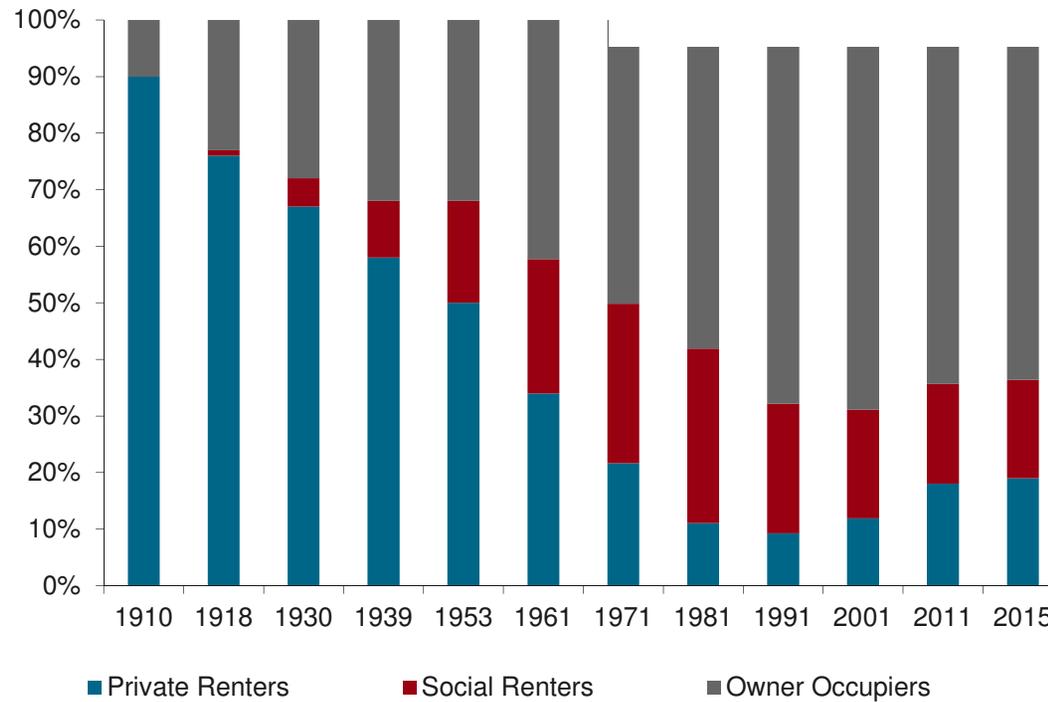


# Legal & General UK Build to Rent Fund.



# Private renting growing as a tenure but it remains a cottage industry

## HOUSING TENURE



Source: DCLG

## The Build to Rent Residential Market

- The UK residential rental market is currently dominated by private landlords and is inefficiently managed.
- Legal & General are accessing the market at scale with over £1bn already allocated
- The sector offers:
  - Higher occupancy levels than owner occupation – having a bigger impact on supply
  - High standards of service quality – raising the bar in a local area
  - Fit for purpose accommodation
  - Letting rate 7-10 times quicker than sales rates
  - Long term investors committing to invest into a location and community

## Legal and General Build to Rent Business Plan

- Create a long term stable cash flow for Pension Funds
- Build *fit for purpose* rental accommodation in areas of under supply:
  - Minimum of 200 units to allow for a high quality service
  - Target the “Mass Market / Squeezed middle”
- Develop high quality homes and hold for the long term:
  - Improved build quality to reduce on-going maintenance
  - Include resource saving technology where possible (Solar, rainwater harvesting etc)
  - Increased resident occupational security and flexibility
- We will provide homes suitable for a range of tenants, including families, sharers and individuals
- Disrupt the existing rental market by taking a long term view on every decision

## Management

Delivering an exceptionally run level of service which does not currently exist in the UK:

### Flexible living:



- On-site letting office
- Security of tenure
- One - five year tenancy agreements, no agency fees
- Range of unit sizes allowing for up or downsizing

### Pricing:



- Range of price points to maximise demand
- Targeted occupancy rate per scheme
- Focused on cost of living not cost of renting

### On site management:



- Concierge and security
- Maintenance
- Life style services:
  - car club
  - cleaning
  - gym
  - private dining
  - roof gardens

## Existing Build to Rent Assets

### Walthamstow

GDC: **£180m**  
**479** units

- Exceptional transport links - 14 minutes to Kings Cross station
- Outstanding views over reservoir
- Extensive on-site amenities



### Manchester

GDC: **£43m**  
**225** units

- River frontage opposite CBD
- Staged delivery of two buildings
- Part of wider regeneration area
- Live/work location



### Bristol

GDC: **£80m**  
**345** units

- Located in enterprise zone next to the main train station
- 2<sup>nd</sup> highest GDP per capita
- High population of target demographic



## L&G EXPERTISE IN UK REGENERATION & HOUSING.

Established  
**1836**



Over  
**9,000**  
employees



**£717b**  
AUM  
n

**£15bn**

direct investment programme in the UK,  
with **£7.0bn** invested to date

“ We’ve made multi-million pound investments into the residential sector over the last three years, funding high-quality developments driving local regeneration. Nigel Wilson, Group CEO ”



# Longley House, Brighton



# Longley House, Brighton

## Uses

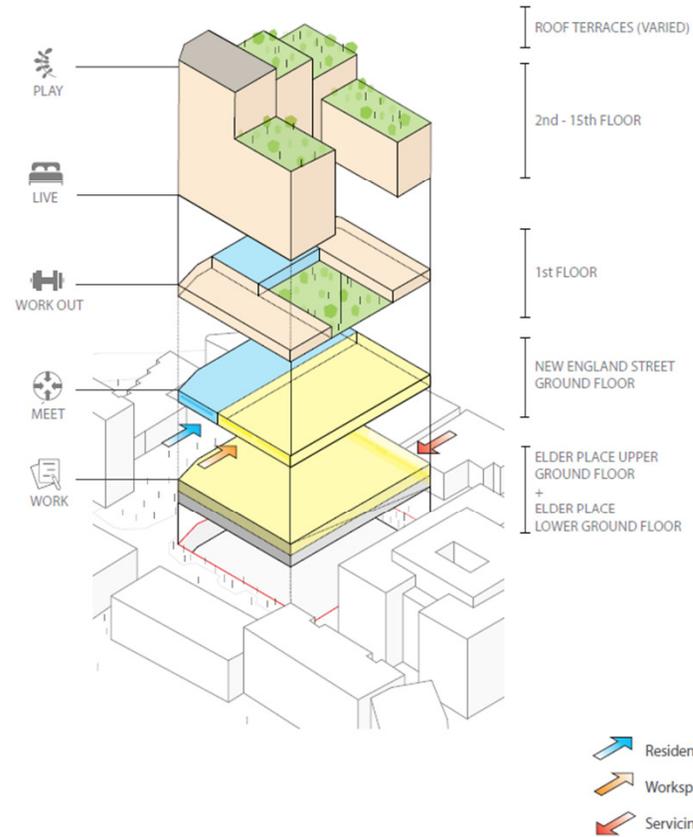


### Residential

- 01 Gym + Courtyard Garden
- New England Street Ground Floor
- Residential Hub + Workspace
- Elder Place Upper Ground Floor
- Workspace
- Elder Place Lower Ground Floor
- Commercial / Servicing

Approximate Areas	
Accommodation (GIA)	17,460 sq m
Residents' Gym (GIA)	290 sq m
Residents' Hub (GIA)	570 sq m
B1 Commercial (NIA)	3010 sq m
Retail / Commercial (GIA)	300 sq m

Apartment Mix	
Studio Apartment	22 (10%)
1-Bed Apartment	103 (46%)
2-Bed Apartment	72 (32%)
3-Bed Apartment	25 (11%)
<b>Total</b>	<b>222 units</b>



- Residential Entrance
- Workspace Entrance
- Servicing Entrance

