

Delivering for clients in a challenging market



Meet the leading adviser to some of the world's wealthiest families and their businesses

Charles Russell Speechlys is an international law firm with a focus on private capital, at the intersection of personal, family and business. The firm offers a broad range of skills and collective legal expertise and experience with an international outlook across the full spectrum of business and personal needs.

Building relationships with clients is the key to success in commercial real estate

The most important thing we bring is commercial approach to client delivery. We take the time to build solid relationships with our clients to get to know them and understand what makes them tick, so we can provide that commercial approach to help them achieve their goals. Secondly, we ensure our team is tailored for the client and that specific project.

All of this is about delivering our expertise in the best way possible. Clients work with us to help them find solutions and the right outcomes, so being part of the wider client team is crucial to our delivery. We review what we call "the moments of truth", the critical points of interaction with our clients, to ensure the client experience is second to none.

What impact will the arbitration scheme coming to an end and the cost-of-living crisis have on landlord and tenant disputes?

The battlegrounds will continue to be where tenants do not properly engage with the landlord to find an amicable and workable solution. We have successfully brokered several sensible solutions that have enabled the landlord to receive rent and the tenant to keep trading. As energy costs rise, despite government intervention, there will be more pressure on tenants and rising amounts of distress and business failure.

Both tenants and landlords will be looking to continue progressing with their ESG targets and goals, but that will come under increased pressure from commercial realities as the headwinds bite.

EG platforms allow us to extend the reach of our reputation to new clients

We receive most of our work through word of mouth and long-standing business relationships.

EG Radius helps us make more noise about the significant transactions we are working on, particularly in the life sciences, regeneration, and logistics sectors. We can highlight deals with large private equity houses and family offices, as well as our increasing international focus through our overseas offices. It also extends the reach of our reputation to new clients, including our significant bench strength, which is unusual for City firms.

The wider real estate, construction and disputes teams are regular commentators in EG Radius content, so it's great to see our organic insights

shared with the wider industry. The team also recently hosted a real estate ESG breakfast briefing event, and it was an opportunity to move back into in-person events and showcase our next-generation talent.

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Biggest legal developments in CRE: role of offices, living assets and green leases

The shift in working patterns post-pandemic has shown a change in occupier demands, and these will continue to impact the role and configuration of office requirements. However, a focus on sustainability is something we continue to see and hear more of as there is a necessary pressure to adhere to strategies aimed at meeting ESG and net zero goals. Indeed, many developers require all tenants to sign up for the same commitments in their leases. We have been heavily involved in advising our landlord clients on "green leases" and lenders on similar considerations in their lending documents.

On the living side, the alternative asset class sector continues to develop apace, with the PBSA and retirement living sectors attracting much attention. As a market-leading firm advising landlords of "residential assets on a commercial scale", we are helping to lead the evolution of the law in these areas, particularly in ground rents and commonhold.

Robin Grove

divisional managing partner of construction, real estate and disputes



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EG helps to boost our recognition by showcasing significant private capital transactions – and the noteworthy deals we are involved in

The mainstream press doesn't typically report on significant private capital transactions, whereas EG Radius picks up the noteworthy deals we are often involved in. Part of our strategic focus as a firm is to be prolific in transactions to private capital entities, often with an international element to them.

The firm acts for private equity company EQT Exeter, who recently completed a €3bn logistics portfolio sale, among the largest in European history.

When you have a platform that showcases transactions like this, it celebrates the whole team's success and demonstrates our strengths and expertise.

CRE market intelligence will be more crucial than ever going into 2023

Every area of real estate is being impacted by the

economic conditions right now: margins are thin, the labour market is tight, material prices continue to rise, energy bills are soaring, and capital costs are rising sharply – it's tough out there. 2023 is going to push the sector even harder.

Market intelligence will be more crucial than ever, so our deep client relationships and being the client's "trusted adviser" is even more important. We are thoughtfully discussing the challenges and opportunities with them to assess the viability of projects. Using our emotional intelligence and commercial awareness is essential to suit both parties' interests and help us to unlock a project that would otherwise stall.

International growth, market stabilisation and investment in logistics, life sciences and the living sector

2023 will be another exciting year as we continue to focus on our international growth, making the most of our international network of offices in the major private capital hubs worldwide – particularly in Europe, the Middle East and Asia.

Hopefully, we will see the stabilisation of the markets over the coming months, and we remain cautiously optimistic that there will be a good deal of inward international investment into the UK CRE space in 2023, particularly in our areas of focus such as logistics, life sciences and the living sector.

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