

## Daniel Norris

Partner

London

### Biography

Relied on by clients for his innovative thinking and straight-talking approach.

Dan Norris heads up the Hogan Lovells Global Real Estate team, covering 17 international offices. With a wealth of experience spanning 20 years, clients rely on Dan's know-how to navigate them through their most complex real estate challenges. Notable experience includes acquiring the holding structure for London's newest skyscraper, leading on GE's disposal of its European real estate business to Blackstone for \$24bn and funding the development, and then pre-letting 3 Snowhill. He has a substantial track record in running sale and leaseback deals in different sectors, and on income strips (straight investment and development funding, including using an innovative loan structure to provide real time rather than rolled up returns).

According to a client, "he is exceptionally good - when you ask him about a legal position he will tell you but he will then talk you through different commercial positions as well, which is what you really want".

In the current unprecedented environment, clients turn to Dan for frank and practical advice on a host of new challenges, whether it is occupiers locked into lengthy leasing arrangements or investors and developers assessing their options while decisions are on pause,



### Phone

+44 20 7296 5590 / +44 79 5836 8088

### Fax

+44 20 7296 2001

### Email

[daniel.norris@hoganlovells.com](mailto:daniel.norris@hoganlovells.com)

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### Languages

English

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### Practices

Real Estate

Real Estate Finance

Blockchain and DLT

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### Industries

Diversified Industrials

Financial Institutions

Real Estate

Private Capital

and while tenants struggle to meet rental commitments.

Dan has experience across many asset classes ranging from major office schemes to logistics. He has developed particular experience in sports: selling two football stadia, developing the new AFC Wimbledon stadium in London, buying a football league club and helping to develop out the English Institute of Sport in Sheffield.

As well as being ranked in the Legal 500 Hall of Fame and being named notable practitioner by Chambers, Dan has been recognised as “standout” by FT Innovative Lawyers.

For a no obligation discussion about your real estate needs please don't hesitate to get in touch.

## Representative experience

Acted on the acquisition on the holding structure of the site of London's newest skyscraper, currently under development.

Advised a long income fund on two income strip deals to regenerate town centres, in Middlesbrough and Rochdale.

Acquired three London office buildings in sale and leaseback structures.

Acted for a PE Fund on two portfolios of sale and leaseback of retail properties.

Funded a €150m scheme in Madrid on a fixed income leaseback arrangement.

Advised GE on the European elements of its sale of its real estate business across eight jurisdictions, total deal value \$24bn.

Led the acquisition of Bankside for £300m+ and

Sports, Media & Entertainment

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## Areas of focus

Real Estate Investment

Real Estate Private Equity

Corporate Occupiers

Hotels and Leisure

Real Estate Development

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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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## Accolades

He is a straightforward negotiator and cuts to the point. I find that his approach provides for a simple solution to complex problems

*Legal 500*

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subsequent sale for £400m+.

Sold a number of shopping centres such as The Grafton Centre.

Forward funded two landmark retail parks for The Crown Estate at Rushden Lakes and Banbury.

## Awards and rankings

- Notable Practitioner, *Chambers and Partners*, 2021
- Hall of Fame, *Legal 500*, 2021

## Latest thinking and events

- Press Releases
  - Hogan Lovells announces changes to industry sector leadership roles
- News
  - A whistle-stop guide to 5G
- Press Releases
  - Hogan Lovells collaborates with global industry leaders to launch a new transaction automation technology
- Press Releases
  - As sports leagues resume play, Hogan Lovells' Sports, Media & Entertainment group identifies seven key trends to watch in the sports sector
- 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*