

Saul Western

BSc (Hons) MRICS

Partner, Head of Commercial

07899 061889

saul.western@bidwells.co.uk



Providing thorough and professional investment advice across the golden triangle and beyond.

Renowned for his professionalism over 30 years with Bidwells, Saul provides clear and objective investment and development funding advice to our biggest clients.

Going into a deal, Saul always has the most up-to-date market knowledge at his fingertips. He leads our in-house commercial research team and specialises in advising investors and developers on the science and technology sector.

He was responsible for securing £600m of development funding at Brookgate's CB1 in Cambridge, now the new home of Apple, Microsoft and Samsung's UK research teams, and has advised investors and developers on many of the Oxford to Cambridge Arc's research clusters. He knows what makes the UK's knowledge economy tick.

Saul's long career at Bidwells is also peppered with creative deals for offices, retail and leisure units, shopping centres, industrial estates, supermarket portfolios and large-scale distribution centres, across Bidwells' territory and further afield.

His reputation for tenaciousness means that when you reach the toughest part of a negotiation, he will provide only the most robust advice and representation.

Key relevant project experience

GIC – The Oxford Science Park, Oxford

Advised on the acquisition of a joint venture for a 40% share in the Oxford Science Park on behalf of GIC, from Magdalene College, Oxford. The scheme comprises 62 acres with 267,000 sq ft of existing leased office and lab investments and 17.43 acres of development land with capacity for 424,000 sq ft of future office and lab accommodation. Total value £400m.

Legal and General - 214-240 Cambridge Science Park

Advised on the market-defining deal to sell five Cambridge Science Park office buildings totalling 160,000 sq ft to Brockton Everlast for c£99m, reflecting 4.23% for the two 89 year long leasehold interests on which the buildings are situated. The deal underlines the current strength of demand for life sciences and research assets in the UK. Bidwells is now retained on the development consultancy and agency.

Brookgate - CB1 Mixed Use Scheme, Cambridge

Advised on the full funding and sale of 525,000 sq ft of new grade A speculative and pre let office buildings with occupiers including Microsoft, Apple, Samsung, Deloitte, a 231 bed pre-let Ibis Hotel with associated retail and 3,000 space cycle park and 511 student room development let on a nomination agreement to Anglia Ruskin University at the CB1 mixed-use scheme. Ongoing viability and financial modelling advice being provided on next phase of master plan. Total value in excess of £500m.

Trinity College – 418 & 436 Cambridge Science Park

Advised on the structuring of two new geared ground rent long leasehold interests and subsequent investment sale of two purpose-built laboratory investments providing a total income of £2.182m pa from life science companies Takeda and Astex Therapeutics. Brockton Everlast acquired the investments for £45.1m reflecting a net initial yield of 4.5%.

Cambridge Medipark Ltd - Abcam, Cambridge Biomedical Campus

Advised on the forward sale and full funding of a new pre-let shell and core laboratory to Tesco Pension Trustees. Total value c£63m reflecting a net initial yield of c4.8%. The development comprised a 100,000 sq ft building on Cambridge Biomedical Campus for Abcam Plc and was sold on a long leasehold tenure