

FORSTERS



# Industrial and Logistics

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Industry  
Recognition





### Cohesive team

Our multi-disciplinary Real Estate team is tight-knit and has a proven track record of delivering outstanding results for a wide range of high profile and sophisticated clients. Our teams are proactive and partner-led, matters and projects are supported by intelligent, commercial and highly capable associates who are passionate about the work that they do



### Track record

Forsters' Commercial Real Estate team has detailed experience across all sectors and markets. We are well known for being able to advise at any stage of the property lifecycle. Our ethos is to ensure the client receives value for money whilst accessing the top quality legal advice



### Service delivery

We are experts in the successful delivery of strategic, tactical and commercial legal advice. Our clients tell us that they value our input and as such, we are the long-term legal partners to a range of diverse clients



### Tech and Innovation

We harness the power of technology to assist with streamlining the delivery of our services. Our teams work on a collaborative basis to ensure that the use of technology supports the wider aims and objectives of each client. As part of our overall service we provide clients with a project extranet using HighQ. Additionally, we assess each matter and advise on the appropriate use of technology once instructed. Our approach to the use of legal tech is to continually review our processes to ensure improvements are made where necessary to increase efficiencies



### Client Commitment

We take the time to understand the needs of our clients and to build a solid relationship that is based on trust, expertise and enthusiasm. We invest heavily in developing and nurturing relationships with our clients and their wider advisory teams



### Enthusiasm

Our partners and associates are passionate about real estate and thrive on getting deals done, working closely with the client and their advisors

The firm now comprises **63 partners** (of which **32 are dedicated to real estate**), **200 associates**, with a total firm size of **430 people**.

63

Partners

200

Associates



**“THEY OFFER A STRONG SERVICE AND THEY TAKE ON A HIGH QUALITY OF JUNIOR LAWYER. THE WORK AT THAT LEVEL IS WHAT DIFFERENTIATES THEM FROM OTHER FIRMS.”**

Chambers UK



We have one of the largest legal real estate teams in London. With a practice comprising over 100 lawyers specialising in real estate, planning, construction, property litigation, tax and banking we have the breadth and depth of practice to provide a comprehensive service to clients in the real estate sector. A number of our team are noted as leading individuals in independent directories such as Legal 500 UK and Chambers UK (both commercial and residential).



32  
PARTNERS

**Andrew Crabbie**  
Head of Commercial  
Real Estate

**Andrew Denye**  
**Andrew Parker**  
**Anne O'Neill**

**Lucy Barber**  
Head of Residential

**Ben Barrison**  
**Ben Brayford**  
**Charles Miéville**



52  
SOLICITORS

**Sarah Cook**  
Head of Construction

**Chris Myers**  
**Christine Dubignon**

**Victoria Du Croz**  
Head of Planning

**Craig Thompson**  
**Emily Holdstock**  
**Eugene McMahon**

**Smita Edwards**  
Senior Partner

**Glenn Dunn**  
**Guy Jordan**

**Victoria Edwards**  
Head of Real Estate  
Finance

**Helen Marsh**  
**Helen Streeton**  
**Howard Gill**

**Natasha Rees**  
Head of Property  
Litigation

**Jonathan Ross**  
**Katherine Ekers**  
**Magnus Hassett**

**Elizabeth Small**  
Head of Real Estate Tax

**Mark Prevezer\***  
**Ronan Ledwidge**  
**Sara Branch**

**Sarah Pass**  
**Simon Collins**  
**Victoria Towers**  
**Rowena Marshall**

\*Senior Consultant

COMMERCIAL REAL ESTATE



**VICTORIA TOWERS**

**Partner, Commercial Real Estate**

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With a particular focus on real estate development work, Victoria has a well-rounded practice, leading multi-disciplinary teams and advising on investment acquisitions, disposals, asset management, restructuring work and the provision of real estate advice on corporate-driven transactions.

Victoria's diverse client list includes institutions, pension funds, property companies, charities and private developers. Experienced in all sectors of real estate market, Victoria also has considerable knowledge of the industrial and logistics sector, acting primarily for investors and developers defining high quality urban logistics space with a focus of tech and sustainability. Victoria is involved in the full life cycle of these sites which can range from speculative development to pre-letting and forward funding.

Described in the Legal 500 as "Responsive, approachable and extremely engaged on all matters, and provides excellent client service.", Victoria integrates herself into clients' wide team in order to ensure that she fully understands their strategic thinking and can successfully fulfil her client's business requirements and provide clear commercial advice.

Victoria is also the Partner responsible for graduate recruitment at Forsters and is instrumental in developing the firm's strategy for graduate recruitment.



**MAGNUS HASSETT**

**Partner, Commercial Real Estate**

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Magnus has experience in general commercial real estate with a mixture of investment development and occupier work. He advises institutional clients and private investors on a broad range of commercial property transactions including property development and funding. Magnus also acts for investors and occupiers on the acquisition and disposal of commercial premises and associated management issues.

His clients include funds, high net worth individuals (onshore and offshore), occupiers and property companies.

Magnus acts for some of the most active players in logistics and industrial property British Airways Pension Fund, Valor Real Estate Partners, JCAM and Canmoor. He has many years experience in the sector and has acted on high profile developments such as the letting of a highly specified 350,000 sp ft logistics warehouse at Wynyard Park to Clipper Logistics/ Asda. Magnus is also lead advisor to the Welland Jersey Property Unit Trust, a £200m industrial property fund which is asset managed by Canmoor Asset Management.

He qualified as a Solicitor in 2000, joined Forsters in 2004 and became a Partner at Forsters in 2010. Magnus is recognised as a leader in his field in Chambers directory.





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Our Expertise

Logistics and industrial is one of Forsters' most active sectors. Consumer behaviour is redefining how products reach customers and our real estate clients are embracing the investment opportunities which continue to arise on the back of increasing e-commerce and automation. Our clients tell us that this long term structural change, together with the "once in a generation" appearance of major new entrants like Amazon, mean there are good prospects for continued rental growth in the sector, against the backdrop of Brexit related uncertainties in the wider real estate market.

Appetite for investment properties remains strong, particularly for "last mile" delivery sites within the M25. On the development side, demand for suitable land opportunities is leading to clients thinking creatively about the sites they will consider for logistics redevelopment. Urban brownfield sites which might have planning for other uses, even residential, are coming into play.



**"THEY ARE KNOWLEDGEABLE, COMMERCIAL AND HAVE A PRAGMATIC APPROACH TO GETTING DEALS OVER THE LINE AND PROJECTS COMPLETED."**

Chambers UK

### How we can help

Lawyers at Forsters thrive on playing an integral part in such a fast changing market. We are all encouraged to be real estate professionals, immersed in our markets, not just "processors" of legal work. We enjoy delivering a service to our clients across the full property life cycle:

On site acquisition, we will help you identify and deal with any development constraints before a scheme has been designed.

Our planning lawyers can lead clients through the planning application and s106 process.

It's likely that our market-leading team of construction lawyers will have dealt with your building contractor and consultants before, making the procurement process quicker and easier.

Our preference for building teams of partners and lawyers around clients means that the real estate lawyer who deals with the letting of your unit is also likely to oversee ongoing asset management and the eventual sale of the property.

We are privileged to work with blue chip investment clients such as British Airways Pensions, PLP, LaSalle Investment Management, Aberdeen Standard, Palmer Capital and Valor. We act for them on the acquisition of existing investments and the funding of new schemes. We also enjoy our work with developers like Canmoor and Wrenbridge as it allows us to bring our expertise to bear at the earliest possible stage of development and to team up with their funding partners.

**PLP (PEEL LOGISTICS PROPERTY)**

We have advised PLP on the acquisition of a former steelworks adjacent to the M1 motorway junction in Sheffield, ahead of comprehensive redevelopment as a logistics centre. The first phase of the scheme is now fully let to two large industrial occupiers.



**VALOR REAL ESTATE PARTNERS**

We advised Valor, a recent entrant to the UK logistics market, on the £15 million acquisition of an 8 acre site in Poyle, near Heathrow.

We have subsequently advised in relation to the client's planning application for a 135,000 sq ft B1(c) B2 B8 warehouse, the appointment of the construction team and the property aspects of a development financing with Deutsche Pfandbrief.

The completed development is expected to be let as a major new logistics hub, at a rent of circa £2 million per annum, in 2019.



**BA PENSION FUND**

We are acting in relation to a landmark logistics/ industrial scheme next to the M40 in Banbury. The site comprises approximately 70 acres of land acquired over a number of years from three different landowners. The scheme is being developed out in phases. Occupiers include Hello Fresh and Prodrive. The estate will ultimately contain over 1.3m sq ft of industrial space in eight units, ranging in size between 60,000 sq ft and 320,000 sq ft. Four units have been built/let to date and two of those have already been sold off.

**CANMOOR**

We have acted on numerous sites for Canmoor, since 2005. Development schemes/funding partners include:

- Nexus Park Newbury – a multi-unit scheme developed in 2018 and sold to Hermes for circa £25 million. Funding Partner John Caird Asset Management.
- Birmingham Business Park – a multi-unit scheme to be developed in 2019. Funding Partner Legal & General (IPIF).
- Merlin Park, Portsmouth – a multi-unit scheme developed in 2018. Funding Partner British Airways Pensions.

**WRENBRIDGE (BOXSET)**

We recently acted for Wrenbridge, on behalf of Fiera Real Estate Opportunity Fund IV (UK), on the sale of Boxset, Basildon to LGIM Real Assets (Legal & General), on behalf of its Managed Property Fund, for over £23 million.

The scheme encompasses two buildings, Boxset 64 and Boxset 75, totalling approx. 139,000 sq ft of warehouses space with ancillary office use.

Forsters also advised on the purchase and development of the site, including the construction and procurement package, before ultimately acting on the disposal of the property.



**WRENBRIDGE (DARTFORD)**

We recently acted for Wrenbridge (with Buccleuch) on the sale of The Quadron, Dartford to Aberdeen Standard Investments for £12.1 million.

The scheme encompasses 41,500 sq ft which has been fully pre-let to Network Rail. The Grade A building occupies a prime location on The Bridge in Dartford - a 1.8m sq ft mixed use development.

The whole development (from planning submission to building completion and subsequent sale) was achieved within 17 months from the unconditional purchase of the site.



**LASALLE**

We have recently advised one of the LaSalle managed funds on lettings to a major online retailer of a distribution centre in Croydon.



**REAL ESTATE  
IN CHAMBERS  
2020**

Ranked Band 1



**RANKED IN BOTH  
THE LEGAL 500 AND  
CHAMBERS**

for all our real estate teams including property litigation, planning, residential and construction



**'BEST LAW FIRMS'**

Recognised in the Times Top Law Firms 2020 guide for commercial property and landlord and tenant work



**SHORTLISTED  
- CITYWEALTH  
MAGIC CIRCLE  
AWARDS**

Property Law Firm of the Year 2020



**RANKED - HOT 100  
LAWYERS 2018**

Head of Real Estate Litigation  
Natasha Rees



**2 REAL ESTATE  
LITIGATION  
PARTNERS**

included in the "Hall of Fame" Legal 500



**BAND 1 IN  
CHAMBERS 2020**

Real Estate Partners  
Smita Edwards, Eugene McMahon and Jonathan Ross ranked as band 1 in Chambers 2020



**'LEADING  
INDIVIDUALS'**

Nine of our real estate Partners are ranked as 'Leading Individuals' by Chambers UK 2020



**LEGAL 500**

12 Partners ranked in The Legal 500 2020 edition and two partners identified as 'next gen'



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