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# MIXED-USE AND INDUSTRIAL DEALS

For three decades, our Real Estate team has helped clients achieve the best possible return on equity with development and investment funding solutions across the residential, commercial, mixed-use and student accommodation sectors.

We partner with some of the UK's most respected property companies and entrepreneurs. We examine each case on its merits and we don't follow a set of pre-defined rules. We have a huge amount of repeat clients who are a testament to the service we provide and the valuable relationships we have been able to build with them.

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## Ballymore

**Location:** Silvertown, London

We provided an £18m loan to Ballymore Group, which will be used inter alia to enhance existing income at light industrial sites whilst Ballymore seeks to secure a residential-led consent. The facility was secured against two income-producing sites located in Silvertown, the industrialised district on the north bank of the Thames near London City Airport. Totalling 31 acres,

the sites are occupied by a range of industrial and warehouse buildings with parking and outer storage, in addition to a small collection of terrace houses. A number of tenant improvement and lease re-gears have been undertaken across both sites. Ballymore anticipate the ERVs will increase significantly, yielding strong income while planning schemes are worked up.

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## Vengrove

**Location:** Warrington

We provided experienced real estate investment manager Vengrove with a £6.25m senior facility to support the acquisition of a site comprising urban warehouses in Warrington, North West England. Comprising three industrial units and a standalone office building, totalling 171,372 sq ft, the portfolio is currently let on a short-term basis to global transportation and logistics service provider XPO Logistics.

The 5-year facility was the first time we partnered with Vengrove, who are undertaking some light asset management to reposition the warehouses in order to drive rental growth. The portfolio's strategic location serving the Warrington conurbation of over 200,000 people.

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## Valor Real Estate Partners

**Location:** Mitcham, South London

We provided Valor Real Estate Partners, the pan European logistics and industrial real estate investor, with a £27m senior loan to fund the speculative development of a 153,000 sq ft urban logistics park in Mitcham, South London.

The 48-month loan, agreed at up to 65% Loan to Cost, will support Valor through the planning, development and stabilisation periods. Valor acquired the site in January 2019 and proposed to redevelop the existing c. 110,000 sq ft estate into modern trade counter and mid box units ranging from

5,000 sq ft to 85,000 sq ft, suitable for a diverse range of occupiers. The site also has the potential to cater to a single tenant's build-to-suit requirements.

The well-located site benefits from excellent connectivity to both central London, which is less than nine miles away, and Greater London via the A23 and M25. Industrial supply is at record lows following conversion to alternative uses, particularly residential, thereby offering significant opportunity to capture rental growth over the medium term.



## The LabTech Group

**Location:** King's Cross, London

We provided The LabTech Group, the digital and real estate development and investment business with a £72m loan to fund the development of a major 140,000 sq ft mixed-use scheme.

The site is located on Carnley Street, adjacent to King's Cross Central, Europe's largest regeneration project, where planning consent was granted to develop a number of one, two and three-bed luxury apartments and 29,000 sq ft of co-working space. The apartments

are let and operated by LABS LIVE, and the flexible office space is provided under the LABS co-working platform.

LABS LIVE and LABS are Labtech's respective PRS and the co-working platforms and this transaction represents the first scheme where they will come together to offer customers a residential and working solution, becoming the first provider to offer both in the same building.



## Cain Hoy International

**Location:** Shoreditch, London

We helped arrange £195m for the Stage Shoreditch LLP, to support its major £750m mixed-used redevelopment in Shoreditch known as The Stage. The Stage Shoreditch LLP is a consortium led by Jonathan Goldstein's Cain International.

The facility is part of a wider £390m club deal, where we lent £97.5m alongside Harel, the Israeli insurance group. Other lenders on the transaction were Lloyds, Bank of East Asia and the Bank of Communications and Lloyds acted as co-ordinator of the club. We have long supported the scheme, originally providing the Stage Shoreditch LLP with a £105m facility at the time of the original 2.3 acre land acquisition in 2015. Having supported the project from

inception, the new facility represents our ongoing commitment to supporting our client throughout the life cycle of a project from acquisition to sale/stabilisation.

Due for completion in 2021, The Stage will comprise 412 new homes, 50,000 sq ft of retail and leisure space, a health club from leading US operator Equinox and office space totalling 200,000 sq ft pre-let to co-working group, WeWork. The Stage includes extensive public space and reflects the site's location surrounding the historic remains of the Shakespeare's Curtain Theatre where Romeo and Juliet was first performed. This will be showcased in a new visitor centre, adding a further world-class tourist attraction celebrating the capital's rich cultural heritage.



## St Michael & All Angels Church

**Location:** Shoreditch, London

We provided a £3.5m facility to help finance the acquisition of a Grade I listed Church in Shoreditch, London. The facility was provided within a short time frame enabling our clients to secure the Grade I listed former St Michael & All Angels estate Church built in 1865.

The loan has been structured to provide flexibility, allowing the implementation of a redevelopment plan during the loan term. This will involve seeking planning consent for the redevelopment of the Church into an office building, which has been operating

as a retail/office space for the past 40 years, as well as new office building in the Church yard space.

The joint venture between Vincent Goldstein (founder of VFund) and Henry Smith (founder of Aitch Group) enabled both to acquire a strong asset with value enhancement potential via future redevelopment.



## Brunswick Real Estate UK

**Location:** 13 Prime London Holdings

We provided Brunswick Real Estate with an acquisition load to assist with the purchase of a multi asset portfolio spread across London and Surrey, in addition to a capex facility to assist with Brunswick's assets management strategy.

The portfolio, which has been held in the same ownership since the 1930s, includes

three significant estates: Quadrant Business Centre and Lonsdale Road, in Queens Park, North London and Quadrant Courtyard in Weybridge, a popular mixed-use property with redevelopment potential. The portfolio comprises more than 100 residential units, including two purposes built private rented sector (PRS), blocks in Twickenham and Surbiton.



## Edward Street Quarter

**Location:** Brighton

We provided mixed-use developer First Base and Patron Capital, the pan-European investor focused on property-backed investments, with an £35 million, 3-year loan, to fund the speculative development of a commercial scheme in Brighton that is set to transform the city centre.

The Edward Street Quarter project will see the £120 million redevelopment of the former AMEX House in Brighton city centre. As well as 110,000 sq ft of Grade-A workspace for

Brighton's burgeoning creative and media sectors, including a significant co-working element, there will be 40,000 sq ft of leisure space and 168 new homes, a mixture of for sale and Build-to-Rent.

McLaren Construction, with whom we have worked with on a number of previous developments, will be responsible for construction phase, with the scheme expected to complete by Autumn 2021.



## Argo Real Estate

**Location:** Beckton, East London

We provided a company managed by Argo Real Estate Management Ltd with a £24.2 million loan within just two weeks for the acquisition of Gateway Retail Park in Beckton, East London. Comprising 156,600 sq ft of last mile retail warehouse accommodation on a 15.8 acres site, Gateway Retail Park is fully let with a weighted average unexpired lease term of almost 8.5 years and generates over £3.5 million per annum of rent. The strategic

location of the property, together with the physical layout of the site also enhances its longer-term repositioning potential – particularly for urban logistics. Tenants include B&Q, Pets at Home, Halfords, Wren Kitchens, Tapi Carpets and multinational food and beverage outlets such as Subway, Domino's, Starbucks, KFC and McDonald's.



## Chancerygate

**Location:** Knutsford, Cheshire

We provided a £11.26 million 24 month loan to Chancerygate, the UK's largest multi-unit industrial property developer and asset manager. The facility will fund the development of nine industrial units at the 252,000 sq ft Novus site in Knutsford, Cheshire. Phase 1 of the site totals 130,000 sq ft of space, with the flexible units, suitable for a range of occupiers, ranging from 4,000 sq ft to 30,000 sq ft. Chancerygate has already disposed of more than half of the

available units, having agreed the sale of four units totalling 23,383 sq ft and secured a pre-let with Sytner Group, the UK's leading car dealer, for a 30,000 sq ft unit. Novus is situated on the established Parkgate Industrial Estate in Knutsford, North Cheshire, and provides a mix of industrial warehousing and office accommodation. The site benefits from excellent transport links, connecting Birmingham and Manchester.



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