

setfords london



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Who are we?

Setfords' commercial team is a group of highly experienced lawyers working across a range of commercial disciplines.

Working with clients of all sizes across both private and public sectors, the team can navigate the complexities of commercial matters from start to finish, ensuring the highest levels of knowledge and service. Unlike most law firms, we operate in a way that gives our lawyers all the support and flexibility they need to deliver a truly personal service at a price you can afford.



Meet the team



Dhiren Arya



Martin Frankum



Samantha Greer



Simon Hopewell



Trevor Morley



Ifath Nawaz



Tom Philips



Andrew Thompson



James Wilkes



Paul Gilks





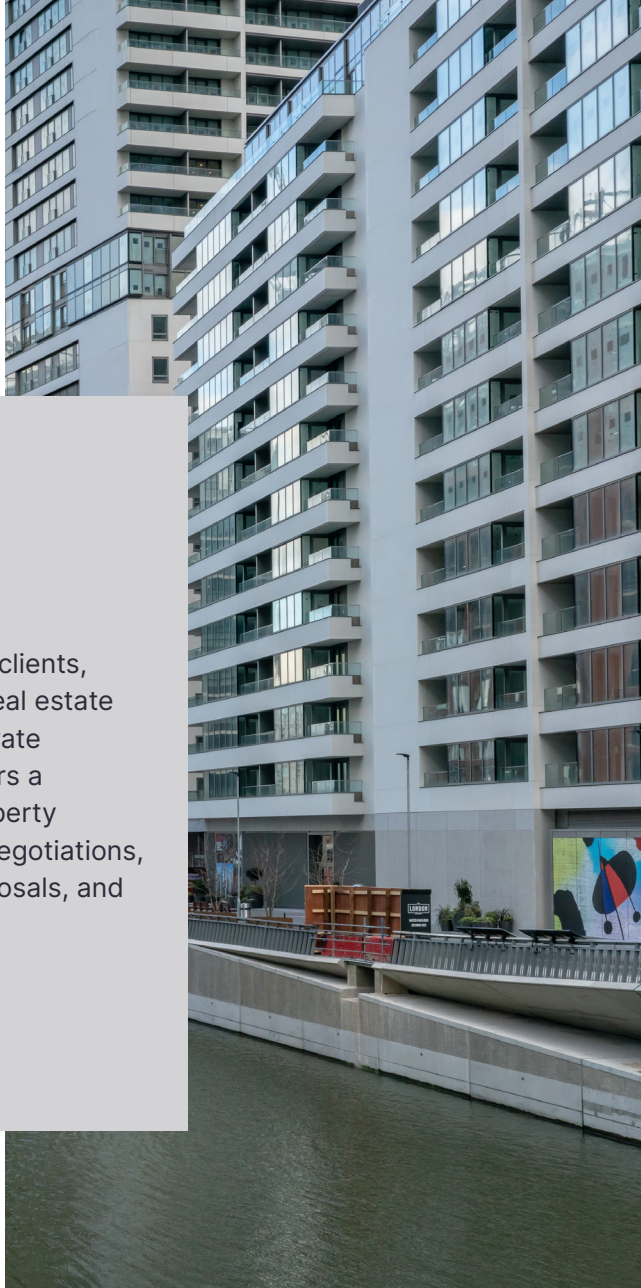
Dhiren Arya

Dhiren Arya advises on commercial property.

Dhiren works with a variety of clients, including large corporations, real estate developers, investors, and private individuals. His expertise covers a wide range of commercial property transactions, including lease negotiations, property acquisitions and disposals, and property development.

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Examples of previous projects:

- Dhiren acted on behalf of a large family business in the negotiation and drafting of a substantial warehouse lease in a prime location. He provided advice on the lease terms, including rent review provisions, service charges, and repair obligations.
- Dhiren acted on behalf of a property investment company in the acquisition of a freehold building owned by an offshore company. He conducted a thorough due diligence investigation of the property and advised on the appropriate purchase structure.
- Dhiren acted on behalf of a private client in the sale of a portfolio of pharmacy and nursing homes. He provided expert legal advice on the sale process, including the negotiation of sale terms, regulatory compliance, and transfer of licenses.





Martin Frankum

Martin Frankum advises on all real estate matters, including acquisitions and leasing of retail shops, nurseries, pubs, restaurants and hotels all aspects of development (including strategic land), as well as corporate and commercial work and real estate financing.

Martin works with a diverse range of clients, from high-net-worth individuals, companies, solicitors and accountants, property developers and councils.

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Examples of previous projects:

- Advising a large overseas property developer on a £178 million Loan Market Association construction finance for a central London development during lockdown.
- Advising the London Borough of Barking & Dagenham on a complex s.106 agreement for the major regeneration programme relocating Billingsgate and Smithfield wholesale markets to a 42-acre industrial land in the borough into a modern sustainable wholesale food market.
- Advising a property developer on a joint venture agreement with a major central London property company constructing apartments above the airspace of the property company's central London properties within their portfolio.
- Advising an apart-hotel company on the acquisition and construction of a central London hotel.
- Advising a technology company on the sale of their company.
- Advising on a corporate acquisition of a company which owned a development site in North West London.





Samantha Greer

Samantha Greer advises on general commercial matters supporting businesses across all industries, but has a special expertise in the rail industry.

Across the Construction and Technology sectors, Samantha has secured high-value and critical technology agreements, often involving complex components and big industry players.

Samantha also offers training to executive teams on Construction Law and Negotiation.

Publications:

Samantha writes bi-monthly for the Rail Professional magazine on areas of law and practice and has also been featured in Solicitors Journal and Employer News.

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Examples of previous projects;

- Advising an Executive Board and interested stakeholders on all legal and all commercial aspects of entering a new revolutionary technological product into the US market for the first time.
- Acting as Legal Lead on a tender opportunity in Denmark with leading Rail company.
- Advising an Executive Board a £1bn signalling (Rail) tender opportunity, working with all teams within the business to successfully secure the bid, setting up the business unit that will run the project over the following 5 years.
- Legal Lead securing a distribution deal with Japanese rail company.
- Legal Lead securing a lucrative deal with a Spanish rollingstock company in Spain which involved complex agreements in different jurisdictions.
- Acting for a Developer on student accommodation construction projects in the UK.
- Acting for an international medical device company on its growth agenda involving private equity stakeholders
- Acting for a business that financially backed by a local authority to secure a contract with its largest customer.





Simon Hopewell

Simon Hopewell advises on real estate finance advising buyers, lenders and developers in traditional secured lending and other real estate finance matters.

Simon can assist borrowers, developers and bridge lenders in all aspects of the purchase, development and lending process and, given his varied experience, can also assist with related corporate matters where legal knowledge combined with a commercial view are required.

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Examples of previous projects:

- Most recently, Simon has built a Buy to Let conveyancing practice acting for Buy to Let investors and their associated lenders.
- He also acts for a number of bridge lenders and high street lenders in the commercial lending market and has an extensive network of contacts within the commercial real estate and development lending market.
- At Deutsche Bank, Simon ran a transaction management group acting for clients such as British Land and ICG.





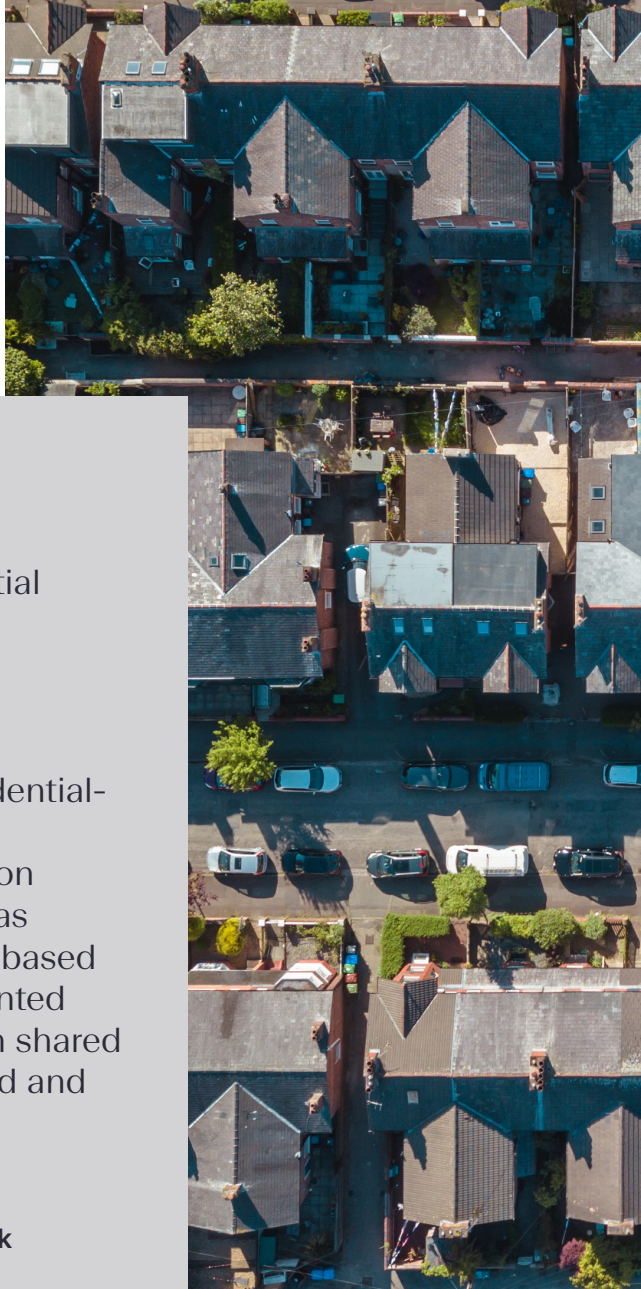
Trevor Morley

Trevor Morley advises on commercial and residential development, and is an acknowledged expert in Affordable Housing.

Trevor has acted on residential-led commercial property development, regeneration and affordable housing, as well as solar and energy-based development, Private Rented Sector and investment in shared ownership and supported and evolving tenures.

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Examples of previous projects:

- Working with Swan Housing Group, negotiating various agreements, the release of clawbacks and other covenants, the drawdown exercise, providing the security for development finance and more.
- A stream of s106 deals for the affordable housing element and asset sales of a managed portfolio of housing stock for Chelmer Housing Partnership
- Variation of s106 Agreements, the negotiation of a development agreement, and the acquisition of the affordable housing element with Optivo (now merged with Southern Housing Group)
- Conditional acquisition and Options to develop 3 phases of holiday homes, a hotel, retirement homes and leisure facilities with Greenfinches Group





Ifath Nawaz

Ifath Nawaz advises on all Planning and Development matters, specialising in high-value and complex development, regeneration, and infrastructure projects.

With extensive experience in both the private and public sectors, Ifath has worked on major projects involving commercial, residential, leisure, education, art, transport development, and regeneration.

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Examples of previous projects:

- Working on the High Speed 2 project on behalf of a number of clients, including local authorities
- Advising Parkside (London) Ltd and Parkside (Offices) Ltd on all planning matters on their mixed-use development
- Advising and working on a number of S106 Agreements for BeFirst in Barking and Dagenham





Tom Philips

Tom Phillips advises on non-contentious aspects of construction, development and finance law.

Tom has acted for developers, funders, landowners, professionals, registered housing providers, and blue-chip contractors, among others.

Phone: +44 (0) 7938 834619

Email: athompson@setfords.co.uk



Examples of previous projects:

Acting for London and Cambridge Investments Limited, including drafting and agreeing the development agreement, schedule of amendments to the JCT Design and Build Contract 2016, professional appointments and ancillary documents

- Reviewing and assisting with the negotiation of JCT contracts for Deconstruct UK Limited on two high-profile sites in London
- Acting for Kingfisher Una Resort Limited on a letter of intent with Kier Construction for a new £50m hotel complex in St Ives, Cornwall.
- Acting for Ubicap International Limited on its £20m bridge finance for the development of a racing track in Wales.





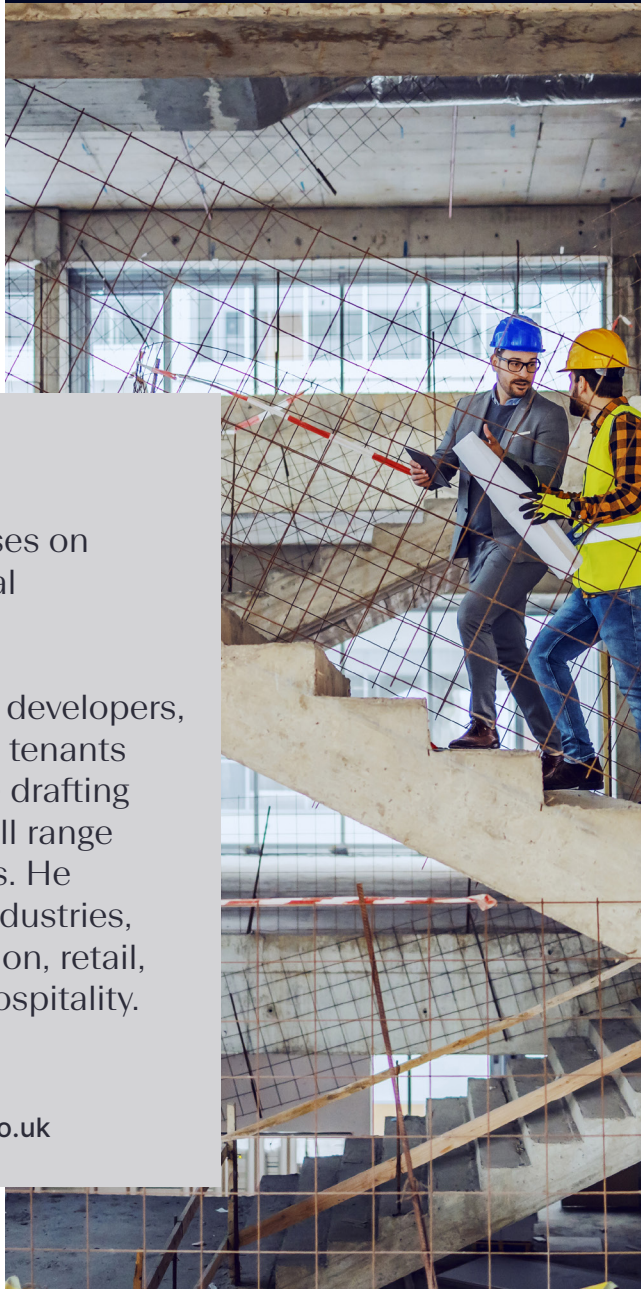
Andrew Thompson

Andrew Thompson advises on all aspects of commercial construction law.

Andrew advises funders, developers, landowners, contractors, tenants and professionals on the drafting and negotiation of the full range of construction contracts. He works with a variety of industries, such as housing, education, retail, healthcare, hotels and hospitality.

Phone: +44 (0) 7938 834619

Email: athompson@setfords.co.uk



Andrew's experience includes:

- Advised on the development of the Beehive Centre at Cambridge for British Land Developments Limited for the value of £180 million
- Advised on the construction aspects for the building of schools at Ealing and York to the value of £200 million each
- Advised on the construction aspects for the building of sheltered housing facilities at Oldham, Croydon and Stanhope to the value of £100 million each.
- Advised on the construction aspects for NHS health facilities at Sheffield, Oldham and Cornwall to the value of £120 million each.



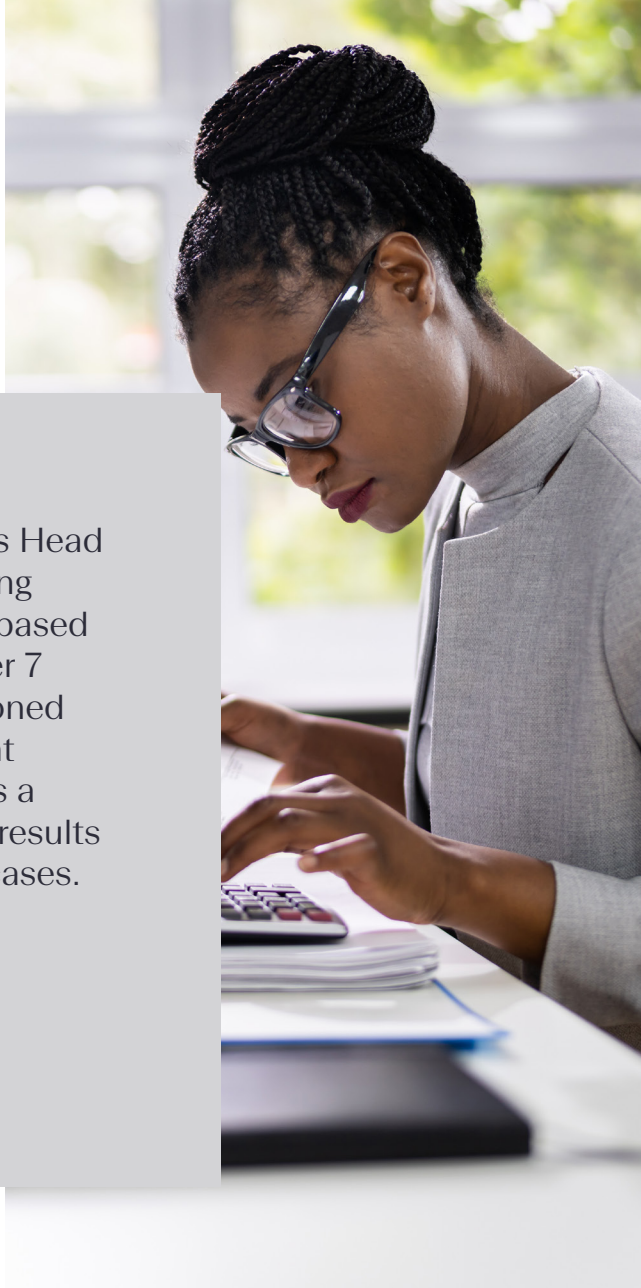


James Wilkes

James joined Setfords as Head of Litigation from a leading London and South East based practice in 2016 and after 7 years in this role transitioned to be a Senior Consultant with Setfords. James has a robust, commercial and results orientated approach to cases.

Phone: 01483 963 282

Email: jwilkes@setfords.co.uk



James's experience includes:

- Advised on the development of the Beehive Centre at Cambridge for British Land Developments Limited for the value of £180 million
- Advised on the construction aspects for the building of schools at Ealing and York to the value of £200 million each
- Advised on the construction aspects for the building of sheltered housing facilities at Oldham, Croydon and Stanhope to the value of £100 million each.
- Advised on the construction aspects for NHS health facilities at Sheffield, Oldham and Cornwall to the value of £120 million each.





Paul Gilks

Paul advises on all aspects of corporate, commercial and banking law with particular expertise in mergers and acquisitions, private equity and venture capital funding, the protection and licensing of intellectual property, insolvency and restructuring and all aspects of commercial lending.

Phone: 02039 623 427

Email: pgilks@setfords.co.uk



Recent transactions on which Paul has advised include:

- £ 1.5 million investment in a tech start up business;
- £ 6 million sale of a tech enabled business to a US based purchaser;
- £23 million refinancing of a UK based property group;
- £37 million reverse takeover of a UK listed business;
- Franchising arrangements for a major UK brand in the retail sector.

