

# Global lenders finance £250m Unilever campus

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Club deal is being led by Investec

- **What** LCN Capital secures development finance for Unilever’s new headquarters
- **Why** State-of-the-art development currently under construction
- **What next** Club of lenders have issued £122m loan – the largest development finance facility issued in outer London this year

A trio of lenders led by Investec Real Estate have backed the delivery of Unilever’s £250m, state-of-the-art campus in south-west London with development finance, *React News* can reveal.

LCN Capital Partners, which forward funded the scheme in Kingston upon Thames, has locked in a £122m debt facility.

Alongside Investec’s £43m commitment, £79m of debt was provided by Allied Irish Bank and Bahrain-headquartered Bank ABC. Brotherton Real Estate arranged the facility.

*“This is our largest club deal since January 2022”*

HOLLIE SLEIGH, INVESTEC REAL ESTATE

The loan, which is the largest office development facility issued in outer London so far this year, reflects “Investec’s strong conviction in technology-enabled modern office assets in prime and emerging locations with strong ESG

credentials”.

The Unilever Campus will include two interlinked office buildings, totalling 283,000 sq ft. The consumer goods giant is behind brands such as Persil, Dove, Magnum and Marmite. The finished project is expected to have a gross development value of up to £250m, sources said.

### “Next generation of real estate”

Unilever will make the Darling Associates-designed offices its new headquarters from late 2024/early 2025, bringing together 2,000 employees from five other sites. LCN Capital is targeting BREEAM Excellent certification, with the buildings to be carbon net zero in operation. Design features include efficient office layouts, high-performance insulation, considered material choices and rooftop photovoltaics.



Unilever will take occupation in late 2024 or early 2025

LCN, the US long-income specialist, has landed €500m of deals so far this year in Europe. Investing from its fourth European real estate fund, the group has picked up supermarket and logistics facilities in the UK and across Europe.

Ward Stocker, partner at LCN Capital Partners, said: “LCN is pleased to be partnering with Investec, Allied Irish Bank and Bank ABC to underwrite what is an iconic, best-in-class and tenant-critical building with strong ESG credentials.

“We are committed to supporting tenants operate the very best real estate, while maintaining our position as a long-term investment partner. The tide has

changed in real estate and in today's world, our strategy is focused on delivering next-generation real estate."

Investec, which has now arranged club or syndicated real estate financings of circa £950m in the UK, has a track record of executing major club deals on behalf of its clients, alongside an expanding syndication offering.

*"Our strategy is focused on delivering next-generation real estate"*

WARD STOCKER, LCN CAPITAL PARTNERS

Investec Real Estate's Hollie Sleigh added: "This is our largest club deal since January 2022, demonstrating our growing expertise in arranging larger, £100m+ loans and supporting landmark real estate schemes. Leveraging our network of like-minded global banking relationships, combined with our 30-year, through-the-cycle UK lending platform, has enabled us to deliver an innovative solution for LCN.

"As businesses of all shapes and sizes accelerate their return to the office, we are seeing an increasing bifurcation in the London office market. Grade A, highly sustainable assets like the Unilever Campus, that enable employers to provide the optimal working environment for employees in order to attract talent and foster a strong sense of identity with creativity and collaboration at its core, remain in high demand.

"The outlook for non-ESG compliant offices, particularly in secondary and tertiary locations, is a lot bleaker. We will continue to back clients and projects on the right side of this widening divide."

Tim Vaughan, managing director, Brotherton Real Estate, added: "Delighted to have worked with the LCN team and the club of lenders to arrange this facility. It shows there is still strong lender appetite for office development deals with first class sponsors and best in class, sustainable buildings."