



**telfordhomes**  
A TRAMMELL CROW COMPANY DEVELOPER

**CORPORATE  
BROCHURE**

**2023**





HOLY TRINITY SCHOOL AT VIBE

**BUILDING  
SUSTAINABLE  
COMMUNITIES  
AND CREATING  
REWARDING  
OPPORTUNITIES.**



**CONTENTS**

<b>Who We Are</b>	<b>4</b>
<b>Telford Homes at a Glance</b>	<b>6</b>
<b>Leadership Team</b>	<b>7</b>
<b>Trammell Crow Company</b>	<b>8</b>
<b>Our Strategy</b>	<b>10</b>
<b>Targeted Locations</b>	<b>12</b>
<b>What We Do</b>	<b>13</b>
<b>Track Record</b>	<b>14</b>
<b>Awards</b>	<b>26</b>
<b>Our People</b>	<b>28</b>
<b>ESG Strategy</b>	<b>30</b>

# Telford Homes is one of London’s leading developers, with a focus on designing and constructing high-quality Build to Rent developments across the capital and beyond.

**OVER 13,000 HOMES DELIVERED ACROSS LONDON SINCE INCORPORATION IN 2000.**



GALLIONS POINT

At Telford Homes we are changing the landscape of the Build to Rent (BtR) sector in the UK.

We’re channelling our experience and expertise into delivering exceptional rental developments. We build high-quality homes and sustainable communities, creating highly rewarding opportunities for our partners, stakeholders, residents and employees. Our expertise, sector knowledge and focus on sustainability is the combination that really sets us apart.

Our expert in-house teams of end-to-end development specialists across land acquisition, planning, design, construction and delivery are backed by Trammell Crow Company (TCC), one of the leading developers and investors in commercial real estate in the US. We form long-term partnerships, sourcing locations and opportunities that maximise investment returns and minimise risk.

As a fully integrated specialist with an extensive pipeline and a proven track record, our partners choose us time and again.

Our homes are specifically designed to be places our residents can live in, stay in and enjoy for years to come. All of our homes are built to a high-specification, with excellent amenities, in well-connected locations. We help to enhance communities by revitalising regeneration areas and creating new and exciting experiences.

Sustainability, longevity, passion and value are woven into every aspect of our business – into our practices, materials and processes. Our focus on sustainable building and living is called Building a Living Legacy (BLL). We are continually investing in our people, providing rewarding opportunities to develop and grow.

**Telford Homes – building sustainable communities and creating rewarding opportunities.**



STONE STUDIOS

## IN SUMMARY:

- Our expert in-house team of end-to-end specialists across land acquisition, planning, design, construction and delivery understand the need of residents and investors
- The places and spaces we create are designed and built with residents, communities and the future in mind, somewhere not just to live but to thrive
- We pride ourselves on long-term, trusted relationships with landowners, public bodies, agents and stakeholders to provide us with a reliable, high-quality pipeline of land opportunities, securing the best locations for maximum returns
- Through our award-winning *Building a Living Legacy* strategy, we weave sustainability into everything we do, enabling our business, investors, residents and communities to have a lasting positive impact
- An industry-leading track record in staff welfare and onsite health and safety, recently receiving our 12th consecutive RoSPA award
- Our stakeholder and partners benefit from the extensive knowledge and financial backing of our parent companies - Trammell Crow Company, one of the leading developers and investors in commercial real estate in the US, and CBRE



With the proportion of people renting on the rise, customers are increasingly turning to a rental model, not just due to affordability, but as a lifestyle choice with greater flexibility. As a more risk-averse, long-term investment asset, we expect that Build to Rent will play a key role in increasing housing delivery across the UK post-Covid.

**Jon Di-Stefano**  
CEO, Telford Homes



**Over 300 direct employees**



**Over £3bn development pipeline**



**Over 90% employee retention rate**



**Targeting net zero carbon by 2030**



**Successful partnerships with investors, landowners and suppliers**



**Achieved a RoSPA Gold Award for 12 consecutive years**



**Most sustainable UK housebuilder in NextGeneration Awards**



**Award-winning reputation**





**Jon Di-Stefano**  
Chief Executive Officer



**Katie Rogers**  
Chief Financial Operating Officer



**Charlie Weatherill**  
Capital Markets Director



**John Fitzgerald**  
Group Managing Director



**Jerome Geoghegan**  
Group Land & Planning Director

Jon Di-Stefano is the Chief Executive Officer of Telford Homes. He is responsible for group strategy, day-to-day operational performance, risk management, stakeholder relationships and all other long-term business planning. He chairs the Telford Homes Executive Committee and sits on the Board of Directors. Jon joined Telford Homes in 2002 and was appointed as CEO in 2011. During this time he has overseen a prolonged period of business growth and, since 2015, has led the group's strategic move towards the delivery of BtR homes.

Katie Rogers was appointed as Chief Financial Officer in July 2011. She leads and manages the finance team for the Group and is responsible for long-term profit forecasts and for maintaining ongoing relationships with the Group's funding partners. Working alongside Charlie Weatherill, Katie is heavily involved in procuring development finance for new projects, and maintaining relationships with the business's key lending partners. Katie is also responsible for the legal, risk, ethics and compliance and the marketing and communications teams.

As Capital Markets Director, Charlie is responsible for 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 on approximately £4 billion of funding transactions in the sector to date.

John Fitzgerald is Group Managing Director, where he is responsible for operations across the business including health, safety and sustainability. John has overseen the internal restructuring of the Group's operations. He has been influential in developing joint venture relationships with a number of partners. John began his career in 1987 with Willmott Dixon Construction, followed by Willmott Dixon Housing and has 30 years' experience in construction and housebuilding. John sits on the leadership board of the Home Building Skills Partnership.

Jerome Geoghegan has been working in residential development for over 25 years and for 20 years was at L&Q Group, most recently as the Executive Director of Development and Sales. Prior to that he was at East Thames Housing Group. Jerome led the significant and successful growth of L&Q, delivering substantial volumes of new homes through regeneration and placemaking. He also led on creating their own construction arm and acquiring and overseeing a strategic land business. He is responsible for the Group's land buying and planning strategy, land acquisition, major planning applications and maintaining key partnerships.

**In 2019 Telford Homes was acquired by Trammell Crow Company, providing us with the clear support and mandate to grow our business and become the leading BtR developer in the UK.**

Trammell Crow Company (TCC), founded in 1948, is one of the leading developers and investors in commercial real estate in the US. The Company has developed or acquired 2,800 buildings valued at nearly \$70 billion and over 625 million square feet. As of 31st March 2021, TCC had \$15 billion of projects in process and \$6.8 billion in its pipeline. It employs nearly 600 professionals in the United States and Europe.

Trammell Crow Company's teams are dedicated to building value for its clients with professionals in 23 major cities throughout the United States and Europe. The company serves users of and investors in office, industrial, healthcare, multi-family residential, through its operating subsidiary High Street Residential, and mixed-use projects. For those who occupy real estate, TCC can execute the development or acquisition of facilities tailored to meet the needs of its clients. For investor clients, the company specialises in joint venture speculative development, acquisition/re-development ventures, build-to-suit development and providing incentive-based fee development services.

TCC is an independently operated subsidiary of CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Dallas, and is one of the world's largest commercial real estate services and investment firms (in terms of 2020 revenue).

**CAPABILITIES**

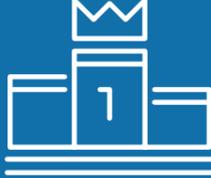
The firm focuses its attention on the areas where it believes it can make the greatest impact: helping mitigate the impact of the built environment on climate change; using its talent, energy and resources to improve the quality of our communities and the lives of others; and helping our people to reach its full potential while providing a safe and ethical workplace.

For occupiers, TCC serves as a trusted advisor at every step of the process, from appraising clients on alternative land or building options through the development or acquisition of facilities. With its national scope and comprehensive range of product types, TCC offers investors geographic diversity, capital efficiency and the opportunity to be active in more parts of the real estate cycle.

Founded in  
**1948**



**#1**  
Ranked developer nationally



**\$6.8bn**  
Projects in the pipeline



**2,800**  
Properties developed



**\$64.4bn**  
Aggregate value



**\$15bn**  
Projects in process




COMMERCIAL PROPERTY EXECUTIVE  
#1 DEVELOPMENT FIRM  
2014-2020



COMMERCIAL PROPERTY EXECUTIVE  
BEST UNBUILT PROJECTS  
VERMONT CORRIDOR  
SOCAL - LOS ANGELES

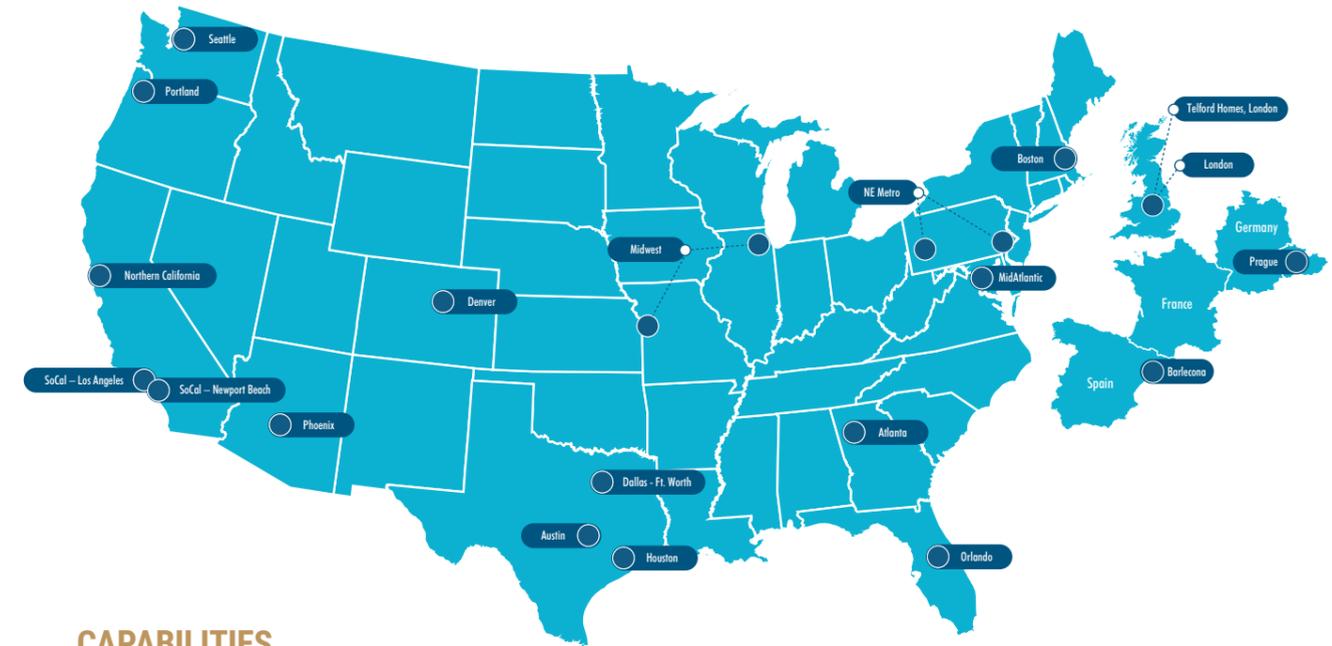


MULTI HOUSING NEWS  
#1 DEVELOPMENT FIRM  
2015-2019



THE LIPSEY COMPANY  
TOP 25 COMMERCIAL REAL ESTATE BRAND SURVEY  
TOP DEVELOPER,  
#10 OVERALL

**GLOBAL FOOTPRINT**



**CAPABILITIES**



Offices




Residential




Life Sciences




Industrial




Mixed-use




Healthcare



# Our Purpose

To design and develop high-quality, sustainable Build to Rent developments that exceed the expectations of our residents and our investment partners.



SAINSBURY'S ILFORD

# Our Mission

Building on our experience in the sector and our respected reputation as a developer contractor, we aim to become the UK's leading Build to Rent developer and a trusted, long-term partner.



STRATOSPHERE AND STRATFORD PLAZA



INTERNATIONAL WAY

## A SECURE PIPELINE

- Strong land acquisition team with over 50 years' industry experience
- Targeting significant expansion to an already growing 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 out performance

## 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

## ALL-ROUND SERVICE

- Take full responsibility for all land acquisition, planning, design and construction activities
- Underwrite development cost risk
- Main contractor on all projects, with excellent supply chain relationships and experience
- Where required, take responsibility for all mobilisation, leasing, asset management and property management activities

## QUALITY CONTROL

- In-house construction management, procurement, contract administration and aftercare services
- Direct management of all subcontract appointments
- Evolution of market-leading customer service offering to serve institutional investors and residents (96% recommended developer rate attributed through HomeViews)

## INNOVATION

- In-house BtR design team with total focus on customer trends and demand, operational efficiencies and regulatory requirements
- Sharing research and development initiatives between TCC and Telford Homes
- Apply continual learning to each project via formal de-briefing processes on each completed asset
- Ongoing dialogue and shared insight with past, current and future investors

## SUSTAINABLE FUTURE

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

# Using our expertise to develop in other UK cities and towns where rental demand is strong.

Historically, our core geographic focus has been Greater London, delivering a high-quality product throughout zones 2-6. We develop near local transport connections and where the local rental market supports viable BtR development.

We expect that the majority of our pipeline will continue to be delivered within Greater London locations; we will continue to procure high-quality sites, typically matching the following characteristics:

- No limit on site capacity from 200 homes upwards
- Close to reliable and regular public transport facilities
- Strong local amenity offering
- Within close proximity of parks and other green spaces
- Particular focus on areas with strong short to mid-term regeneration credentials
- A proven demand for high-quality, 'mainstream' rental housing

As the BtR market has grown, so too has demand for high-quality rental homes and that is not confined to London. We are seeing an increasing number of opportunities to help meet that rental demand in other cities and towns across the UK and we expect to use our knowledge and expertise to successfully develop in some of those locations. BtR ensures a better rental experience for prospective tenants with a strong amenity offering, a professional management experience and the ability to create a sense of community, both within the building and the wider local area. London will remain our home but we are committed to strategic geographic expansion over the coming years.



THE LOCK AT GREENFORD QUAY



Telford Homes' fully-integrated development platform ensures control, and de-risks the whole development process, from sourcing excellently located land opportunities, securing planning consents and ensuring the delivery of consistently high-quality and well-designed products.



# CARMEN STREET



LANDMARK  
22 STOREY  
TOWER

TOTAL UNITS

206

TOTAL REVENUE (£)

76m

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 have been sold to Poplar HARCA. The development, which includes a landmark 22 storey tower, is located adjacent to Langdon Park DLR station.

The development completed 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.



HOMES FOR PRIVATE RENT

150

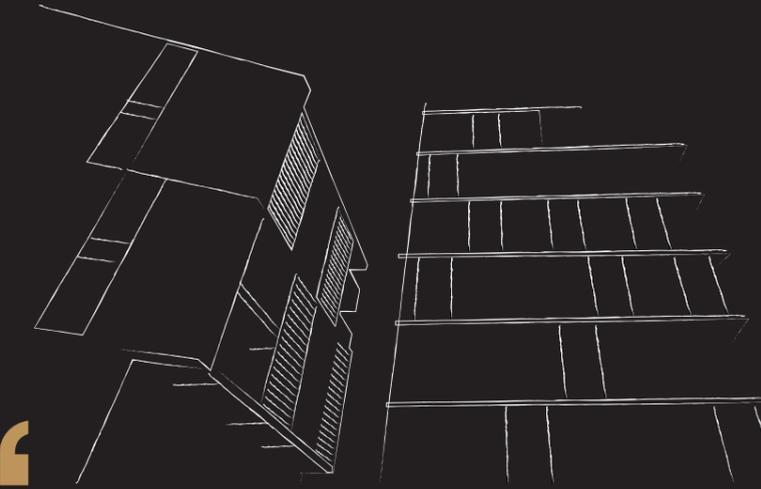
HOMES FOR SHARED OWNERSHIP

23

HOMES FOR AFFORDABLE RENT

33

CARMEN STREET - POPLAR E14



“ 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 April 2016	START ON SITE August 2018	PROJECT COMPLETION October 2019
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# THE FORGE



AWARD-WINNING DEVELOPMENT

TOTAL UNITS

192

TOTAL REVENUE (£)

63m

**SUMMARY:**

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

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.



**HOMES FOR PRIVATE RENT**

125

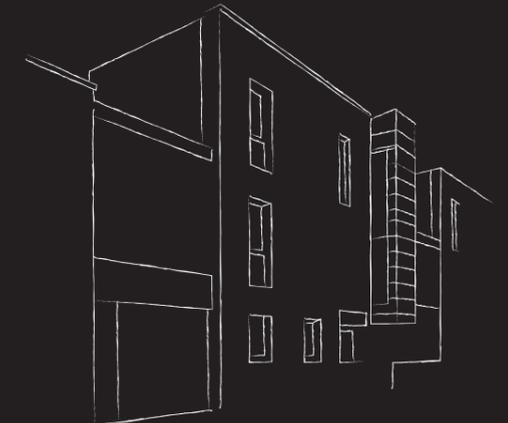
**HOMES FOR SHARED OWNERSHIP**

37

**HOMES FOR AFFORDABLE RENT**

30

THE FORGE - UPTON PARK E6



“

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, RMLA Architects

**SITE PURCHASE**  
November 2014

**PLANNING CONSENT**  
September 2015

**START ON SITE**  
November 2016

**PROJECT COMPLETION**  
July 2019

# THE PAVILIONS



EXEMPLIFIES EXPERTISE IN BUILDING SUSTAINABLE COMMUNITIES

TOTAL UNITS

156

TOTAL REVENUE (£)

66.8m

SUMMARY:

156 completed homes sold on a forward fund basis to L&Q for affordable housing and private rent.

The Pavilions was a challenging site, which was constrained by HS1 and Thames Water infrastructure running below it, as well as railway infrastructure running parallel, and a nature conservation policy designation covering the site. Given the complex constraints, a lightweight componentised steel frame system-build was chosen.

HOMES FOR PRIVATE RENT

96

HOMES FOR SHARED OWNERSHIP

4

HOMES FOR AFFORDABLE RENT

56



THE PAVILIONS - ISLINGTON N1



“ 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 April 2013
- PLANNING CONSENT December 2014
- START ON SITE September 2015
- PROJECT COMPLETION July 2018

# NEW GARDEN QUARTER



THE BEST IN SUSTAINABLE CITY-MAKING

TOTAL UNITS

471

TOTAL REVENUE (£)

200m

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 provided 112 homes for BtR within a broad range of housing tenures, a number of retail units, a nursery and a café.

HOMES FOR PRIVATE RENT

112

HOMES FOR OPEN MARKET SALE

185

HOMES FOR SHARED OWNERSHIP

65

HOMES FOR AFFORDABLE RENT

109



NEW GARDEN QUARTER - STRATFORD E15



“

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  
September 2015

PLANNING CONSENT  
November 2015

START ON SITE  
November 2015

PROJECT COMPLETION  
August 2019

# NINE ELMS



CENTRAL LONDON'S MOST EXCITING RENTAL COMMUNITY

TOTAL UNITS

894

CONTRACT VALUE (£)

314.2m

**SUMMARY:**

We are midway through constructing 894 BtR homes for Greystar at Nine Elms. Construction commenced in July 2019 and is scheduled to complete in January 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. Facilities include concierge, business suites, residents' lounges, roof top 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.

**HOMES FOR PRIVATE RENT**

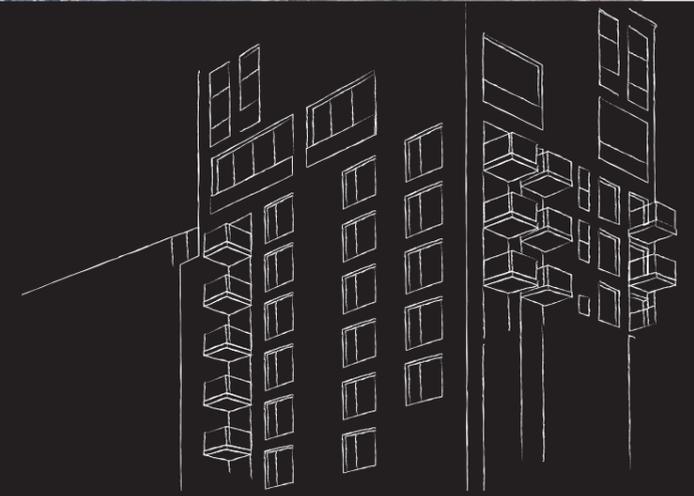
760

**DISCOUNTED MARKET RENT**

134



NINE ELMS - BATTERSEA SW8



“

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**  
June 2017

**PLANNING CONSENT**  
November 2018

**START ON SITE**  
June 2019

**PROJECT COMPLETION**  
March 2024

# EQUIPMENT WORKS



A DEVELOPMENT WITH LOCAL ENTERPRISE AT ITS HEART

TOTAL UNITS

337

TOTAL REVENUE (£)

137m

**SUMMARY:**

Equipment Works will comprise 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.

**HOMES FOR PRIVATE RENT**

257

**HOMES FOR SHARED OWNERSHIP**

48

**HOMES FOR AFFORDABLE RENT**

32



EQUIPMENT WORKS - WALTHAMSTOW E17



“ 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

**PLANNING CONSENT**  
October 2017

**SITE PURCHASE**  
December 2017

**START ON SITE**  
September 2018

**PROJECT COMPLETION**  
Autumn 2021

# We are an award-winning developer.

We are always proud of the external recognition that we receive for our developments, our communities, our customer service and our people.



AIM AWARDS



AJ SPECIFICATION AWARD



BRITISH HOME AWARDS



BUILDING AWARDS



BUILDING GOOD EMPLOYER GUIDE



CIBSE AWARDS



CIOB CONSTRUCTION MANAGER OF THE YEAR AWARDS



CIVIC TRUST AWARDS



CONSTRUCTION EXCELLENCE SECBE AWARDS



EDUCATION ESTATES AWARDS



EVENING STANDARD NEW HOMES AWARDS



HOUSEBUILDER AWARDS



HOUSING DESIGN AWARDS



IN-HOUSE AWARDS



INTERNATIONAL PROPERTY AWARDS



NEXTGENERATION SUSTAINABLE HOUSING BENCHMARK (GOLD)



NEXTGENERATION SUSTAINABLE HOUSING BENCHMARK (CRYSTAL)



NHBC PRIDE IN THE JOB QUALITY AWARDS



NHBC PRIDE IN THE JOB SEAL OF EXCELLENCE AWARDS



PLANNING AWARDS



PREMIER GUARANTEE AWARDS



PROPERTY WEEK AWARDS



RESI AWARDS



ROSPA



RTPI AWARDS



SBD UK LARGE DEVELOPMENT AWARD



SUNDAY TIMES BRITISH HOMES AWARDS



UK PROPERTY AWARDS



WHAT HOUSE AWARDS

THE FORGE



**At Telford Homes our employees are the key to our ongoing success. We recognise that it's our people that make us different, and we strive to recruit, retain and develop the best.**

We pride ourselves on our unique and supportive culture, and are fully committed to driving excellence, creating rewarding opportunities and providing the best environment for our teams to thrive.

We are proud to have an above industry average employee retention rate which is currently running at 90 per cent. With over 300 direct employees, through our culture, values, standards and skills we are proud of the positive impact that we are making within our industry.



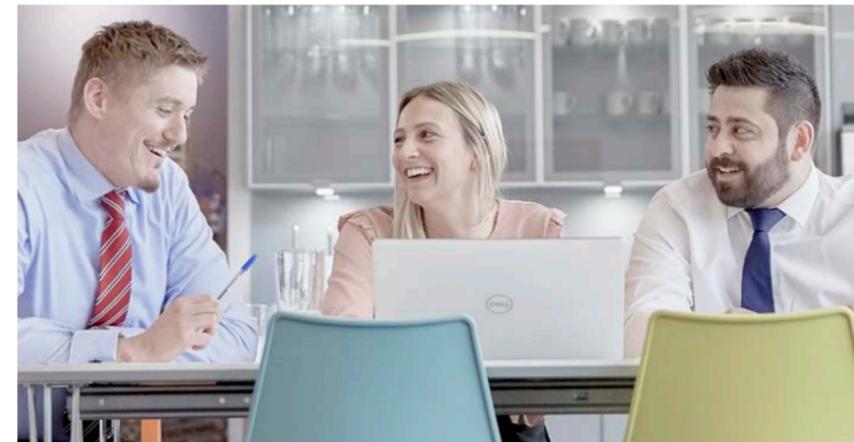
**LEARNING AND DEVELOPMENT**

The Telford Homes Academy was launched in 2019 to house all of our of training and development programmes under one umbrella. Whether someone is a school leaver, graduate, first-time manager or senior manager, there are relevant programmes for every career stage.

**The Telford Homes Academy is made up of the following areas:**

- **Core Skills**
- **Budding Manager Programme**
- **People Manager Programme**
- **Senior Manager Programme**
- **Trainee Programme**

The Telford Homes Academy will only grow in strength and focus, and with additional backing from CBRE and TCC there are plans to add even more programmes to take our people and our business forward



**HEALTH AND SAFETY**

Our comprehensive policies and procedures, regular certification updates and our commitment to continuous professional development for all our employees are just a few of the ways in which we maintain a positive health and safety culture at Telford Homes.

We have a dedicated Health and Safety team, governed and supported by our Executive Health and Safety Committee and Operational and Health and Safety Forum.

Whilst awards aren't as important as our performance and our people's safety, they do demonstrate our huge commitment in this area. For the 12th consecutive year we have been recognised with a Gold Award by the RoSPA, and received a President's Award 2020.

We believe our culture and continuing investment in our people and their training helps us to minimise health and safety risks and provide a safe and protective environment for all our employees.



**HEALTH AND WELLBEING**

Our people's physical and mental health and wellbeing is of huge importance to us. We pay specific attention to mental health, running an annual programme of activities and initiatives; from promoting World Mental Health Day and raising awareness amongst our staff and site-based supply chain, to conducting regular mindfulness and yoga sessions. The aim is to provide support for staff and to normalise the discussion around mental health.

**DIVERSITY, EQUITY AND INCLUSION**

Diversity, equity and inclusion is at the heart of our people strategy, and an essential enabler for our business. The rewarding opportunities we create are open to everyone, and all employees are given an equal chance to develop and grow. By fostering a culture of inclusion, treating everyone equally and reflecting the diversity of our society within our business, we ensure that there are a range of important perspectives about our company, industry, customers and communities.

Together, we're working to foster a diverse, equitable and inclusive workplace to enhance our business, people's lives and the communities we serve.



We believe in our people. Our RISE values - Respect, Integrity, Service and Excellence – are at the heart of our business and our employee-led sub-committees and extensive L&D programmes ensure we are always driving excellence for our partners.

**Susan Venton**  
Director, Senior People Business Partner,  
Telford Homes

# The sustainability agenda has never been as important to the built environment as it is right now.



Targeting net zero carbon by 2030



The majority of local authorities have declared a Climate Emergency, with many (including London) setting accelerated net zero carbon targets in advance of the government's national target.

We have responded to this by developing our *Building a Living Legacy* 2030 roadmap, which outlines our objectives and milestones across our four strategic BLL pillars: Living Legacy, Balanced Resources, Creative Building Solutions and Smart Business. The key headline is our ambitious commitment to become a net-zero carbon developer by 2030.

Our BLL strategy is moving from a compliance model to one which adds value, with the potential to differentiate us from our competitors.

Our trading landscape is also being reshaped with a greater emphasis placed on Environmental, Social and Governance (ESG) strategies from our BtR partners and investors. The introduction of the Future Homes Standard from 2025 will place a greater emphasis on the sector whilst creating more desirable homes.

Our ambition to grow is underpinned by our dedication to sustainable and responsible homebuilding. As a result, economic, social and environmental principles are central to our business strategy and guide our day-to-day activities.



As well as being ranked the UK's most sustainable homebuilder this year by NextGeneration, we have set ambitious ESG targets to become a net-zero carbon company by 2030. Our approach will create climate and future-proofed assets for our partners and the local communities in which we build.

**Andrew Day**  
Sustainability Director,  
Telford Homes



CREATING THRIVING PLACES THAT ENABLE PEOPLE TO LIVE SUSTAINABLE LIVES

**5**  
SCHEMES IN THE MAYORAL OPPORTUNITY AREAS

**69%**  
OF SUPPLY CHAIN SPEND IS WITH SMALL AND MEDIUM SIZED ENTERPRISES (2020: 72%)

**£26m**  
OF SUPPLY CHAIN SPEND WITH BUSINESSES REGISTERED IN LONDON BOROUGHES (2020: £45.4M)



MAKING MONEY WORK HARDER THROUGH EFFICIENT USE OF RESOURCES ACROSS OUR BUSINESS

**6.3%**  
REDUCTION IN OUR SITE CO<sub>2</sub>E INTENSITY (2020: 31.6%)

**97%**  
OF WASTE DIVERTED FROM LANDFILL (2020: 98%)

**16%**  
REDUCTION OF WATER IN NEW HOMES (2020: 16%)



COLLABORATING WITH OUR PARTNERS TO IDENTIFY INNOVATIVE BUILDING TECHNIQUES AND DELIVER THE HOMES OF THE FUTURE

**17%**  
OF SPEND INVESTED IN MODERN METHODS OF CONSTRUCTION (2020: 13%)

**40%**  
TARGETED REDUCTION IN CO<sub>2</sub> IN NEW HOMES\* (2020: 40%)  
\*against national standards

**100%**  
OF NEW BUILD SCHEMES BENEFIT FROM LOW CARBON OR RENEWABLE TECHNOLOGIES (2020: 100%)



INVESTING IN PEOPLE AND RELATIONSHIPS TO ENSURE WE DELIVER LASTING VALUE FOR ALL STAKEHOLDERS

**1st**  
PLACE IN NEXTGENERATION SUSTAINABLE HOUSEBUILDER RANKINGS

**96%**  
RECOMMENDED DEVELOPER RATE ATTRIBUTED THROUGH HOMEVIEWS

**12th**  
ROYAL SOCIETY FOR THE PREVENTION OF ACCIDENTS AWARD



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Telford Homes  
Telford House  
Britannia Road  
Waltham Cross  
EN8 7TF