



### Important Risk Information & Disclaimer

- The value of your investment and the return can go down as well as up. Past performance is not an accurate guide to future performance of the development or your investment.
- The figures contained within the Investment Memorandum are estimates only and should not be relied upon as guaranteed.
- Investments in property development carry risk. Your capital is at risk and you may not get back the value of your investment, or the anticipated returns.
- Investing in an *Equa*Group development is not covered by the Financial Services Compensation Scheme.

- Investment and capital returns may be dependent on a number of factors including economic conditions (the housing market, inflation, interest rates and political factors) and the specific criteria for each project.
- EquaGroup do not give investment advice or provide recommendations regarding investment opportunities. You should seek your own independent legal and financial advice.
- Investments are only available to certain specified persons who are sufficiently sophisticated to understand the risks.
- All returns are before the deduction of Corporation Tax

Strictly for Self Certified High Net Worth and/or Sophisticated Investors



### Investment Opportunity

- Equity Opportunity for £3.257m
- Planning permission approved for the new-build of 24 Apartments & Commercial space:
  - ♦ 9 affordable homes 100% PRE-SOLD

    - \* 4 x 1 bed
  - 15 apartments 20% RESERVED
    - \* 2 x Studios
    - 2 x 1 bed
    - 9 x 2 bed
    - \* 2 x 3 bed
  - \* Commercial space 79% PRE-SOLD
- BREEAM Excellent Design
- Benchmark Eco-Sustainable credentials
- 20% Sales Reserved by EquaGroup





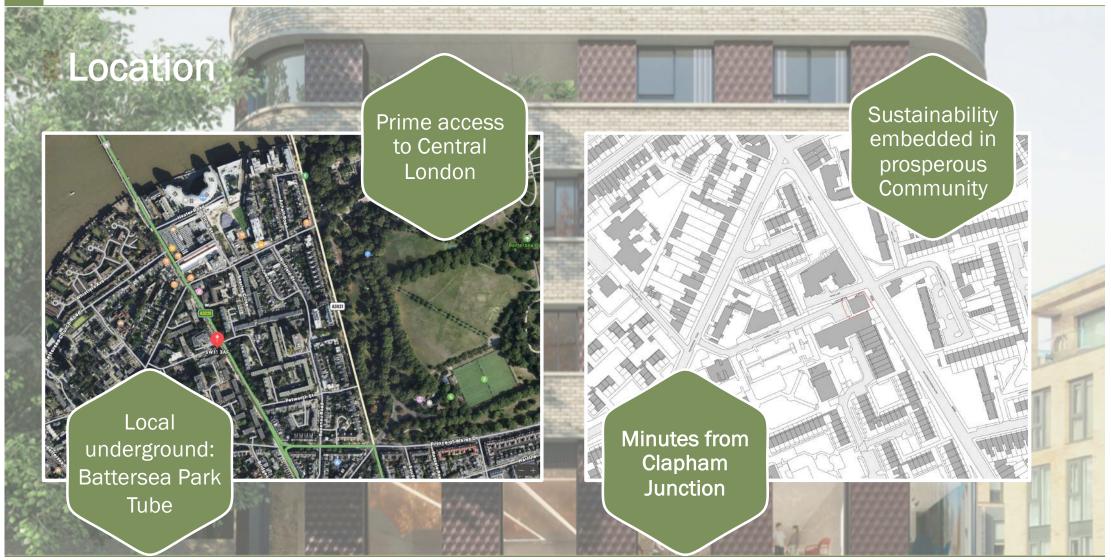
### Summary

- New build block of 24 apartments
- High Energy Efficiency & Eco-sustainable credentials
  - BREEAM Excellent rating
  - Solar PV
  - Air Source Heat Pumps
  - MVHR design
- Full Planning Permission for 24 new build apartments
  - 9 affordable homes 100% PRE-SOLD
  - ♦ 15 apartments 20% RESERVED
    - 2 x Studios
    - 2 x 1 bed
    - 9 x 2 bed
    - 2 x 3 bed
  - Commercial space 79% PRE-SOLD
- Exit:
  - 9 SOLD Affordable to Registered Provider
  - 11 selling to open market
  - 20% apartments RESERVED by EquaGroup
  - Commercial units sold 79%



	GDV	COSTS	PROFIT - EBITDA (ANTICIPATED)		
LOW RANGE	£14.392m	£12.332m	£2.060m		
HIGH RANGE	£14.921m	£12.332m	£2.589m		







# **Gross Development Value**

											GI	DV	Social Housing
					Unit Siz	2	Sell Rate	(low)	Sell Rate	(High)	Value (Low)	Value (High)	Discount Facto
it Ref:	Floor	Unit Type	Features #1	Features #2	m2	ft2	E/m2	£/ft2	£/m2	£/ft2	Local Comps	Local Agent	off Market Valu
						NEW BU	ILD						
1	Mezzanine	1 Bed Flat	Balcony		55.90	602	10,201	948	10,409	967	559,322	581,846	OnMarketVal
2	First	2 Bed Flat	Balcony		71.40	769	6,544	608	6,544	608	456,387	467,274	so
3	First	1 Bed Flat	Winter Garden		50.70	546	6,544	608	6,544	608	320,916	331,804	so
4	First	Studio	Balcony		40.20	433	10,201	948	10,409	967	399,174	418,430	OnMarketVal
5	First	Studio	Balcony		47.00	506	10,201	948	10,409	967	468,537	489,209	OnMarketVal
6	First	1 Bed Flat	Balcony		50.10	539	6,544	608	6,544	608	316,990	327,877	so
7	Second	2 Bed Flat	Balcony		71.40	769	6,544	608	6,544	608	456,387	467,274	so
8	Second	2 Bed Flat	Winter Garden		70.60	760	6,544	608	6,544	608	451,151	462,039	so
9	Second	2 Bed Flat	Winter Garden		70.40	758	6,544	608	6,544	608	449,842	460,730	so
10	Second	1 Bed Flat	Balcony		50.10	539	6,544	608	6,544	608	316,990	327,877	so
11	Third	2 Bed Flat	Balcony		71.40	769	10,201	948	10,409	967	717,430	743,181	OnMarketVa
12	Third	2 Bed Flat	Balcony		70.60	760	10,201	948	10,409	967	709,270	734,854	OnMarketVa
13	Third	2 Bed Flat	Balcony		70.50	759	6,544	608	6,544	608	450,497	461,384	so
14	Third	2 Bed Flat	Terrace		72.20	777	10,201	948	10,409	967	725,590	751,508	OnMarketVa
15	Fourth	2 Bed Flat	Balcony		71.40	769	10,201	948	10,409	967	717,430	743,181	OnMarketVa
16	Fourth	1 Bed Flat	Balcony	add private balace of 69sqft = 6m2	56.70	610	6,544	608	6,544	608	360,183	371,071	so
17	Fourth	3 Bed Flat	Balcony		89.40	962	10,201	948	10,409	967	901,040	930,538	OnMarketVa
18	Fourth	2 Bed Flat	Balcony		72.20	777	10,201	948	10,409	967	725,590	751,508	OnMarketVa
19	Fifth	2 Bed Flat	Balcony		71.40	769	10,201	948	10,409	967	717,430	743,181	OnMarketVa
20	Fifth	1 Bed Flat	Balcony		50.70	546	10,201	948	10,409	967	506,279	527,721	OnMarketVa
21	Fifth	3 Bed Flat	Balcony		89,40	962	10,201	948	10,409	967	901,040	930,538	OnMarketVa
22	Fifth	2 Bed Flat	Balcony		72.20	777	10,201	948	10,409	967	725,590	751,508	OnMarketVa
23	Sixth	2 Bed Flat	Terrace		78.50	845	10,201	948	10,409	967	789,854	817,083	OnMarketVa
24	Sixth	2 Bed Flat	Terrace x 2	add private balace of 83sqft = 8m2	85.80	924	10,201	948	10,409	967	864,318	893,067	OnMarketVa
						*			-				OnMarketVa
24	SECTION TOTAL	ALS			1,600.20	17,224	1				14,007,235	14,484,685	
		untra .				NEW BU	ILD						
1	Ground	Commercial U	Chuch lease back	GIA figures - No rental	361.30	3,889							OnMarketVa
2	Mezzanine	Commercial U	Affordable Office	: GIA figures - £40sq discounted at 20%	97.40	1,048	3,950	367	4,478	416	384,765	436,136	OnMarketVa
						-	2						OnMarketVa
2	SECTION TOTA	ALS			459	4,937					384,765	436,136	
					NIA TOTA	us							

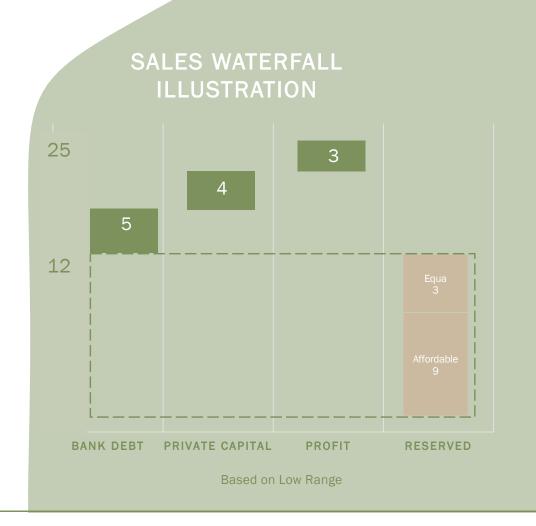




### Private Investment Structure

INVESTMENT					
Amount	£3.257m				
Basis	Equity				
Anticipated Term	24 months				
Return	Profit Share				
Security	Shareholding				
Earn & Learn	Yes – access to 12 months <i>Equa</i> Mastermind				

TIMESCALES			
Investor Funds	June/July 2022		
Return of funds/profit	July 2024		





# Sensitivity Assurance on Time, Profit & ROCE

Several years ago, a valued investor suggested a slight variation to our *Equa*Group 50:50 profit share model whereby a pain/gain share enhancement is introduced.

EquaGroup continue to embed this accountability into our profit share model which creates a very focusing level of accountability on us to perform at the highest level, penalising profit reduction and incentivising profit increase for the enjoyment of Investors and developer.

Simply put, from a pre-agreed mid-range anticipated profit level, if profit drops then Investor: *Equa*Group profit ratio reduces from 50:50 towards 65%:35%

If profits increase, then the reverse happens and Investor: **Equa**Group profit ratio increases towards 35%:65%.

NOTE: All returns are before the deduction of Corporation Tax

#### Assurance

Investor ROCE over Term is estimated to be:

- ❖ 39.8% GDV High Range
- 35.7% GDV Mid Range

Investor Annualised ROCE Returns are presented to show their impact across a range of time as a sensitivity analysis.

Combined with the 9 pre-sold units & 20% EquaGroup Reserved apartment sales (totalling 56% Reserved to-date) this provides a further enhancement to our Development Investor Model.







# Milestone Dates

KEY DATES		PROCESS				
Completed purchase	July 2022	<ul> <li>Exchange &amp; Completion simultaneously</li> <li>Vacant possession</li> </ul>				
Site clearance	Sept 2021	❖ Site clearance and enabling works				
Detailed Design & Tender	June – Sept 2022	<ul> <li>Develop the detailed designs, specifications and formal tender documents</li> <li>Select the tender list and start the tender process by issuing the contractors' their tender documents for pricing with deadline return dates set.</li> <li>Evaluate tender returns and produce shortlist</li> <li>Conduct post tender interviews, final negotiation and appoint contractor(s)</li> </ul>				
Construction commences	Sept 2022	♦ 18 month schedule				
Off-plan marketing start	May 2023	<ul> <li>Appoint marketing and sales agents</li> <li>Develop sales and marketing campaigns</li> <li>Commence sales process</li> </ul>				
Show home opens	Oct 2023	<ul> <li>Enhanced marketing to sell any remaining units</li> </ul>				
Construction completed	Feb 2024	All build works completed and development fully open for any final marketing				
All apartments sold	June 2024	Including Help to Buy, reservations and legal completions				
Profit share distribution	July 2024	<ul> <li>Loan repaid upon completion of the sale of apartments</li> </ul>				









# Development Elevations



East Elevation



North Elevation



# Development Layouts



**Ground Floor** 



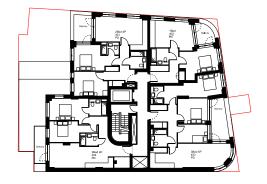
1st Floor



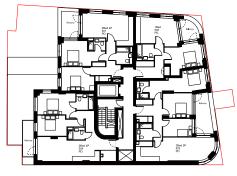
2<sup>nd</sup> Floor



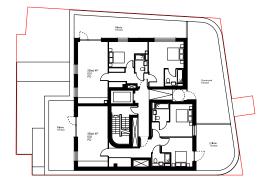
3<sup>rd</sup> Floor



4<sup>th</sup> Floor



5<sup>th</sup> Floor



6th Floor



## Carefully Designed Modern Living





Stunning apartment living









Exquisite fittings & layout





### Our Team

Our Board brings a unique blend of skills, expertise and track record to deliver our strategic plan. Being co-directors for nearly 20 years has created a strength of bond and character that has enabled us to establish a priceless culture of integrity, trust and governance.

Our aggregate 160 years in industry and 3.4m sq ft of real estate expertise provides a robust platform for rigorous and insightful development diligence, high performance operational execution and sustainable development pipeline of investment opportunity to our investors and stakeholders.



**NIGEL GREENE** 

- 20 years of Board level business and property expertise
- Co-founded multiple businesses and deployed projects upto £250m internationally
- Personally invested into property assets accruing a significant international portfolio
- Responsible for our land & acquisition strategy
- Leads our EquaAcademy and EquaEarn & Learn education business



**PHIL BURR** 

- Over 30 years of experience in construction
- Commercially managed developments to £50m
- Responsible for the management of the planning, design, contracts and tendering phases
- Operationally responsible for development construction and asset refurbishment programmes
- Deployment of systems and processes for development governance



**MARK STOKES** 

- Over 26 years of Board level business and property expertise
- Founded and operated global businesses and change infrastructure deployments of £1bn
- Non-Executive Director, business and property mentor for 20+ years
- Responsible for our investor relations programme
- Leads our *Equa*Academy & *Equa*Earn & Learn education business



#### MIKE TIVEY

- 26 years of operating Boards at corporate level
- Strength in structuring, compliance and governance
- Multi-industry experience funding sectors including Energy, Commercial, Housing, Infrastructure & Renewables
- Responsible for institutional funder relations and our strategic sales and deployment channels
- Experienced in funding multiple industry sectors



#### STEPHEN PACKER

- Stephen brings 25 years of commercial finance experience in telecommunications, professional services and energy services businesses
- His early career saw him in divisional level finance roles within FTSE 250 businesses before moving into the private equity sector
- Responsible for all financial modelling, reporting, treasury, audit and compliance



### Our Ethos - Shared Values

Our *Equa*Group ethos is to create maximum shared value for all our stakeholders through our developments.

Our purpose is the creation of highly desirable, modern, intelligent, secure and purposeful homes through the repurposing of tired and redundant office space within the London & Home Counties area.

With our investment partners we address a clearly defined societal need for accessible and affordable homes and are at the forefront of urban re-generation projects. The widely publicised housing market challenges in the UK are clear and the demand for good quality affordable homes is at its highest ever.

Our real estate achieves high performance metrics through low carbon, high energy efficiency and innovation to provide sustainable and economically viable investment grade assets, as well as high quality homes for future generations.

Our contemporary designed one and two bedroom apartments are well positioned to service the area of greatest market demand backed by the availability of government initiatives such as the Help to Buy scheme. This provides positive accessibility to home buyers and enabling our contribution back to the UK housing market.





### High Performance Real Estate

After 30 years of driving innovation and transformation of commercial and residential real estate portfolios, we understand the risks, complexities, changing markets and opportunities that abound.

We also understand that experience comes from execution, fast feedback loops and evolution, and with over 3.4m sq ft of deployed infrastructure under our Board's belt and over £2bn of capital expenditure overseen, we recognise and have established the crucial strategies, systems, teams and processes required to deliver exceptional results – **CONSISTENTLY**.

Our real estate achieves high performance metrics through low carbon, high energy efficiency and innovation to provide sustainable and economically viable investment grade assets as well as high quality homes for future generations.

#### WHY INVEST WITH US?

Proven investment track record in delivering high calibre returns

We are accessible and transparent

Exquisite operational and governance pedigree

20 years of Board experience together

160 years of industry expertise

3.4m sq ft real estate constructed

200+ apartments in construction

Healthy investment pipeline





www.**EquaAcademy**.co.uk | © **Equa**Group 2022

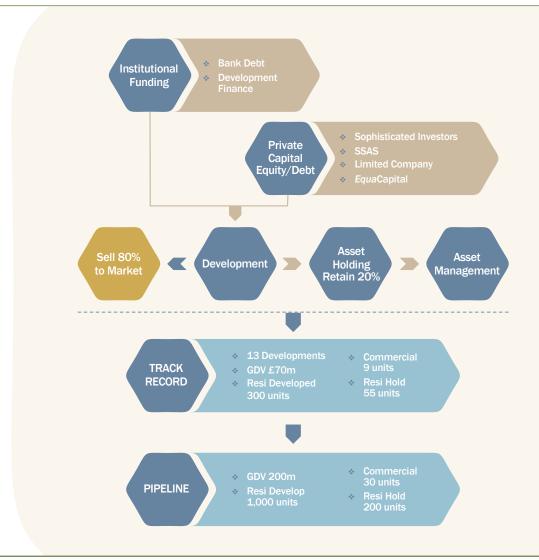


## **Equa** Strategy Model

Our *Equa*Group strategy has multi-generational horizons - we develop and hold strategic property investment assets. Our development company has an enviable track record in creating investment grade assets, many of which we retain through our Real Estate Investment organisation which invests in a diverse range of residential, retail, office and commercial asset classes.

Our infrastructure asset management team optimise our investment strategy, achieving this by deep and critical thinking, stress testing our investment analysis to minimise downside risk and driving optimal performance into each asset.

We are on target to develop over 1,000 residential units with a combined GDV of £200m with retained assets under management of over £50m.





### Enabling Our Vision

#### **WELL ADVISED**

Our underlying ethos of being 'well advised' enables us to engage best in class professional teams to support and scale our business in a risk assured manner. Ensuring our developments are managed to the highest standards enabling predictable investment returns requires a great Team.

We are proud to have ongoing relationships with industry leading organisations who support us through highly accountable delivery obligations and setting unparalleled levels of compliance, quality and governance within our *Equa* culture and values eco-system.

#### CONSTRUCTION

Having deployed 3.4m sq ft of real estate solutions over 30 years, we have operated at all levels in the supply chain from client, consultant, main contractor and subcontractor. We understand the construction industry exceptionally well.

Our construction process is contracted through a standard form of contract following a robust open market tender process. We establish a clear specification of deliverables against highly accountable fixed price, terms and programme requirements.

HEALTH.

SAFETY &

CDM

CONTRACT

**MANAGEMENT** 

PRIVATE

AND SSAS

**INVESTORS** 





# Your Return on Investment

At *Equa*Group we want to understand what "great looks like" to you, as an investor. The economic returns are crucial and underpin our business model, however we also understand that many are also looking for additional benefits to help their growth, creating multiple Returns on Investment.

Our investors enjoy the experience of the development process through our regular site visits where we demonstrate transparently our progress, systems, controls and due diligence, enabling them to 'walk a mile in a developers shoes' providing assurance at every stage of their investment journey with us.

Many of our investors relish this experience to gain detailed insight into our developments as well as the opportunity to meet the Board alongside other investors.





# **EquaEarn & Learn for Investors**





### **Environmental Sustainability / ESG**

#### **EQUA SUSTAINABLE ECO-SYSTEM**

We are committed to underpinning our economic sustainability with strength and leadership in environmentally sustainable best practices. We support the mitigation of climate risk, the decarbonisation of the UK housing stock, minimising our impact on our planets natural resources and improving biodiversity.

#### We achieve this by attention to our supply chain by using:

- Low water consumption technology
- Extensive insulation technologies and solar panels
- Low-emissivity glass minimising solar gain and optimising thermal efficiency
- MVHR (mechanical ventilation heat recovery) maintaining an ambient year round internal temperature
- Ethical and sustainable sources of materials
- Modern methods of off-site construction techniques reducing waste and emissions
- Flood resistant

#### **ENVIRONMENTAL, SOCIAL & GOVERNANCE**

EquaGroup recognises that socially conscious investors are increasingly integrating Environment, Social & Governance criteria into their investment due diligence. In today's rapidly changing economic landscape, sustainability in all its form is vitally important to business and investors alike. At EquaGroup we are proud to support the principles of ESG as part of our ethos to Creating Shared Value.





### Contribution

Creating Shared Value is in *Equa*Group's DNA. Our homes and real estate are at the vanguard of sustainability with our economic sustainability predicated on enhancing others, rather than at the expense of others. Our scale of passion and ambition at corporate level is matched by our commitment to serve society and be a catalytic 'Force for Good' in the community.

### UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS

The United Nations Sustainable Development Goals are a call for action by all countries – poor, rich and middle-income – to promote prosperity while protecting the planet. They recognize that ending poverty must go hand-in-hand with strategies that build economic growth and address a range of social needs including education, health, social protection, and job opportunities, while tackling climate change and environmental protection.

We are committed to contributing towards these goals specifically to Quality Education (Goal #4) and Sustainable Cities and Communities (Goal #11).



#### MAKING A DIFFERENCE

We are members of B1G1, Business for Good, bringing yet further purpose, meaning and relevance in our business by embedding GIVING BACK right at the core of what we do. We help make a real difference in the world by supporting others less fortunate and promoting the great work of our specialist societal partners.



#### **GIVING BACK**

We also give back to The British Heart Foundation and support global entrepreneurship through 'Lend with Care'.

Our book 'Advice To Your Younger Self' is a 'not for profit' incubator of change, making a positive impact in society, enabling many future generations to be inspired and prepared to take risk, seize opportunity and become a compounding force for good through entrepreneurship.

The book is packed with 2,000 years of combined life and business experiences from 49 chapter authors providing essential knowledge, valuable lessons and crucial.

#### lendwithcare









### Contact Us

Our dynamic EquaGroup culture is approachable, accessible and transparent. We remain humble throughout our achievements and maintain our agility and tenacity, continuously evolving and optimising as we pursue our passion for Creating Shared Value.

#### Book an introductory call?

Email us mark.stokes@equagroup.co.uk

Visit us www. Equa Group.co.uk

www.*EquaA*cademy.co.uk









#### Disclaimer

The value of your investment and the return can go down as well as up. Past performance is not an accurate guide to future performance of the development or your investment.

Investments in property development carry risk. Your capital is at risk and you may not get back the value of your investment, or the anticipated

Investment and capital returns may be dependent on a number of factors including economic conditions (the housing market, inflation, interest rates and political factors) and the specific criteria for each project.

Investing in an EquaGroup development is not covered by the Financial Services Compensation Scheme.

EquaGroup do not give investment advice or provide recommendations regarding investment opportunities. You should seek your own independent legal and financial advice.

Investments are only available to certain specified persons who are sufficiently sophisticated to understand the risks.

