

## REAL ESTATE HEALTHCARE

### OVERVIEW

BCLP has been involved in the key areas of the healthcare industry for over 15 years. Our global healthcare team offers the skill and in-depth industry experience to deliver dynamic client service, and practical, business-oriented advice to our clients worldwide. From single-asset deals to large scale portfolios, we provide advice on the full range of healthcare transactions.

Owners, operators, developers, managers, REITs, institutional investors, public sector bodies, medical device, life science and technology companies rely on BCLP's sector knowledge and unparalleled technical ability and focus, to ensure our clients receive the best possible support and guidance within the unique context of their business.

Our experience gives us a strong understanding of the key issues, and allows us to anticipate and avoid potential hazards regarding the purchase, sale, leaseback, construction, development, management, leasing, and financing of public and private healthcare facilities including hospitals, medical office buildings, senior living, skilled nursing and long-term care facilities, laboratories, pharmacies, outpatient facilities, ambulatory surgery and urgent care centres.

Our cross-discipline approach combines capabilities in real estate, compliance, government investigations, litigation, corporate, finance, tax, intellectual property and regulatory areas. As a result, we have a thorough understanding, not only of the legal and business issues, but also of the policies and principles that underlie and influence the healthcare sector, ensuring that our clients receive the best possible support and guidance.

## MEET THE TEAM



### **Laura Patao-Caminas**

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## EXPERIENCE

### **Advised on the Sale of the UK's Largest Retirement Village Operator**

Location: UK

Advised the shareholders on the sale of the UK's largest retirement village operator to AxA (which will operate the village developments) and HC-One Limited (which will operate the regulated care home business).

### **Advised One of the Largest Universities in the UK on the Purchase of a Dental Hospital**

Location: UK, London

Advised University College London on the purchase of the Eastman Dental Hospital on Gray's Inn Road, WC1, from the University College London Hospitals NHS Foundation Trust. UCL will redevelop the building to house the Institute of Neurology and a new UK Dementia Research Institute, due to complete in 2023.

### **Advised on the Acquisition of a Portfolio of Nine Care Homes**

Location: UK, Nationwide

Advised Bondcare on the acquisition of a portfolio of nine care homes across the UK from the Lifestyle Care group including the re-gearing of the leases, the grant of reversionary leases and related security arrangements.

### **Advised on a Project Aiming to Deliver up to £200 Million of Purpose Built Supported Living Accommodation**

Location: UK, Nationwide

Advised on the formation of a platform co-owned between MSIL and the Universities Superannuation Scheme, aiming to deliver up to £200 million of purpose built supported living accommodation across the UK.

### **Advised on a Portfolio of Senior Nursing Facilities With a Value of \$1.1 Billion**

Location: US, Nationwide

Advised on the acquisition and financing of a portfolio of 64 senior nursing facilities across the US, for a deal value of \$1.1 billion.

### **Advised a Leading Investment Management Firm on Their Portfolio of 43 Nursing Homes**

Location: UK, Nationwide

Advised Colony Capital on their acquisition and ongoing management of a Senior Housing Portfolio of 43 nursing homes and the financing of a new nursing home development.

### **Advised an NHS Trust on Their £210 Million Bond Financed Project at Broomfield Hospital**

Location: UK, Essex

Advised Mid Essex Hospital Services NHS Trust on their £210 million bond financed PFI project at Broomfield Hospital. The scheme involves the provision of major new facilities alongside the recently constructed parts of the Broomfield Hospital site, including procurement, structuring, contract drafting and negotiations.

### **Advised One of the UK's Largest Private Hospitals**

Location: UK, London

Advised The London Clinic, one of the UK's largest private hospitals, on their business critical IT remediation programme and investment in new IT infrastructure across the estate.

### **Advised in Relation to a £120 Million Fundraising by Primary Health Properties**

Location: UK

Advised Numis Securities as sponsor, joint broker and joint bookrunner and Peel Hunt as joint broker and joint bookrunner in relation to a £120 million fundraising by Primary Health Properties.

### **Advised a Fully Integrated Investment Trust on a Dispute**

Location: US

Represented HCP, Inc., a fully integrated real estate investment trust, that invests primarily in real estate serving the healthcare industry in the United States, in connection with a commercial landlord tenant dispute.

### **Advised a Specialist REIT with a £1.35 Billion Property Portfolio Including London's Only Private Psychiatric Hospital**

Location: UK, Nationwide

Advised Secure Income REIT, a specialist REIT with a £1.35 billion property portfolio including 19 private hospitals in England and central London's only private psychiatric hospital, on a secondary placing.

### **Advised on the Sale of a Chain of Private Cancer Clinics**

Location: UK

Advised on the sale of CancerPartners UK, a chain of private cancer clinics, to Genesis Healthcare of Australia.

### **Advised Barclays Bank on a £16.8 Million Term Loan for the Acquisition of a Portfolio of 14 Care Homes**

Location: UK

Advised Barclays Bank on a £16.8 million term loan to Croftwood Care (Cheshire) Limited in relation to the acquisition by Croftwood of a portfolio of 14 care homes.

## **Advised on a Sale and Leaseback of Care Home Portfolio Comprising of 13 Freehold Homes**

Location: UK

Advised Graphite Capital and the management team on a sale and leaseback of Avery Care Homes, which comprised 13 freehold homes and has a pipeline of further development sites, opposite HC REIT.

## **Advised New York Eye and Ear Infirmary**

Location: US, New York

Represented New York Eye and Ear Infirmary as tenant in connection with two leases for medical arts offices, one located in Brooklyn, New York and the other in Queens, New York.

## **Advised a Developer of Super-Luxury Retirement Living for High-Net-Worth Retirees**

Location: UK

Advising Auriens, an investor and developer of super-luxury retirement living for high-net-worth retirees on the real estate, planning and construction aspects of their Chelsea, London development, a complex of 55 high-end one and two bed apartments with luxury hospitality amenities to include a gym/spa, restaurant and members club.

## **Advising on the Development of a Mixed Extra-Care Residential, Market Housing and Dementia Care Facility**

Location: UK

Advised on the long-term planning strategy for development of a mixed extra-care residential, market housing and dementia care facility in the green belt at Virginia Water. Advice included representations to the Runnymede Borough Council local plan review, advice on the proper planning classification of the uses having regard to the level of care provided, and advice on the content and tactics for a planning application for the development.

## **Advised on a Corporate Sale and Leaseback Transaction of Five Elderly Care Homes**

Location: UK

Advised Ventas on a corporate sale and leaseback transaction of Canford Healthcare's five elderly care homes and each of its subsequent further portfolio acquisitions from Churchgate Estates and individual sellers, including advising on the operational lease, CQC registration issues and protections for Ventas on a portfolio basis.

## **Advised Our Client on its First International Acquisition of Portfolio of Premium Senior Housing and Care Facilities for £298.5 Million**

Location: UK and Jersey

Advised Griffin on its first international acquisition of a Caring Homes' 44 facility portfolio of premium senior housing and care facilities in England, Scotland and Jersey for £298.5 million and further add on facilities. We continue to advise on asset management and development matters in the portfolio.

## **Advised One of the Largest Providers of Healthcare Services in the U.S.**

Location: US

Represented one of the largest providers of health care services in the United States in connection with the assumed operation of 17 nursing home facilities.

## **Advised a Specialist Healthcare Private Equity Investor on its Acquisition of a UK Social Care Division**

Location: UK

Advised Apposite Capital the specialist healthcare private equity investor, on its acquisition of MITIE's UK social care division and an investment in Medical Imaging Partnership Ltd, a fast growing UK provider of medical diagnostic imaging services.

## **Advised on the Acquisition, Funding, Development and Sale of Retirement Villages**

Location: UK

Advised Richmond Care Villages on the acquisition, funding and development of retirement villages with integrated residential homes and the subsequent sale of the group to BUPA.

## **RELATED INSIGHTS**

Insights

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### **COVID-19 and the care home sector: In the eye of the storm**

Restructuring & Insolvency Partner Marc Trottier and M&A and Corporate Finance Associate Director recently wrote an article for the Corporate Rescue and Insolvency Journal, discussing the effects of COVID-19 on the care sector, including the ramifications for operators, options for investors and the long term effects of COVID-19 on the UK care sector.

