

# LOGISTICS

## Our Sector Expertise



## Delivering the goods - from the first to the last mile

As global economic dynamics change, consumer demands evolve and the requirements of retailers and distribution specialities change accordingly. High demand for state-of-the-art logistics centres (from big-box to central hubs) and suppliers of innovative last mile solutions provides substantial opportunities for a wide range of investors, developers and providers.

At Addleshaw Goddard, we help our clients make the most of these opportunities, as well as navigate any challenges - such as maximising the benefit of rail freight in a complex practical and regulatory world, protecting the supply chain, anticipating and reacting to the latest developments in the use of IT, and complying with the myriad of regulatory constraints on data, employment and health & safety.

Our logistics team is made up of leading specialists in a variety of sectors, including real estate, transport and retail and consumer. This mix makes for a strong, talented group of lawyers who are able to draw on their individual experiences and sector knowledge to deliver innovative, commercial solutions at every point of the supply chain.

Our team has advised clients on a range of issues, including:

- ▶ portfolio management in conjunction with daily operational issues such as data protection, regulation, employment and IT
- ▶ funds, co-investments and joint ventures
- ▶ infrastructure (such as the letting, funding, construction and development of warehouses)
- ▶ procurement and tender process advice
- ▶ property disputes and litigation
- ▶ rail freight and port connections, regulated contracts and supply agreements
- ▶ third party agreements and outsourcing
- ▶ UK and cross-border direct and indirect real estate investments.

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*They're great on complex stuff, and you can trust them on matters of high value and importance. They're technically excellent, level-headed, and very commercial and practical.* CHAMBERS UK

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# Expertise

Our experience in this sector include advising:

- ▶ **Helaba** on the £197million facility for London Metric Properties plc secured on a portfolio of logistic / distribution centres
- ▶ **Omega Warrington Limited 'OWL'** (a **Miller Developments** JV) in relation to its £1 billion long term development agreement at Omega Warrington with the Homes and Communities Agency including most recently advising OWL on the £47.5million pre-let of a 690,000 sq ft logistics centre to **The Hut Group**, forward funded by **London Metric**; the £23million, 240,000 sq ft manufacturing facility, forward funded by owner-occupier **Plastic Omnium**; the forward funded 117,000 sq ft manufacturing facility to **Domino's Pizza** and the speculative forward funded disposal to London Metric of £30million, 356000 sq ft distribution warehouse
- ▶ **Prologis** in connection with its leading Prologis RFI DIRFT development including the recent letting of DC240 to **Eddie Stobart**, the letting of circa 1million sq ft to **Sainsbury's**, and the letting of and advising in connection with the regularisation of the private railway network in compliance with the ORR requirements to facilitate the connection into DIRFT III
- ▶ **RBS Pension Trustee Limited** in connection with the sale of The Hub, Braintree, Essex (7 unit industrial estate) for circa £17.9million
- ▶ **Sainsbury's** on the development of three regional distribution centres (each circa 500,000sq ft) in the UK including the acquisition of land required for the development and the development agreements
- ▶ **South Yorkshire Pensions Authority** in connection with the purchase of:
  - ▶ The Oxgate Centre, Oxgate Lane London (an estate of 8 units now all fully let) for £15m
  - ▶ Orpington Business Park (9 unit speculative warehouse development) for £9.8m and the forward commitment to purchase North Chiswick Business Park, Acton (5 unit warehouse development) for £11.9million
- ▶ a **membership warehouse distribution group** with respect to its investments and development projects in France through acquisitions, construction of warehouses or long term lease contracts
- ▶ **Standard Life Investments UK Property Fund** in connection with:
  - ▶ the purchase of Saxon Way Trading Estate (16 unit industrial estate adjacent to Heathrow Airport) for £23.7million
  - ▶ the acquisition of the iO Centre, Sutton (industrial site comprising approx 20 let units over Sites A & B)
  - ▶ the purchase and forward funding of Plot H Kingsway Business Park Rochdale (retail warehouse) for £15million
  - ▶ the purchase, development and letting (to The Entertainer (Amersham) Limited) and subsequent disposal of a distribution warehouse and other land at Banbury Cross, Banbury
  - ▶ formation of their European Real Estate Club fund targeting £200million for investment in retail and logistics assets across Europe
- ▶ **Threadneedle equity club** on its acquisition of the Galahad portfolio comprising light industrial warehouses for £190million
- ▶ A **US-backed PE fund** structured in Luxembourg on a £200million+ indirect acquisition of a substantial mixed UK portfolio of office and logistic assets
- ▶ **US and European investors** on the acquisition and the construction of logistics centres in France
- ▶ A **UK property developer** on its circa £40million JV in relation to the acquisition and development of logistics assets in Eastern Europe

## How soon is now? *The disruption and evolution of logistics and industrial property*

E-commerce has changed our world. Whether at home or on-the-move, we can buy furniture, order groceries or purchase a gift from the other side of the world - and expect delivery to our doorsteps in a matter of hours (or days).

To allow this to happen, the warehouses storing our purchases, and the network which gets them to us, have seen dramatic change.

Our report, *How soon is now?* gathers the views of leading investors, developers, occupiers and operators and sets out policy recommendations on how logistics sector should respond to the current challenges and opportunities.

For an overview of the report, please [click here](#). To read the report you can download it by [clicking here](#).



## Who to contact

For more information, please check out our sector website: [www.addleshawgoddard.com/en/sectors/real-estate](http://www.addleshawgoddard.com/en/sectors/real-estate) and follow us on Twitter [@RealEstate\\_AG](https://twitter.com/RealEstate_AG).

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