

REFLECTIONS ON REAL ESTATE

SEPTEMBER EDITION

1 WHY WE NEED DIVERSITY IN REAL ESTATE FINANCE

AG REAL ESTATE PARTNER RACHEL ORTON
INTERVIEWS ANDREW ARGENT, BUSINESS
DEVELOPMENT MANAGER AT MERCHANT BANK
CLOSE BROTHERS PROPERTY FINANCE.

**Listen in as they talk all things Real Estate Finance,
including:**

- Today's biggest challenges and opportunities in Real Estate Finance.
- The importance of tackling entry barriers faced by the next generation, and what Close Brothers is doing in this effort.
- What this means for the Real Estate sector more broadly.

[WATCH THE INTERVIEW](#)

2 INTERNATIONAL REGULATIONS ARE CHANGING – ARE YOU IN THE KNOW?

Qatar Financial Centre (QFC) has recently issued the new real estate ownership regulations (QFC Regulations), which provide much welcomed clarity on how investors may use QFC entities as vehicles to buy and hold real estate in Qatar. The new QFC Regulations also clarify how the QFC Authority, as a regulator, will exercise its powers to ensure that non-Qataris do not use the QFC to avoid local ownership restrictions. The QFC Regulations also set out the criteria for determining Qatari vs non-Qatari legal persons.

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3 DEAL OF THE MONTH – AVIVA

AG has advised Aviva Investors on a long-term agreement for US streaming giant Netflix to occupy and significantly expand its Longcross Film Studios complex in Surrey, furthering the UK's status as a leading global centre for the cinema industry. Longcross Film Studios has been used to produce a number of major global blockbuster films including the James Bond franchise, films from the Marvel Cinematic Universe, the Star Wars series, and Mission: Impossible 7.

Why is it significant?

- It is a significant investment by a UK investor in this fast growing part of the alternative sector.
- It furthers Aviva's investment in and provisions of such facilities – they already own buildings in Park Royal, London, which will be turned into a 62,000 sq ft Garden Studio film studio complex.
- The investment by Aviva and Netflix in the UK will increase the breadth and calibre of production facilities, furthering the UK's status as a leading global centre for the film and TV industry.

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4

LATER LIVING: BUILDING VIBRANT COMMUNITIES



Register for this exciting event from BisNow, where you will hear from AG Real Estate Partner and Later Living specialist Rachel Orton moderate a conversation between speakers from across the industry. Listen as they provide insight into a variety of key market points, including:

- Who the investment players in the sector are, where the money is coming from, and how the market is evolving.
- How investors can diversify their portfolio and get into the sector.
- The key concerns for investors when it comes to care homes, and how these concerns can be confronted and addressed.
- And more!

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5

BOOMING BUILD-TO-RENT AND SOARING SOCIAL VALUE



As a wave of new investors enters the Build-to-Rent space, social value is on the uptrend as BTR addresses the housing shortage and improves residents' quality of life. But what's ahead? Understand the Expert Opinion in this article written by Andy McVeigh, Partner and newly appointed Co-Head of the Real Estate Sector at AG.

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FUNDING THE POST-PANDEMIC OFFICE



In the latest issue of Real Estate Capital, Zoe Maurer, AG Real Estate Finance Partner, discusses how lenders are thinking about office investment. "There is a lot of focus around cash," she explains. "For an investment loan, that means lenders are looking at lease events on the horizon that might have an impact on financial covenants. Lenders are very focused on projected interest cover and whether there will be income for the life of the loan."

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