

## Daniel Norris

Partner

London

### Biography

If you are thinking of buying/selling, developing, asset managing, co-investing in or financing a commercial property, look no further. He acts for domestic and international investors on all types of real estate assets, from central London office schemes to operational industrial and operational sites, and for developers and funders. He has also acted for a host of lenders faced with the vexing questions of what to do when a loan becomes non-performing – review, restructure and/or enforce. As a sideline he's also responsible for the development of a new football stadium in London.

Dan has run some of the biggest real estate deals in the UK and in Europe over the last decade. He led the European team on GE's disposal of its real estate business to Blackstone for \$24bn; will sign terms for a new £1.4bn skyscraper; funded a €150m scheme in Madrid; closed the UK's largest ever regional spec development funding (3 Snowhill), bought Bankside for £300m+, sold a number of shopping centres such as The Grafton Centre; forward funded two retail parks for The Crown Estate; acquired a £100m+ industrial portfolio for a major investment bank; bought lots of garden centres for Wyevale (a Terra Firma subsidiary) and run their sale/leaseback programme; bought a £400m+ student housing portfolio for an offshore investor; and negotiated Shariah compliant purchases



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### Languages

English

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### Practices

Real Estate

Real Estate Finance

Blockchain

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### Industries

Diversified Industrials

Financial Institutions

Real Estate

Private Capital

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for a major international Islamic investment bank.

The team is committed to asset management (how else can you understand an asset?) and Dan is still responsible for all lettings etc at Manchester Arndale (for M&G and Intu) amongst others.

He had a busy GFC, leading the real estate team's NPL/restructuring/insolvency on the administrations of retail chains Threshers, Peacocks and Bon Marché; the nightclub chain Luminar; and hotel group Guestinvest. On the flip side Dan and the team regularly act for originating lenders taking security over real estate assets - all the usuals plus department stores, hotels, pubs, care homes and airports.

## Representative experience

Acting for an investment fund on the development of a London skyscraper.

Advising two client funds of M&G Real Estate on the acquisition of two buildings at Spinningfields, Manchester for over £300m, the largest ever regional office acquisition.

Acting for M&G's retail fund the purchase of Riverside House in London, HQ of OFCOM, for £120m from IVG.

Advising The Crown Estate on the forward funding of two retail parks at Banbury and Rushden.

Advising The Crown Estate on its 50/50 JV limited partnership at St James' Market with Oxford and the development of two landmark buildings.

Acting for Wyevale Garden Centres on five bolt on corporate acquisitions.

Advising Bestway on its purchase of over 600 Co-op pharmacies.

Coordinating the European disposal of GE Capital's real estate business to Blackstone across multiple jurisdictions, for direct transfers, corporate deals and

## Areas of focus

Real Estate Investment  
Real Estate Private Equity  
Corporate Occupiers  
Hotels and Leisure  
Real Estate Development  
Real Estate Funds  
Sovereign Investors

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## Education and admissions

### Education

CPE, The College of Law, London  
LPC, The College of Law, London  
University of Durham

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## Memberships

BCSC  
BPF  
IPF

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debt transfers.

Advising on the sale and leaseback of two central London office schemes.

## Latest thinking and events

- Press Releases
  - Eight private capital trends to watch
- Hogan Lovells Publications
  - Hold the back page! Cyber attacks hit sport – what can property owners learn? *Keeping It Real Estate*
- Hogan Lovells Publications
  - COVID-19 UK: Use Classes Order - notes on the class system
- Hogan Lovells Publications
  - COVID-19 UK: The Business and Planning Bill - a break in the clouds for the development industry
- Hogan Lovells Publications
  - COVID-19 UK – Additional breathing space...but tenants who can pay should *Keeping It Real Estate*
- Webinar
  - UK COVID-19 Webinar: Tenant Insolvency