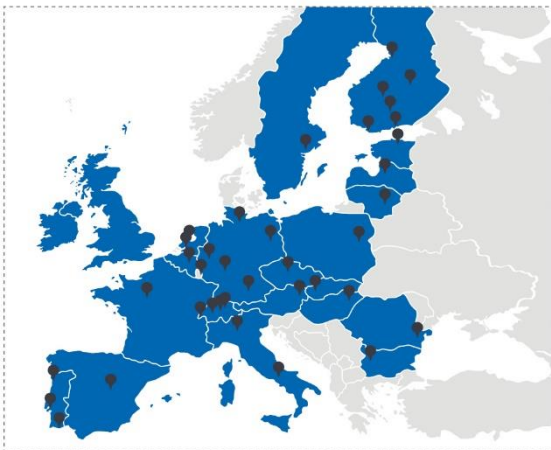
*"It's a great firm. We get exceptional support from their partners."*

*"The team are responsive and provide an excellent service."*

*"They provide strong coverage across the jurisdictions and have strength in depth."*

**Client quotes, Real Estate Finance  
Chambers & Partners 2024**

# Our European coverage



## Europe

**Austria**  
Vienna

**Belgium**  
Brussels

**Bulgaria**  
Sofia

**Czech Republic**  
Prague

**Estonia**  
Tallinn

**Finland**  
Hämeenlinna  
Helsinki

Jyväskylä  
Oulu  
Tampere  
Turku

**France**  
Paris

**Germany**  
Berlin  
Düsseldorf  
Frankfurt  
Hamburg  
Munich

**Hungary**  
Budapest

**Ireland**  
Dublin

**Italy**  
Milan  
Rome

**Latvia**  
Riga

**Lithuania**  
Vilnius

**Luxembourg**  
Luxembourg City

**Netherlands**  
Amsterdam  
Rotterdam

**Poland**  
Warsaw

**Portugal**  
Faro  
Lisbon  
Porto

**Romania**  
Bucharest

**Slovakia**  
Bratislava

**Spain**  
Madrid

**Sweden**  
Stockholm

**Switzerland**  
Berne  
Geneva  
Zug  
Zurich

**United Kingdom**  
Belfast  
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Cardiff  
Edinburgh  
Ipswich  
Leeds  
London  
Manchester  
Newcastle  
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