

## Real Estate

Our current office/industrial asset management experience

### Industrial lettings

- Balfour Beatty
- Excel
- Greggs
- HPAS (Safestyle)
- Ideal Envelopes
- Kwik Fit
- Magnet
- Menzies Distribution
- News International
- Sandvik
- Wilkinsons
- Wincanton
- Wolseley

### Office lettings

- Alliance & Leicester
- Barclays
- Computershare
- DLA
- East Sussex County Council
- Guide Dogs for the Blind
- Kier Construction
- Knight Frank
- Lloyds TSB
- Maidstone Borough Council
- Merit Recruitment
- MTV/Viacom
- Regus
- Secretary of State for Health
- SFO
- Trillium

#### Case Study 1: Strategic advice

Background	We are involved on the acquisition and development of a number of key sites for light industrial uses. These sites are usually complex and require a significant level of environmental remediation. A number of issues are likely to be identified as being potential pinch points.
Outcome	From the start of such transactions we are closely involved in helping the client forward plan and analyse the legal structure of the proposed deals. We are able to identify the key concerns and advise them throughout the initial period of negotiation. This means that issues that might occur later in the transaction are identified and cleared. Giving our input in this way helps to streamline the acquisition and subsequent development of the site. Our involvement on site will be from cradle to grave and this provides the continuity and experience needed to support our client's development plans.

#### Case Study 2: Project management

Background	Institutional clients often need to secure series of leases to create additional value within their portfolios and these are instructed as urgent and linked deals.
Outcome	Given that securing these deals as quickly as possible is key to our client's business strategy, we adopt a project management approach to dealing with each of these leases, allocating one key member of the team to deal with these transactions and push them through. Leases can contain complex concessionary terms when negotiated as part of a package of deals and, to minimise the time spent in negotiations, we create proforma leases for the buildings and roll these out on each tenancy on a consistent basis. Each lease will be completed to the tight timescale and further income secured for the buildings at the earliest opportunity.



N A B A R R O  
CLARITY MATTERS

## CONTACT

Please talk to your usual Nabarro contact or

Chris Chambers, Partner

T +44 (0)114 279 4273 c.chambers@nabarro.com

Rebecca Kitchingham, Partner

T +44 (0)114 279 4080 r.kitchingham@nabarro.com

Sarah Meldrum, Partner

T +44 (0)114 279 4019 s.meldrum@nabarro.com

Stephen Scott, Partner

T +44 (0)114 279 4237 s.scott@nabarro.com

For further information visit:

[www.nabarro.com](http://www.nabarro.com)

### London

Lacon House 84 Theobald's Road

London WC1X 8RW

T +44 (0)20 7524 6000

### Sheffield

1 South Quay Victoria Quays

Sheffield S2 5SY

T +44 (0)114 279 4000

### Brussels

209A Avenue Louise 1050 Brussels

Belgium

T +32 2 626 0740

### Singapore

50 Raffles Place

22-01 Singapore Land Tower

Singapore 048623

T +65 6645 3280

Alliance firms:

**France** August & Debouzy

**Gilles August**

T +33 (0)1 45 61 51 80

[www.august-debouzy.com](http://www.august-debouzy.com)

**Germany** GSK Stockmann + Kollegen

**Rainer Stockmann**

T +49 (30) 20 39 07 - 0

[www.gsk.de](http://www.gsk.de)

**Italy** Nunziante Magrone

**Gianmatteo Nunziante**

T +39 06 695181

[www.nunziantemagrone.it](http://www.nunziantemagrone.it)

**Spain** Roca Junyent

**Miquel Roca Junyent**

T +34 93 241 92 00

[www.rocajunyent.com](http://www.rocajunyent.com)

Nabarro LLP

Registered office: Lacon House, 84 Theobald's Road, London, WC1X 8RW.

Nabarro LLP is a limited liability partnership registered in England and Wales (registered number OC334031). It is a law firm authorised and regulated by the Solicitors Regulation Authority. A list of members of Nabarro LLP and of the non-members who are designated as partners is open to inspection at the registered office. The term partner is used to refer to a member of Nabarro LLP or to an employee or consultant with equivalent standing and qualifications in one of Nabarro LLP's affiliated undertakings.

Detailed specialist advice should be obtained before taking or refraining from any action as a result of the comments made in this publication, which are only intended as a brief introduction to the particular subject. This information is correct on the date of publication.

© Nabarro LLP 2012