

LEADER IN LIVING



AS AT JANUARY 2024



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BUILDING SUSTAINABLE COMMUNITIES

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IMAGE: NINE ELMS

OUR BUSINESS

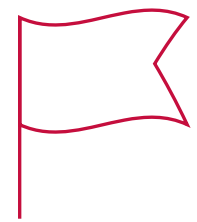
OUR BUSINESS

LEADER IN LIVING

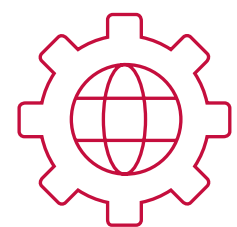
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LEADER IN LIVING



At Telford Homes we are leading the change of the landscape of the living sector in the UK.



We work alongside global institutional partners to bring quality housing and great connections to local communities.



We are the most sustainable homebuilder in the UK, as ranked by NextGeneration for the last four consecutive years.

IMAGE: MANHATTAN PLAZA

OUR CREDENTIALS



GOVERNANCE

In 2019 Telford Homes was acquired by TCC, a wholly-owned subsidiary of CBRE, providing us with the clear support and mandate to grow our business.

Our end-to-end development experts in land acquisition, planning, design, construction and delivery are part of Trammell Crow Company (TCC), a global commercial real estate developer and wholly-owned subsidiary of CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Dallas.



IMAGE: INTERNATIONAL WAY

OUR PARTNERS



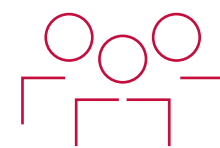
IMAGE: SOUTH KILBURN

OUR STRATEGY

OUR STRATEGY

OUR PURPOSE — TO CREATE SUSTAINABLE COMMUNITIES, IN PARTNERSHIP WITH:

LOCAL COMMUNITIES



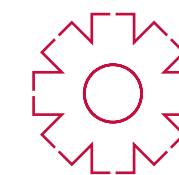
- › Work with local authorities to deliver high quality and comfortable homes to communities for modern living
- › Create much-needed green areas, public spaces and amenities for local residents to create vibrant and lively neighbourhoods
- › Design our sites to create a feeling of community, identity and safety

INSTITUTIONAL PARTNERS



- › Take full responsibility for all land acquisition, planning and design
- › In-house construction management expertise to ensure best in class practices in procurement, contract administration and aftercare services (89% recommended developer rate as attributed by HomeViews)
- › A fiduciary acting with transparency and rigour, providing clear reporting and communication

SUPPLY CHAIN



- › In-house commercial and design teams selecting materials in line with customer trends and regulatory requirements
- › Strong relationships with reliable suppliers who can provide efficient operations and support environmental initiatives
- › Apply continual learning to each project, driving innovation on each completed asset

THE ENVIRONMENT

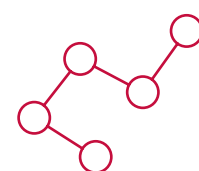


- › In-house sustainability focus with a passion for sustainable growth
- › Commitment to become a net zero carbon company by 2030
- › Fully implemented *Building a Living Legacy* ESG strategy
- › Committed to adopting Science Based Targets and TCFD (Task Force on Climate-Related Disclosures) analysis during 2021

OUR FOCUS

INSTITUTIONAL PARTNERS

A SECURE PIPELINE



- › Strong land acquisition team with over 50 years' industry experience
- › Targeting significant expansion to a substantial pipeline
- › Unparalleled buying power via TCC covenant and financial support
- › Focus on maintaining respected industry reputation for performance and credibility

LONG-TERM RELATIONSHIPS



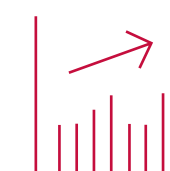
- › Relationships built on trust and shared cultural and commercial values
- › Focus on long-term alignment of interests and repeatable transaction structures
- › Shared values around resident satisfaction, build quality, health and safety, sustainability and commercial success
- › Agreement of shared ambitions for strategic growth

ALIGNMENT OF INTERESTS



- › Ability to co-invest alongside our capital partners
- › Act as General Partner in co-invest ventures
- › Alignment of our capital remuneration to the financial performance of each completed asset
- › Agree incentives for outperformance

STRATEGIC GROWTH



- › Initial focus on consolidating our business across Greater London and expanding into the London commuter towns
- › Mid-term expansion strategy into selected prime regional locations
- › Flexible approach to working with capital partners via a variety of transaction structures, including co-invest, forward funding and 'contractor plus' models
- › A desire to grow with our partners and share mutual success

OUR TRACK RECORD

OUR TRACK RECORD

5,268 UNITS IN THE PIPELINE
REPRESENTING £2.8 BILLION

THE LOCK GREENFORD QUAY

Total Units: **278**
Purchase Date: **Nov 2018**
Investor: **N/A**
PC: **Apr 2022**

ALPERTON BUS GARAGE ALPERTON

BTR Units: **306** | Affordable Units: **151**
Purchase Date: **Jan 2022**
Investor: **Ridgeback / Angelo Gordon**
RP: **Greenstone**
PC: **Apr 2025**

PERFUME FACTORY NORTH ACTON

BTR Units: **238** | Affordable Units: **138**
Purchase Date: **Aug 2021**
Investor: **Realstar**
RP: **Notting Hill Genesis**
PC: **Nov 2024**

CAPITAL INTERCHANGE WAY BRENTFORD

BTR Units: **211** | Affordable Units: **209**
Purchase Date: **July 2021**
Investor: **Ridgeback / Angelo Gordon**
RP: **Peabody**
PC: **2025**

THE PAVILIONS ISLINGTON

BTR Units: **96** | Affordable Units: **60**
Purchase Date: **Feb 2016**
Investor: **L&Q**
RP: **L&Q**
PC: **Jul 2018**

SOUTH KILBURN SOUTH KILBURN

BTR Units: **123** | Affordable Units: **112**
Purchase Date: **Dec 2017**
Investor: **Brent Council**
RP: **Notting Hill Genesis**
PC: **Dec 2021**

NINE ELMS BATTERSEA

Total Units (BTR): **894**
Purchase Date: **Jun 2019**
Investor: **Greystar**
PC: **Mar 2024**

EQUIPMENT WORKS WALTHAMSTOW

BTR units: **257** | Affordable Units: **80**
Purchase Date: **Feb 2016**
Investor: **Greystar**
RP: **Notting Hill Genesis**
PC: **Autumn 2021**

NEW GARDEN QUARTER STRATFORD

BTR Units: **112** | Private Units: **185**
Affordable Units: **65**
Purchase Date: **Mar 2017**
Investor: **Notting Hill Genesis**
RP: **Notting Hill Genesis**
PC: **Jul 2018**

LEB BUILDING BETHNAL GREEN

Total Units: **140**
Purchase Date: **Oct 2017**
Investor: **N/A**
PC: **N/A**

CARMEN STREET POPLAR

BTR Units: **150** | Affordable Units: **56**
Purchase Date: **May 2015**
Investor: **M&G**
RP: **Poplar HARCA**
PC: **Oct 2019**

INTERNATIONAL WAY STRATFORD

BTR Units: **301** | Affordable Units: **79**
Purchase Date: **Dec 2021**
Investor: **Legal & General**
RP: **Legal & General Affordable Housing**
PC: **May 2025**

THE FORGE UPTOWN PARK

BTR Units: **125** | Affordable Units: **67**
Purchase Date: **Dec 2015**
Investor: **M&G**
RP: **East Thames**
PC: **Jul 2019**

BALFRON TOWER POPLAR

Total Units: **146** | BTR Units: **139**
Purchase Date: **Sep 2015**
Investor: **TBC**
PC: **Mar 2023**

CHRISP STREET POPLAR

Total Units: **710**
Purchase Date: **Sep 2015**
Investor: **TBC**
RP: **Poplar HARCA**
PC: **2030**

MILL ROAD ILFORD

Total Units (BTR): **239**
Purchase Date: **Apr 2022**
Investor: **Ridgeback / Angelo Gordon**
PC: **2025**

CHAPEL PLACE ILFORD

BTR Units: **652** | Affordable Units: **185**
PBSA Units: **447**
Investor: **TBC**
PC: **2029**

GALLIONS PHASE 2B ROYAL DOCKS

BTR Units: **132** | Affordable Units: **135**
Purchase Date: **Sep 2015**
Investor: **Sigma and EQT**
RP: **Notting Hill Genesis**
PC: **Q1 2024**

COMPLETED BTR PROJECTS



Equipment Works | £105,500,000 | 257 BTR Units



The Pavilions | £66,750,000 | 96 BTR Units



Carmen Street | £63,200,000 | 150 BTR Units



The Forge | £48,600,000 | 125 BTR Units



New Garden Quarter | £53,700,000 | 112 BTR Units



ENVIRONMENTAL SOCIAL AND CORPORATE GOVERNANCE

BUILDING A LIVING LEGACY ROADMAP

We were one of the **first UK developers to commit to becoming a net zero carbon developer by 2030** via our **Building a Living Legacy (BLL) roadmap**, which outlines our objectives and milestones across our four strategic BLL pillars:

LIVING
LEGACY

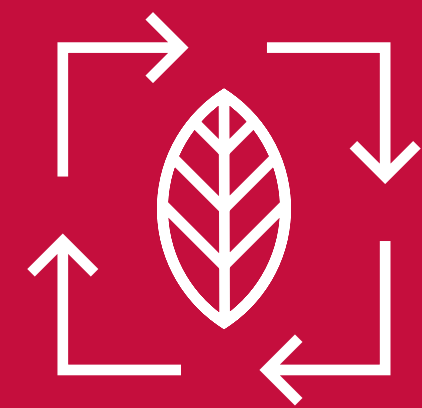
CREATIVE
BUILDING
SOLUTIONS

BALANCED
RESOURCES

SMART
BUSINESS

Our BLL strategy has moved from a compliance model to one which adds value, which differentiates us from our competitors.

On target for
net zero carbon
by 2030



OUR SUSTAINABILITY HIGHLIGHTS



LIVING LEGACY

Creating thriving places that enable people to live sustainable lifestyles

8

schemes in the mayoral opportunity areas

71%

of supply chain spend is with small and medium sized enterprises
(2021: 69%)

£29.8M

of supply chain spend with businesses registered in London boroughs
(2021: £26m)



CREATIVE BUILDING SOLUTIONS

Collaborating with our partners to identify innovative building techniques and deliver the homes of the future

14.3%

of spend invested in modern methods of construction
(2021: 17%)

40%

targeted reduction in CO₂ in new homes*
(2021: 40%) *against national standards

100%

of new build schemes benefit from low carbon or renewable technologies
(2021: 100%)



BALANCED RESOURCES

Making our money work harder through efficient use of resources across our business

23.6%

reduction in our annual site CO₂e intensity
(2021: 6.3%)

99%

of waste diverted from landfill
(2021: 97%)

16%

reduction of water in new homes
(2021: 16%)



SMART BUSINESS

Investing in people and relationships to ensure we deliver lasting value for all stakeholders

1ST

place in the NextGeneration sustainable housebuilder rankings for the fourth year running

87%

recommended developer rate attributed by HomeViews

13TH

Royal Society for the Prevention of Accidents award

ROADMAP TO NET ZERO CARBON BY 2030

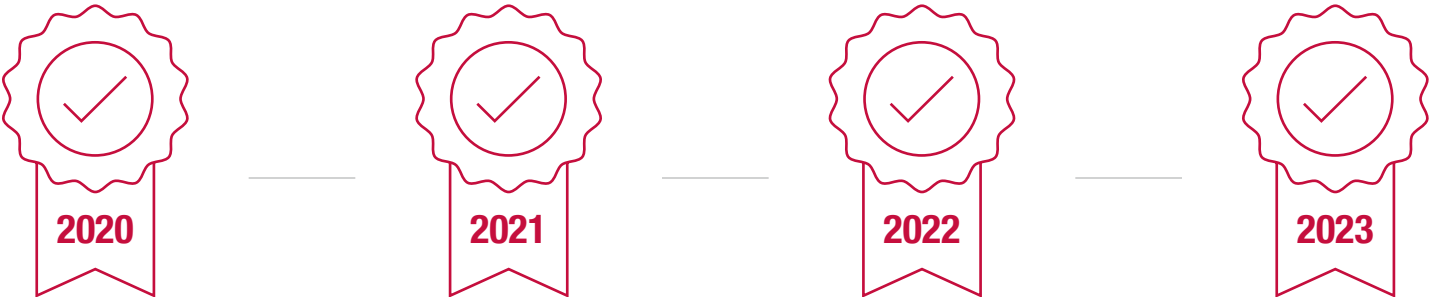
	<div>2020</div>	<div>2021</div>	<div>2022 - 23</div>	<div>2024 - 25</div>	<div>2026 - 27</div>	<div>2028 - 29</div>	<div>2030</div>
		Set our commitment to undertaking our 3rd materiality review post COP26	National Future Homes Standard Taskforce interim report	4th BLL materiality review and Strategic UN SDG analysis National Future Homes Standard to be adopted		5th BLL materiality review and Strategic UN SDG analysis	UN SDG 2030
LIVING LEGACY	<ul style="list-style-type: none">• Maintain NextGeneration Gold status• Continue to develop wellbeing strategies through projects• BREEAM in-use Excellent rating• Social Return on Investment assessment• Biodiversity net positive benchmarking	<ul style="list-style-type: none">• Wellbeing workstream for New London Plan• Consolidate SROI projects• Net positive SROI• Biodiversity net positive• BRE HQM level-4• Publish 2016 - 2021 Social Value Report	<ul style="list-style-type: none">• BREEAM in-use Excellent rating (2022)	<ul style="list-style-type: none">• HQM 5-star (2025)• BREEAM Outstanding project (2025)• Biodiversity and environmental net gain (2025)• Publish positioning strategy for placemaking and meanwhile use (2025)			<ul style="list-style-type: none">• Net zero carbon developments
BALANCED RESOURCES	<ul style="list-style-type: none">• Environmental Product Declarations implementation• Project air quality standards benchmark• Science-Based Targets (SBT) to 2025• CO₂ reduction• 100% of schemes delivered are on Brownfield sites• Water usage	<ul style="list-style-type: none">• Task Force on Climate-Related Financial Disclosures (TCFD)• SBT targets	<ul style="list-style-type: none">• 98% waste diverted from landfill (2022)• Create Air Quality neutral projects (2022)• 10% reduction in embodied carbon (2023)• 50%-60% reduction in operational carbon (2023)• Water consumption less than 100 lppd (2023)	<ul style="list-style-type: none">• Zero waste to landfill (2024)• 70%-80% reduction in operational carbon (2025)• Achieve SBT target (2025)• 20% reduction in embodied carbon (2025)	<ul style="list-style-type: none">• Revisit water neutral schemes (2027)• Create Air Quality+ Projects (2027)• Implement greener concrete strategy (2027)	<ul style="list-style-type: none">• 30% reduction in embodied carbon (2028)	<ul style="list-style-type: none">• 40% reduction in embodied carbon
CREATIVE BUILDING SOLUTIONS	<ul style="list-style-type: none">• Mitigate overheating risks through application of CIBSE TM:59 guidance• Implement Whole Life Carbon model statements for all new schemes• Achieve average B-rated EPC on all schemes• Review smart building strategies through Innovation Forum and parent company	<ul style="list-style-type: none">• BRE HQM level-4• Modern Methods of Construction (MMC)• Set out a smart building strategy	<ul style="list-style-type: none">• BREEAM in-use Excellent (2022)• WLC 30%-40% saving (2022)• Set out a smart building strategy (2023)• BREEAM Outstanding project (2023)• 20% MMC compliance (2023)• Smart building review (2023)• Whole Life Carbon assessment on all new schemes (2023)	<ul style="list-style-type: none">• BREEAM in-use Outstanding (2024)• WLC 50%-60% saving (2024)• WLC 70%-90% saving (2025)• A-rated SAP (energy calculation linked to EPC) (2025)• WELL certified building (2025)	<ul style="list-style-type: none">• 30% MMC compliance (2026)• Full EPD coverage of all key components (2026)• Reduce energy use intensity to 35kWh/m2.yr (2026)	<ul style="list-style-type: none">• Digitally innovative / smart buildings (2028)• WLC achieve 80%-90% saving (2029)	<ul style="list-style-type: none">• Net zero carbon developments
SMART BUSINESS	<ul style="list-style-type: none">• Update Builders Profile pre-qualification of our value chain to include DEI and CBRE Standards of Business Conduct• Modern Slavery and Human Trafficking• CDP• ISO45001	<ul style="list-style-type: none">• TCFD• SBT targets• ISO20400• Launch Diversity, Equity & Inclusion strategy• Staff survey to include SBT and TCFD questions• ISO9001 certification• Review Mental Health & Wellbeing strategy	<ul style="list-style-type: none">• Major Tier 1 sub-contractors to pay the London (relevant) Living Wage (2022)• ISO20400 certification (2023)• BIM certification (2023)	<ul style="list-style-type: none">• Review Integrated Management Systems for ISO9001,14001, 20400 and 45001 (2024)• Achieve SBT target (2025)• Certified living wage employer (2025)			<ul style="list-style-type: none">• Net zero carbon developments

NEXTGENERATION SCORE PROFILE

The NextGeneration benchmark is designed to increase corporate transparency and improve sustainability performance in the homebuilder sector. It is overseen by an executive committee made up of Homes England, the UK Green Building Council, JLL and Lloyds Bank.



The benchmark assesses and ranks the sustainability performance of the UK's 25 largest homebuilders, with **Telford Homes ranking as the UK's most sustainable homebuilder for the fourth consecutive year.**



NEXTGENERATION SCORE PROFILE

The benchmark is made up of over 60 criteria, across 15 sections, covering the full ESG spectrum.

The diagram depicts how we have achieved maximum scores in most areas, **ranking first in:**

- Community and Customer Engagement
- Design and Placemaking
- Environmental Site Management
- Energy and Carbon
- Future Proofing
- Procurement
- Reporting
- Transport



OUR PROJECTS

CASE STUDY

EQUIPMENT WORKS

A DEVELOPMENT WITH LOCAL ENTERPRISE AT ITS HEART

SUMMARY

Equipment Works comprises 337 new homes, including 257 homes for BTR on behalf of Greystar and Henderson Park and 80 affordable homes for Notting Hill Genesis, together with 18,830 sq ft of flexible commercial space.

Formerly the home of the makers of motorised London buses and the prototype for the Routemaster, the vision was to breathe a new lease of life into the former industrial site, providing much needed homes and space for local enterprise including start-ups and small businesses.

The development is located close to Blackhorse Road station on the Victoria line and London Overground.



LEADER IN LIVING



337

Total
Units

257

Homes For
Private Rent

48

Homes For
Shared Ownership

32

Homes For
Affordable Rent

CASE STUDY

EQUIPMENT WORKS

A DEVELOPMENT WITH LOCAL ENTERPRISE AT ITS HEART



This transaction not only represents an exciting expansion of our London footprint, but also demonstrates our long-term commitment to providing high-quality properties that match residents’ demands for value and service. We are thrilled to continue working with Telford Homes and Henderson Park through this project, which will create significant economic and social benefits for the local community.



MARK ALLNUTT

Senior Managing Director,
Greystar



Site Purchase



OCT 2017

Planning Consent



DEC 2017

Start on Site



SEPT 2018

Project Completion



DEC 2021

CASE STUDY

NINE ELMS

CENTRAL LONDON'S MOST
EXCITING RENTAL COMMUNITY

SUMMARY

We are currently constructing 894 BTR homes for Greystar at Nine Elms. Construction commenced in June 2019 and is scheduled to complete in March 2024.

The development is expected to become one of Central London's most prominent BTR offerings, with an unparalleled level of service and amenity provision. Amenities will include a concierge, business suites, residents' lounges, rooftop terrace with swimming pool, bar and BBQ area, indoor and outdoor cinema, dog wash, horticulture gardens and children's play areas.

The project is progressing on time and budget, despite a multitude of technical complexities including a unique piling strategy, designed to overcome the challenges of building over the new Northern Line Extension.



894

Total
Units

760

Homes For
Private Rent

134

Discounted
Market Rent

CASE STUDY

NINE ELMS

CENTRAL LONDON'S MOST
EXCITING RENTAL COMMUNITY



We have enjoyed a highly successful partnership with Wandsworth Council thanks to their clear vision for the Nine Elms regeneration area and with Telford Homes thanks to their expertise in constructing and delivering high-quality rental housing. Nine Elms Parkside has been designed as a neighbourhood with community at its heart, and addresses the structural undersupply that exists in London today.



**CHARLES
PARRY MRICS**
Director, Greystar



Site Purchase



JUN 2017

Planning Consent



NOV 2018

Start on Site



JUN 2019

Project Completion



MAR 2024

CASE STUDY

INTERNATIONAL WAY

A BEAUTIFULLY DESIGNED LANDMARK FOCUSING ON COMMUNITY

SUMMARY

Telford Homes and Legal & General are working in partnership to deliver a bespoke BTR development of 301 homes and 79 BTR affordable homes. Sharing garden and amenities to create an inclusive community just minutes from Stratford International Station.

The architects Suttonca Limited and landscape architects Standerwick Land Design have a vision for an active contemporary London streetscape, ‘inhabiting the arches’ and modern towerliving to complement the future skyline of the Stratford Metropolitan Centre. Work has started on-site.



380

Total
Units

301

Homes
for BTR

79

Homes For
Affordable Rent

CASE STUDY

INTERNATIONAL WAY

A BEAUTIFULLY DESIGNED LANDMARK
FOCUSING ON COMMUNITY



We are absolutely delighted to have closed our first BTR funding deal with Telford Homes. The project team has been very easy to deal with, we have been impressed by the timely provision of accurate commercial and technical information and we have also been impressed with the professionalism and technical expertise shown by the team so far. It has been a pleasure working with you and your team and we look forward to concluding more transactions with you in the near future.



ADAM RUSSELL
Residential Transactions Manager,
Legal & General Investment
Management (LGIM)



Site Purchase



DEC 2021

Start on Site



FEB 2022

Project Completion



DEC 2025

CASE STUDY

PERFUME FACTORY

A LANDMARK MIXED-USE,
RENTAL HOUSING DEVELOPMENT

SUMMARY

Telford Homes and Realstar completed a £91m forward-funding arrangement to deliver a landmark **UNCLE** rental housing development.

The scheme will see the former Elizabeth Arden factory site transformed into a new purpose-built BTR scheme, delivering 376 new homes, which includes affordable rent and shared ownership with Notting Hill Genesis; and 1,403 sq m of commercial floor space across three residential towers comprising 12, 16 and 25 storeys, as well as public realm improvements.



CASE STUDY

PERFUME FACTORY

A LANDMARK MIXED-USE,
RENTAL HOUSING DEVELOPMENT



Realstar have been working with Telford Homes for several years and we have always found them very professional. We are delighted to be working with them on Perfume Factory. We have been very impressed with the quality of their workmanship and their professional and technical teams. They are ahead of programme and the site is run in a clean and efficient manner. The construction team are very enthusiastic and their attention to detail is outstanding.



KATE FREER
EVP Investment,
Realstar Group



Site Purchase



JUL 2021

Start on Site



AUG 2021

Project Completion



NOV 2024

APPENDICES

OUR VALUES

We operate our business by adhering to our corporate “RISE” values.

They guide us in the pursuit of our mission and highlight the principles we employ in dealing with all our key constituents – customers, investors and one another:



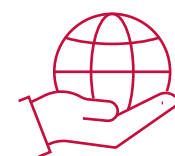
RESPECT

Treat everyone with dignity, value their contributions and help one another succeed.



INTEGRITY

Uphold the highest ethical standards in our business practices.



SERVICE

Dedicate ourselves to making a meaningful impact with our clients and in our communities.



EXCELLENCE

Aspire to be the best in everything we do and drive for continuous improvement.

EXECUTIVE COMMITTEE



ANNE KAVANAGH
Chief Executive Officer

Anne is the CEO of Telford Homes. In this role, Anne is responsible for developing the firm's overall strategy, the day-to-day operational performance, risk management and stakeholder relationships. She chairs the Telford Homes Executive Committee and sits on the Board of Directors.

Anne previously served as Board Director and Chief Investment Officer at PATRIZIA, a global real assets investment manager. Under her leadership, PATRIZIA grew to manage more than €55 billion in real estate assets. She also oversaw key acquisitions and all investment activities for the firm, including PATRIZIA's key fund management strategies. Prior to joining PATRIZIA in 2017, she held leadership roles at AXA Real Assets, Lazard, Cambridge Place IM and JLL.

Externally, Anne is a Global Board Member and a Governing Trustee of the Urban Land Institute and a Non-Executive Commissioner of the Crown Estate.



LESLEY CHEN DAVISON
Chief Operating Officer

Lesley is the Chief Operating Officer of Telford Homes. In her role, Lesley is responsible for Telford Homes' investment underwriting, Investment Committee processes and the implementation of business plans. The Investment, Development Management and Customer Services teams report directly to her.

Lesley has over 26 years' experience in real estate and is a well-established leader in the UK's BTR market, having been heavily involved in some of the UK's earliest purpose-built BTR projects, including East Village and Elephant Central during her time at Delancey. Lesley was previously the Head of Commercial Strategy for GoSpace AI Limited, where she oversaw strategic, go-to-market, client and operational initiatives along with investor and partner relationships. Prior to that, she was CIO of Seaforth Land, leading the firm's investment strategy, property acquisitions and financing.



CHARLIE WEATHERILL
Transactions & Capital Markets Director

As Transactions & Capital Markets Director, Charlie is responsible for acquisitions and all capital markets relationships and focuses on securing funding partners for a growing pipeline of BTR developments. Charlie plays a critical role in establishing and nurturing relationships with funding partners who are keen to invest alongside Telford Homes in purpose-designed and built rental homes.

Charlie joined from Savills, where he was a founding director of the Operational Capital Markets business. Charlie has been an influential contributor to the rapid evolution of the UK's BTR sector and has personally advised or executed on over £5bn of funding transactions in the sector to date.



JOHN HICKMAN
Operational Finance Director

With over 20 years' experience working in finance roles, John joined Telford Homes in March 2011 as Financial Controller, before being appointed Operational Finance Director in 2017.

John is responsible for all aspects of the finance function within Telford Homes – including statutory compliance, tax, FP&A, SOX, group reporting, debt funding and compliance. During his time with the business, John has overseen the expansion of the group's finance function and the integration with CBRE; including US GAAP reporting and the adoption of SOX.



LIAM FOWEATHER
General Counsel

Liam joined Telford Homes in October 2021, with over 20 years' experience of acting for large real estate developers, obtained both in-house and from private practice.

Liam has a wide and varied role at Telford Homes, which includes leading the in-house Legal team, overseeing Telford Homes' legal matters (including transactions) and leading on strategic legal advice, risk detection, prevention and mitigation, compliance and managing external counsel. Liam regularly works with the Sustainability team to support initiatives within the business, including policy and governance.



SUSAN VENTON
Head of People, TCC Europe

Since joining Telford Homes in April 2021 as the Head of People, Susan's role has expanded to include the wider TCC Logistics operation in Europe currently covering Czech Republic, Germany, Spain, France, and the United Kingdom. Susan is a Chartered Fellow of the CIPD and is responsible for supporting senior managers with talent and leadership development, succession planning, employee engagement and organisation design, as well as building capability to support the attraction, retention and development of employees.

Prior to joining Telford Homes, Susan held Head of European Business Partner roles and Specialist Employee Relations roles at Standard & Poor's, Fitch Ratings, Citi and Moody's. Susan left Moody's to join GAIN Capital as their Head of HR EMEA/APAC before opening her own HR Consultancy business, where she became acquainted with CBRE and Telford Homes.



JAMES BERCICH
Deal Principal

James Bercich serves as Deal Principal at Telford Homes. Based in London, his responsibilities include identifying, structuring, and securing ground-up development deals and investment opportunities, as well as the capitalisation strategy around securing debt and equity, asset management, and dispositions.

Prior to joining Telford Homes, James was Senior Vice President and Head of Investments for Europe at CA Ventures. Prior to CA, James held Senior positions at Global Student Accommodation Group and Scape, as well as five years' experience at Deloitte and the Royal Bank of Canada.

James has significant experience in acquisitions across multiple capital structures, joint ventures, development management, disposals and investment structuring, with a track record of raising and deploying over \$4Bn of institutional capital into the living sector across the UK and internationally.



MARTIN KELLY
Construction Management & Remediation Director

Martin joined Telford Homes in 2023 as Construction Management and Remediation Director. With nearly 40 years' experience in the industry, Martin is responsible for all Operations of Telford Homes projects – including Pre-construction, Technical, Commercial and Construction.

Martin's role includes setting the strategy for the Operations Department, project approach, change management and stakeholder engagement. Martin sits on the Executive Leadership Team which allows him to input into wider Company strategy. Martin has held Director level and Managing Director positions with KPMG, Arup, Severfield plc and Qualter Hall.

CASE STUDY

THE PAVILIONS

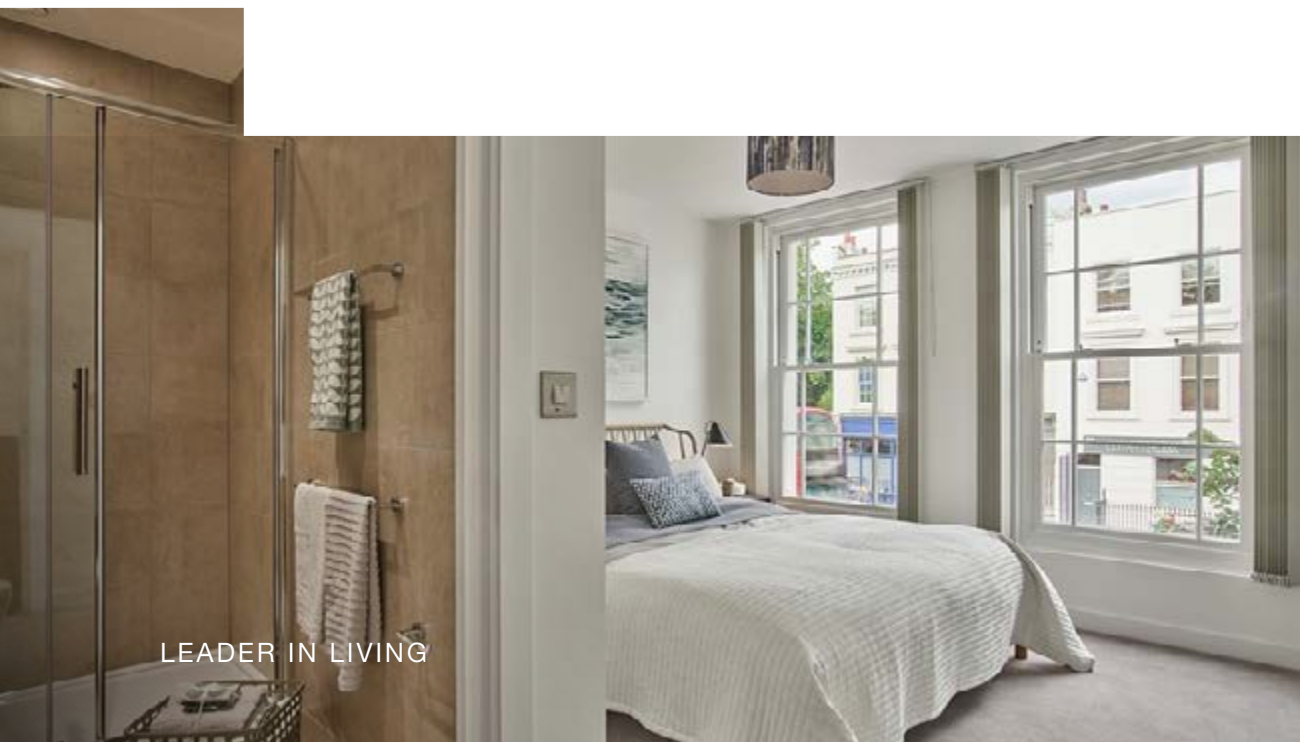
EXEMPLIFIES EXPERTISE IN BUILDING
SUSTAINABLE COMMUNITIES

SUMMARY

Telford Homes acquired the site under a subject to planning contract from London and Continental Railways (LCR) in April 2013. The Pavilions was a challenging site, constrained by HS1 and Thames Water infrastructure running below the site, overground railway infrastructure running parallel to it, and a designation as a Site of Importance for Nature Conservation (SINC).

LB Islington granted planning permission for 156 new homes, of which 38% (60 homes) were affordable with the remainder for private rent. In addition to the new homes, the scheme delivered a substantially enhanced SINC, incorporating an educational nature trail and bird hide for use by local school and community groups.

We engaged Jestico & Whiles as well as Standerwick Land Design, and worked closely with LB Islington to sensitively design a scheme that maximised the residential capacity of the site without compromising the nature conservation designation.



156

Total
Units

96

Homes For
Private Rent

4

Homes For
Shared Ownership

56

Homes For
Affordable Rent

CASE STUDY

THE PAVILIONS

EXEMPLIFIES EXPERTISE IN BUILDING
SUSTAINABLE COMMUNITIES

“

The Pavilions has been designed as a modern, sustainable development with community very much at its core, providing high-quality homes for rent, in a desirable and well-connected location.



LUKMAN AHMED
PRS and Commercial Director,
L&Q



Site Purchase



APR 2013

Planning Consent



DEC 2014

Start on Site



SEPT 2015

Project Completion



JUL 2018

CASE STUDY

CARMEN STREET

LANDMARK 22 STOREY TOWER

SUMMARY

Carmen Street has delivered 206 new homes, including 150 homes for BTR on behalf of M&G Real Estate, and 56 affordable homes that were sold to Poplar HARCA. The development, which includes a landmark 22 storey tower, is located adjacent to Langdon Park DLR station.

The development completed on time and within budget in October 2019 and includes an array of high quality tenant amenities including concierge, lobby with flexible working space, gymnasium, sky view residents’ lounge and landscaped courtyards including children’s play areas.



206

Total
Units

150

Homes For
Private Rent

23

Homes For
Shared Ownership

33

Homes For
Affordable Rent



CASE STUDY

CARMEN STREET

LANDMARK 22 STOREY TOWER

“

With high quality, sustainable rental housing in key London locations such as Poplar in short supply, Carmen Street represents clear progress in our strategy of providing much needed homes in this key housing tenure. Our relationship with Telford Homes has been fundamental to the progress on the site.



ALEX GREAVES
Head of Residential Investment,
M&G Real Estate



Site Purchase



APR 2016

Start on Site



AUG 2018

Project Completion



OCT 2019

CASE STUDY

THE FORGE

AWARD WINNING DEVELOPMENT

SUMMARY

We secured planning for 192 homes and subsequently sold 125 homes to M&G for BTR and 67 affordable homes to East Thames.

The new buildings range from three to five storeys with a 14-storey focal building. The development comprises 35% affordable housing and 39% of the homes are family sized with three bedrooms or more.

This award winning development features a residents' lounge and games room, a landscaped roof terrace and gardens and a gymnasium for residents to enjoy.



192

Total
Units

125

Homes For
Private Rent

37

Homes For
Shared Ownership

30

Homes For
Affordable Rent

CASE STUDY

THE FORGE

AWARD WINNING DEVELOPMENT

“

As the scheme moved forward to construction there were a number of unique technical challenges that involved close collaboration between Telford Homes and their design team. The solution to achieve the extremely onerous limitation on the surface water discharge rate from the site, imposed by planning, through the introduction of blue roofs, was a particularly successful achievement of this collaboration.



MARK MCGECHAN

Director,
RM_A Architects



Site Purchase



NOV 2014

Planning Consent



SEPT 2015

Start on Site



NOV 2016

Project Completion



JUL 2019

CASE STUDY

NEW GARDEN QUARTER

AN EXEMPLAR IN SUSTAINABLE CITY-MAKING

SUMMARY

This mixed-use development includes 471 new homes arranged around a two acre garden square and over 10,000 sq.ft of commercial space.

In a joint venture with Notting Hill Genesis, we have delivered 112 homes for build to rent within a broad range of housing tenures, a number of retail units, a nursery and a proposed café.

Bounded on two sides by train lines, HS1 to the south and Network Rail to the west; we worked closely with both parties to ensure our design met with their access and servicing arrangements, and to gain consent on the various protection agreements required. We engaged PTE Architects, and carefully managed the planning and design process. Through a variation to the outline consent, we added 15% additional residential capacity to the scheme, without compromising design, quality or integrity.



471

Total
Units

112

Homes For
Private Rent

185

Homes For
Open Market Sale

65

Homes For
Shared Ownership

109

Homes For
Affordable Rent

CASE STUDY

NEW GARDEN QUARTER

AN EXEMPLAR IN SUSTAINABLE CITY-MAKING



At Telford Homes they are all very dedicated and enthusiastic, but also open and transparent. This is fundamental to the good partnership we have. I am confident in their ability to take a strong commercial lead on behalf of the JV.



ANTHONY GREEN
Senior Project Manager,
Notting Hill Genesis



Site Purchase



SEPT 2015

Planning Consent



NOV 2015

Start on Site



NOV 2015

Project Completion



AUG 2019

CASE STUDY

SOUTH KILBURN

A KEY PART OF THE REGENERATION OF SOUTH KILBURN

SUMMARY

The site is a significant residential development located in South Kilburn. The project is a partnership between Telford Homes and the London Borough of Brent.

The project has delivered exceptional benefits to the local community, including 235 high quality, affordable homes for local families - all of which are owned and managed by Brent Council. Alongside the new homes, the development has created extensive landscaped areas for public use, as well as a secure courtyard and children’s play areas for residents.



235

Total
Units

123

Homes For
Open Market Sale

112

Homes For
Affordable Rent

10

Shared
Equity Homes

CASE STUDY

SOUTH KILBURN

A KEY PART OF THE REGENERATION OF SOUTH KILBURN



The construction project was well managed; Telford Homes have succeeded in causing close neighbours little disruption. Residents have been supportive of the regeneration thanks in part to the support from Telford Homes and the fantastic development residents could see being built.



EMMA SWEENEY
Head of Estate Regeneration,
London Borough of Brent Council



Site Purchase



JUL 2017

Start on Site



SEPT 2018

Project Completion



OCT 2021

CASE STUDY

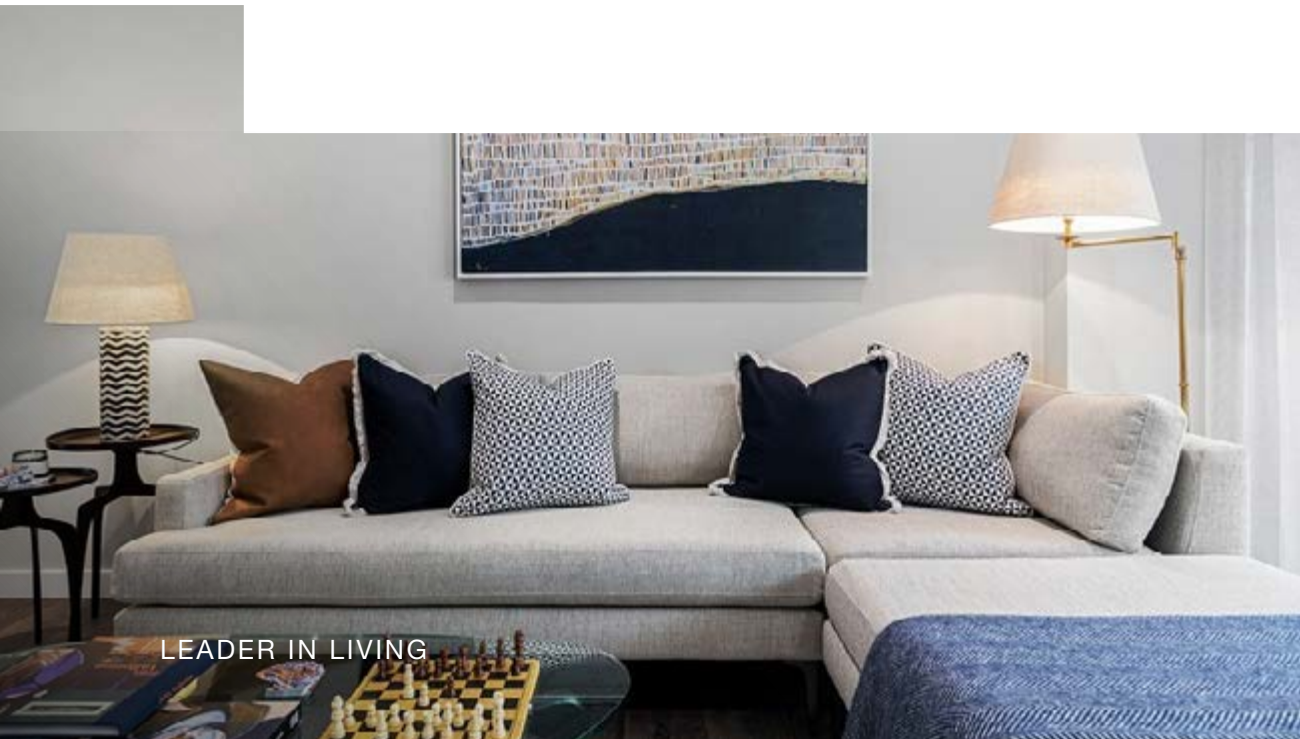
STONE STUDIOS

A COMMUNITY-LED DEVELOPMENT
PROVIDING AFFORDABLE WORKSPACE

SUMMARY

Stone Studios is a unique live-work community, located in the heart of Hackney Wick, delivering a wide range of community and regeneration benefits. Built on the site of a former metalworks, the development has been designed to celebrate the area’s industrial heritage by retaining the characteristics from the original building, including impressive brick facades, saw-toothed roofs and striking metal balconies.

As well as providing new homes, the development includes 54,000 sq ft of high-quality commercial space, bringing new retail and hospitality offerings to the area. 33,000 sq ft of affordable workspace, acquired by charity Creative Land Trust, will provide long-term, genuinely affordable studios for local artists and creatives – helping to maintain and nurture the area’s unique creative spirit.



120

Total
Units

110

Homes For
Open Market Sale

4

Homes For
Shared Ownership

6

Homes For
Affordable Rent

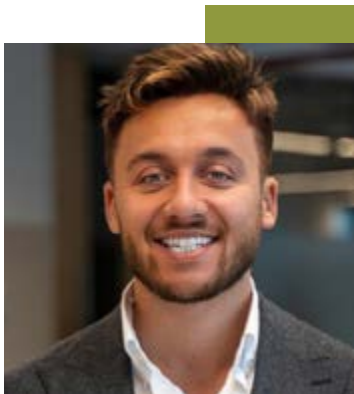
CASE STUDY

STONE STUDIOS

A COMMUNITY-LED DEVELOPMENT
PROVIDING AFFORDABLE WORKSPACE

“

Telford Homes have been a joy to work with over the past 24 months on Stone Studios in Hackney Wick. The team is highly experienced, enthusiastic and efficient which is seen in their output across the board. Stone Studios has been one of Savills' best-selling schemes in London for 2021 and it has been a pleasure to be part of such a great team.



BENJAMIN HOBART
Director, Savills



Site Purchase



JUL 2017

Start on Site



DEC 2017

Project Completion



FEB 2022

CASE STUDY

THE LOCK

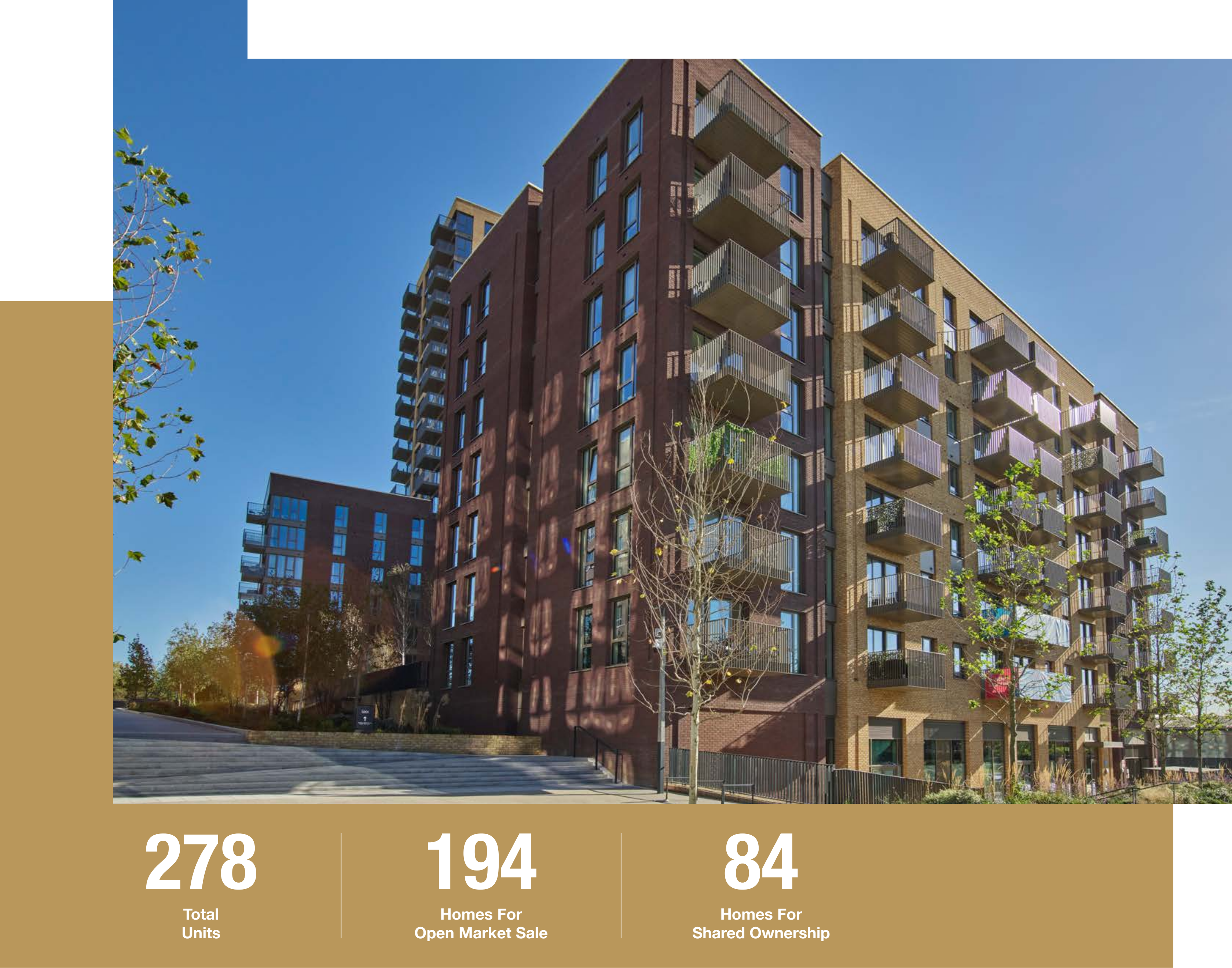
PART OF GREYSTAR'S FLAGSHIP
NEW NEIGHBOURHOOD

SUMMARY

The Lock at Greenford Quay is a landmark development from Telford Homes, forming part of the ambitious new waterfront neighbourhood at Greenford Quay by Greystar.

In total the masterplan has delivered 2,118 high quality homes, as well as over 20,500 sq m of commercial space. The Lock, designed by SLCE Architects, occupies the southern half of the former Hovis bakery site. Its community vision and high-quality placemaking is underpinned by the heritage value of the Grand Union Canal, complemented with sensitively created new public realms and social infrastructure.

To support community cohesion, help reduce urban-loneliness and improve wellbeing, the residents have access to significant levels of internal and courtyard amenities and co-workspaces – its vision is to ‘live, work, breathe and be.’



278

Total
Units

194

Homes For
Open Market Sale

84

Homes For
Shared Ownership

CASE STUDY

THE LOCK

PART OF GREYSTAR'S FLAGSHIP
NEW NEIGHBOURHOOD



This transaction not only represents an exciting expansion of our London footprint, but also demonstrates our long-term commitment to providing high-quality properties that match residents demands for value and service. We are thrilled to continue working with Telford Homes and Henderson Park through this project, which will create significant economic and social benefits for the local community.



MARK ALLNUTT

Senior Managing Director UK,
Greystar



Site Purchase



NOV 2018

Start on Site



MAR 2019

Project Completion



APR 2022

CASE STUDY

ALPERTON BUS GARAGE

A HIGH-QUALITY, MIXED-USE RESIDENTIAL
AND COMMERCIAL DEVELOPMENT

SUMMARY

Alperton Bus Garage is a bespoke development of 306 BTR homes alongside a residents’ lounge, gymnasium, co-working areas and over 12,000 sq ft of manicured residents’ gardens, terraces and a children’s play space at podium level. The development will also deliver 155 affordable homes, which have been acquired by Greenstone.

The site was acquired in November 2021, having received planning approval from Brent Council to transform the current bus depot into a high-quality, mixed-use residential and commercial development. In addition to new rental homes, the development will deliver 27,400 sq ft of light industrial and last mile logistics space, known as Alperton Yard, aimed at supporting start-ups, small businesses, and those in the creative industries. This area is also being acquired by the JV at completion.



461

Total
Units

306

Homes
for BTR

155

Homes For
Affordable Rent

CASE STUDY

ALPERTON BUS GARAGE

A HIGH-QUALITY, MIXED-USE RESIDENTIAL
AND COMMERCIAL DEVELOPMENT



I am truly impressed with the exceptional collaborative approach of the Telford commercial and construction teams, who have consistently delivered outstanding project outcomes through their unwavering commitment to excellence and teamwork.

We look forward to building more with the Telford team.



RYAN MITCHELL
Managing Director
at Greenstone



Site Purchase



NOV 2021

Start on Site



FEB 2022

Project Completion



Q4 2025

CASE STUDY

MILL ROAD

AN EXCITING RIVERSIDE,
SUSTAINABLE COMMUNITY

SUMMARY

The scheme will deliver 239 units, of which 77 are affordable homes, as well as an improved public realm with pedestrian access to Ilford train station and the town centre.

There will be an onsite play space, riverside landscaping and three rooftop terraces for residents to enjoy. In line with our Building a Living Legacy strategy, the new development will be car free and will aim to achieve 56% carbon savings against a target of 35%.

The scheme will be purposely designed for BTR, a market that is fast emerging in Ilford, underpinned by strong demographic trends, and will provide new, high-quality rental homes in a previously under-utilised brownfield site.



239

Total
Units

162

Homes For
BTR

55

Homes For Discounted
Market Rend

22

Homes For
Affordable Rent

CASE STUDY

MILL ROAD

AN EXCITING RIVERSIDE,
SUSTAINABLE COMMUNITY

“

Ridgeback, alongside our JV partner Angelo Gordon, is pleased to be working with Telford Homes to bring forward these three landmark developments [Mill Road, Capital Interchange Way and Alperton Bus Garage] to help meet the needs of the modern renter in these underserved locations. This acquisition demonstrates our continued appetite for investment in London and our objective to deliver high-quality homes for rent across the country.

GEORGE BOSSOM

Partner, Ridgeback Group



Site Purchase



APR 2022

Start on Site



FEB 2023

Project Completion



Q1 2026

CASE STUDY

CAPITAL INTERCHANGE WAY

A WELL-CONNECTED, MIXED-USED SCHEME FOR BUILD TO RENT & AFFORDABLE HOUSING

SUMMARY

Capital Interchange Way is a joint venture between Telford Homes and Catalyst by Design. The scheme is set to deliver 420 new homes, 197 of which will be for affordable rent and shared ownership.

As well as providing much needed BTR and affordable housing for the area, the project will also provide circa 48,000 sq ft of office and retail space. Conveniently located close to boutique shopping at Kew Village, Syon Park, the Royal Botanic Gardens and within walking distance from Chiswick High Street. The development will offer future residents convenient access to some of London’s hidden gems, right on their doorstep.



LEADER IN LIVING



420

Total Units

223

Homes For BTR

112

Homes For Shared Ownership

85

Homes For Affordable Rent

CASE STUDY

CAPITAL INTERCHANGE WAY

A WELL-CONNECTED, MIXED-USED SCHEME FOR BUILD TO RENT & AFFORDABLE HOUSING



After much planning, we are pleased to start work on this exciting development with Telford Homes. Once complete, Capital Interchange Way will blend seamlessly into Brentford, both adding to and complementing the ongoing regeneration in the area. There will be much on offer for future residents – stylish new homes, beautifully landscaped outdoor spaces, and excellent access to nearby shops, transport links and visitor attractions. We look forward to welcoming residents to this fantastic new neighbourhood.



PHILIP JENKINS

Executive Director
of Development,
Peabody



Site Purchase



JAN 2018

Start on Site



APR 2022

Project Completion



OCT 2025



telfordhomes

A TRAMMELL CROW COMPANY DEVELOPER

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