



## **SAMANT NARULA**

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**Partner and Practice Group Leader - Real Estate UK**

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## **BIOGRAPHY**

Samant Narula is experienced in a broad range of corporate real estate matters with a particular emphasis on investment work for private equity real estate funds, domestic and overseas institutional investors including pension funds as well as property companies and a variety of lenders.

- He provides advice to clients on joint venture arrangements, and recently advised Northwood Investors on its joint venture with Platform\_ in creating a new UK focused BTR platform .

- He advises clients on acquisition and sale structures. He has recently advised overseas clients on the purchase of debt positions. He is experienced working at all levels of the capital stack.
- He acts for a number of lenders (senior and mezzanine) and has advised on both investment and development finance. Also advises investors and lenders on the purchase of non-performing loan portfolios, and on the purchase of tranches of debt.

Samant advises clients on the use of a variety of corporate structures and the purchasing of different types of corporate entities.

## PROFESSIONAL AFFILIATIONS

Samant is a member of the Association of Real Estate Funds (“AREF”).

## ADMISSIONS

- England and Wales

## RELATED PRACTICE AREAS

- Asset Management
- Corporate Occupiers & Tenants
- Logistics & Industrial
- PropTech
- Real Estate Sector
- Real Estate
- Commercial Real Estate
- Real Estate Private Equity, Investments & REITs

## EXPERIENCE

- Advising **Northwood Investors**, on the creation of a new £1 billion BTR joint venture platform with developer Platform\_. We are advising on the structuring, real estate, construction and planning DD. We also advised on the financing of the 3 seed assets and the joint venture documentation.

- Advising **Henderson Park**, the pan European Private Equity Real Estate Firm, on the disposal of 66 Shoe Lane London for £255 million to a consortium of Asian Investors. We advised on the acquisition of the building and our multi-disciplinary team advised on the pre-let to Deloitte as well as on planning and construction matters.
- Advising **Ares Management Corporation** on its acquisition of two newly-built student accommodation assets for £157.5 million via a joint venture with Generation Estates. The two assets comprise 1,359 beds in the cities of Exeter and Cardiff.
- Acting for **Ares Management Corporation** on its acquisition of BASE Glasgow, a purpose-built student accommodation asset for £35 million via a joint venture with Generation Estates. The 301-bedroom scheme was developed by the seller, Soller, and is situated in Glasgow.
- Advised **Federated Hermes** on its sale of Perivale Industrial Park to an SPV of Segro PLC for £202.5 million. Perivale Industrial Park is a 34-acre complex which includes just over 500,000 sq. ft. of warehousing in a prime west London location. The successful sale demonstrates that the industrial and logistics sector has stood up to the Covid-19 pandemic and that there is liquidity in these assets.
- Advising **Tristan Capital Partners** on its acquisition of the Jersey unit trust that owns Reading International Business Park for £112.5 million and the subsequent refinance with ICG-Longbow.
- Advising **Korean investors HANA and Kiwoom** on the purchase and finance of the Sanctuary Building for over £280 million. We then advised the investors on the subsequent disposal to L&G for around £300 million. The transaction involved the sale of a structure that we had set up which was unique for this group of investors.
- Advising **Malaysian Sovereign Wealth Fund, KWAP**, on the purchase of one of the UK's largest logistics unit which is let to Amazon for a price in excess of £160 million. The transaction involved the purchase of a Luxembourg SPV.
- Advising **KAIM**, who were representing Korean institutional giant Hana Financial Group, on the £175 million purchase of the Gallagher Retail Park near Birmingham. It was one of the largest Asian acquisitions seen in the UK regions and the first Korean acquisition of a retail park.
- Advising **Hermes/CPPIB** Joint Venture on the sale of Aldgate House for over £180 million to Singaporean investor CDL.
- Advising **Tristan Capital Partners** on the acquisition of the units in 103 Colmore Row Unit Trust, which owns 103 Colmore Row, Birmingham. The property is situated in a prime location in Birmingham and has planning permission to develop a landmark 26 storey office building with restaurant space. We also acted on the subsequent development financing.

- Advising **Henderson Park** on the purchase of Athene Place, London for over £100 million.
- Advising **Ashby Capital** on the purchase of 127 Kensington High Street and Kensington Arcade from Columbia Threadneedle for around £185 million and the finance with Deutsche Bank.
- Advising **Balmain Asset Management Group** on its Joint Venture with Sonae Sierra, an international retail real estate company. Balmain is an experienced operating partner and multi-disciplined service provider with a strong pedigree in European retail and leisure assets. The transaction involved Sierra acquiring a 50% stake in Balmain's Central European platform, forming 'Sierra Balmain'.

## RELATED INSIGHTS

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Awards

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News

Oct 02, 2024

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