

MELT PROPERTY

**DEVELOPER
PROFILE**

01 WHO WE ARE

MELT Property is a group of property development and investment companies formed in 2002. In the last 19 years, we've built over 100 properties in London, Gloucestershire and Kent. Our current development projects have end values of over £60m and a project pipeline worth over £200m.

Over time our attention has shifted from residential development to mixed-use projects and commercial development with a particular focus on development for the aparthotel. MELT Homes, our residential development arm, undertake multi-unit residential developments. Our business is built around three central philosophies.

Design-Led Development: We pursue opportunities that have a strong base case and significant potential for optimisation and value enhancement through design and planning. This ensures that our developments always make a minimum acceptable level of return while creating significant potential for upside profit.

Systematic Construction: In order to create cost certainty and reduce embodied carbon we deliver using modular construction and other off-site construction methods wherever possible.

Sustainable Sustainability: We combine the latest green technologies to create carbon offsetting, energy positive developments where the cost of these technologies pay for themselves. This enables us to deliver environmentally-friendly (green) building solutions in an economically viable manner.

While our primary focus is on property development, we also have built up a residential and commercial property portfolio of over 50 properties. This includes Danby Lodge, a Grade II listed former hunting lodge set in a commanding position within thousands of acres of statutory forest in the Royal Forest of Dean which we let on a short term basis.



02 WHAT WE DO

Technologies such as microgeneration, modular construction, solar panels, ground source heating and batteries are now beginning to achieve economies of scale. When used in the right way, they can enable delivery of carbon-neutral/offsetting, energy self-sufficient developments.

As sustainability has started to become commercially viable, we have developed sustainable development solutions which add value for our buyers with minimal or no additional development cost.

We aim to achieve optimum mixes of complementary use and innovative design that deliver exceptional spaces, individually tailored to those who use them. We believe that the places people live, work and use should reflect who they are and what they believe.

Our mission is to create inspiring contemporary buildings that enhance and complement the places they are set in. Our developments stand out for their quality of design, sustainability and sensitivity to their surroundings.

As a result, we regularly break the price ceiling in the markets for which we develop.



03 CURRENT PROJECT

68-86 Clapham Road

We completed the purchase of this site in November 2019 for £8.7m. It is currently used as Europcar's main depot in South West London.

We are about to submit a planning application for a circa 100,000 sq ft mixed-use development comprising a new 145 room Aparthotel incorporating green first-floor roof gardens and a cafe, eight new affordable homes, 8,000 sq ft of office/co-working space and a new Europcar office with basement car parking.

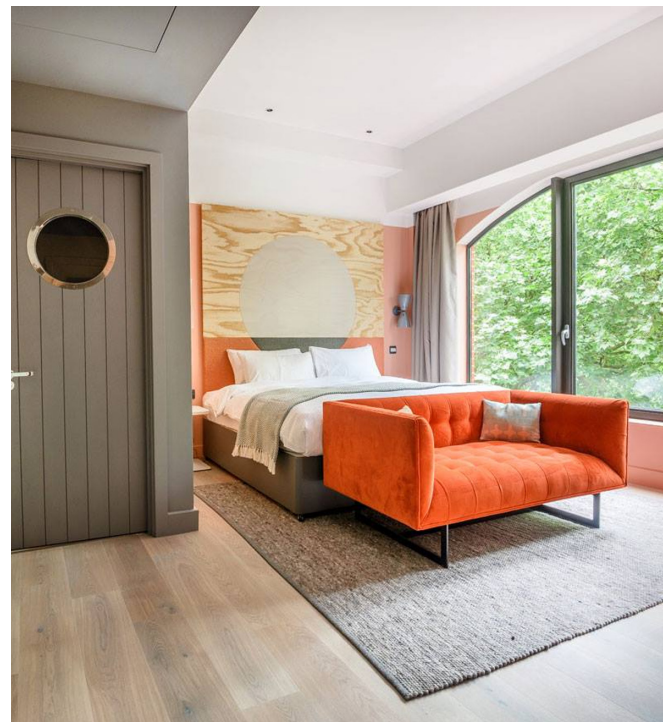
Heads of Terms have been signed with a major Aparthotel operator. We have incorporated leading-edge sustainable technologies into the project and the completed building will be one of the greenest commercial buildings in Europe.

This project is a Joint Venture with Espalier Ventures, an investment fund with a growing portfolio of businesses, including investments in international higher education, social impact, leisure and real estate.

Forecast Completion: In Planning

GDV : Circa £60m

Location: Kennington, London, SW9



04 CURRENT PROJECT

Lime Grove

This site is located in Tuffley, a predominantly residential suburb located on the outskirts of Gloucester adjoining the open countryside of the Cotswolds.

When we acquired the site, it had consent for around 12,500 sq ft of development, including ten new build houses and the conversion of the former school building into two large flats.

The planning consent we have obtained and are building out now has around 25,000 sq ft of development and includes the construction of 12 new build houses and the conversion of the former school building into 7 flats.

The site contains a number of TPO protected trees which restrict density compared to other new build developments nearby and will make the appearance of the completed development very attractive. We started work on-site in early 2019.

Total costs on the scheme, including works, finance and other costs are anticipated at around £5.5m. The forecast GDV is £7.2m. The first phase of houses is expected to be handed over to purchasers in October 2020.

Forecast Completion: May 2021

GDV : £7.2m

Location: Tuffley, Gloucester



05 CURRENT PROJECT

21/23 Market Street, Cinderford

This project is a build to rent scheme that involves the refurbishment and extension of two existing buildings, 21 and 23 Market St, to contain ten flats with two commercial units at ground floor level.

We gained planning permission for the redevelopment of the two buildings in April 2018 and have since gradually enhanced and optimised the consent.

Total costs on the scheme, including works, finance and other costs are expected to be around £900K. The forecast GDV of the proposed scheme is £1.3m. Once the development is completed, we will refinance the completed properties into our investment property portfolio.

Forecast Completion: December 2020

GDV : £1.3m

Location: Cinderford, Gloucestershire



06 PREVIOUS DEVELOPMENT

162 High St, Hythe, KENT

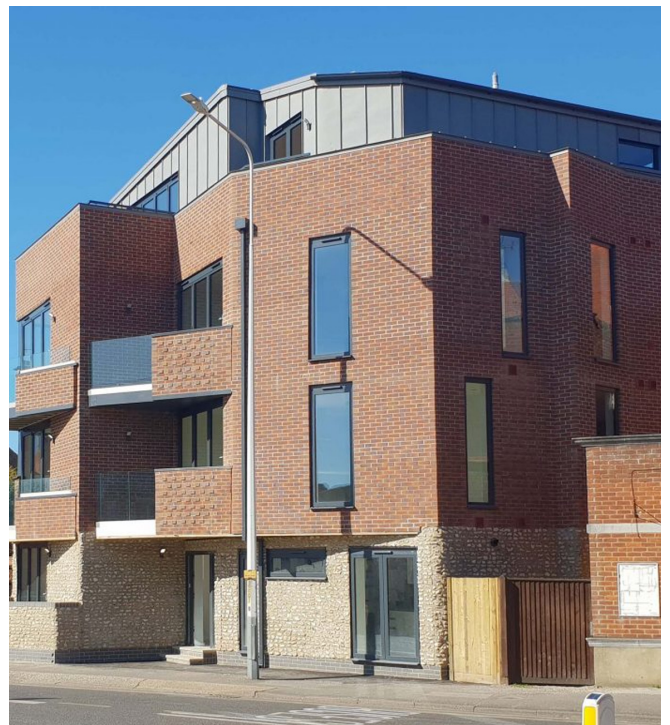
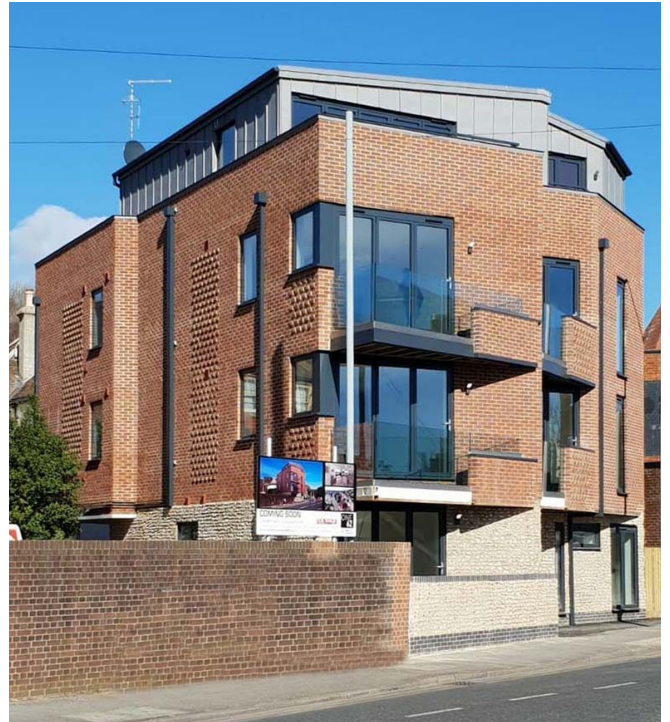
The acquisition of this site, with permission for the construction of 5 apartments, was completed in March 2016. Following acquisition, consent was achieved for a larger scheme which provided a total of six apartments, increased the number of bedrooms in some of the apartments, added balconies/outside space and modernised the design.

The design for the new scheme was created by Guy Holloway, a leading UK architectural firm, whose main office is located locally in Hythe.

The revised scheme was approved in December 2016. We started works on-site in January 2018 and completed development in March 2019. Total costs on the scheme, including works, finance and other costs were £1.9m. The GDV for the project was approximately £2.5m.

GDV: £2.5m

Completed: March 2019



07 PREVIOUS DEVELOPMENT

Lock Warehouse, GLOUCESTER DOCKS

Site, consisting of Grade II listed Victorian former grain warehouse, was acquired in September 2006. Planning permission was obtained for conversion to 26 apartments with retail/commercial space on the ground floor in early 2008.

Development was then put on hold during the global financial crisis until finance was available to re-start the project in 2011. Works commenced on site in November 2011 and were substantially complete by March 2013.

Site acquisition cost was £1m, and the cost of works was circa £2m. Finance and other costs totalled circa £500K. Gross Development value was £4.6m. Senior debt on the project was provided by the Bank of London and the Middle East) with mezzanine finance provided by private investors.

24 of the 26 apartments were either pre-sold or sold shortly after completion. The remaining two apartments, along with the ground floor space (leased to a retail tenant) were retained as investment properties.

GDV: £4.6m

Completed: March 2013



08 PREVIOUS DEVELOPMENT

167-169a Dawes Road, Fulham, London

Former commercial premises converted to three flats, acquired in February 2008. Revised planning permission was obtained for conversion to 3 x 2-bed flats in October 2008 and works commenced on site in March 2009.

Following completion of the project, all three flats were sold. The purchase price of the site was £580K; total project costs approximately £200K and GDV approx £1.05m. This project was financed by RBS.

GDV: £1.5m

Completed: November 2010



09 PREVIOUS DEVELOPMENT

27-29 Market Street, Cinderford

Site purchased in early 2003 and held as an investment while securing planning permission for redevelopment. The project consisted of the part demolition and reconstruction of two buildings originally containing six flats and two shops.

The completed development included twelve flats and four houses new on land to the rear. The flats and commercial property which were developed were refinanced and retained as investment properties, and the houses were sold.

The project was completed in three phases, starting in May 2006 and finishing in July 2008. Total GDV for this project was approximately £2.4m with total costs of around £1.6m, including construction costs of approx £1.3m. The development was financed by RBS/Natwest.

GDV: £2.4m

Completed: July 2008



10 PREVIOUS DEVELOPMENT

The Old Bakery, Bream, Gloucestershire

Site acquired in October 2004 consisting of two stone cottages requiring refurbishment, disused bakery and land plus a house on adjoining land. The two cottages were refurbished and sold in 2005. Works then commenced on the construction of 3 x three-bed houses in April 2007 which were completed in January 2008.

The conversion of the bakery into seven 2-bed flats commenced in Feb 2008 and was completed by December 2008. As part of this project, we also refurbished a further 2-bed cottage adjoining the development site.

Total GDV was approximately £1.5m with total project costs of around £1.02m, including construction costs of approx £700K. This development was financed by Yorkshire Bank.

GDV: £1.5m

Completed: December 2008



11 PREVIOUS DEVELOPMENT

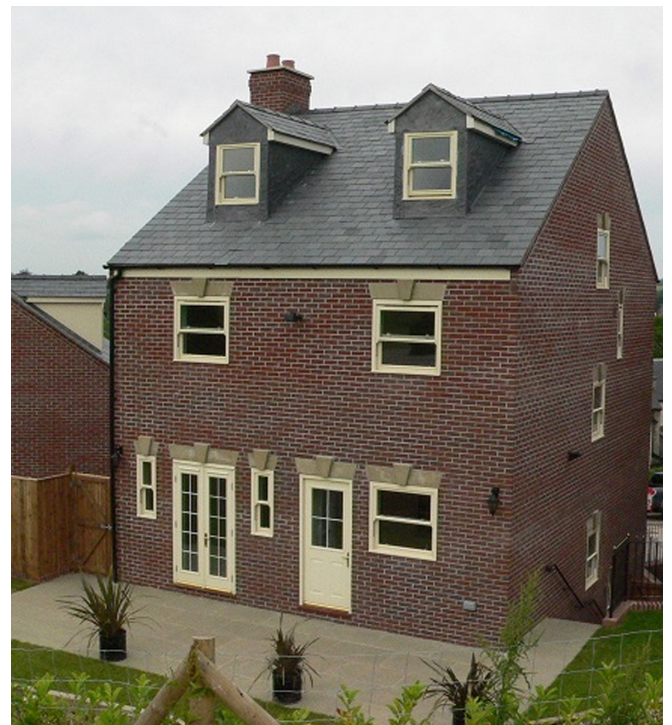
Lords Gate, Coleford, GLOUCESTERSHIRE

Construction of 11 new detached and semi-detached houses on Greenfield site in Coleford, Gloucestershire. The site was developed in three phases commencing in early 2004 and completed by March 2006.

Total GDV of this project was approximately £2.7m with total costs of circa £2.2m, including £1.8m of construction costs. This site was initially financed by United Trust Bank then refinanced and completed with HBOS and RBS.

GDV: £2.7m

Completed: March 2006



12 EVAN MAINDONALD

Founder & CEO

Evan was born in New Zealand, has lived in the UK since 1992 and has been involved full time in property development and investment since 2002. Prior to 2002, Evan owned an investment property in the UK and New Zealand and so possesses property development and investment experience spanning a period of over 25 years.

He completed a degree in Computer Science at Auckland University and worked in the technology and telecoms industry before completing an MBA at IMD in Switzerland, one of Europe's top business schools, in 2000. Evan then worked for a technology start-up for around a year before starting MELT Property in 2002.

Since then, MELT Property has built over 100 properties in London, Gloucestershire and Kent. MELT Property's current development projects have end values of over £60m projects, and the company's project pipeline is worth over £200m.

Over time, MELT's attention has shifted from residential development to mixed-use projects and commercial development with a particular focus on the aparthotel market.

MELT's mission is to create inspiring contemporary buildings that enhance and complement the places they are set in. Their developments win awards for their quality of design and sensitivity to their environment and surroundings and regularly break the price ceiling in the markets for which they are developed.

Evan is a well-respected expert in the property sector. He frequently writes on property issues and finance topics for the national and trade press; speaks at national and international property sector events, and regularly appears on Property TV. He is currently writing a book about how to get started in property development.

More information about MELT Property can be found at www.meltproperty.co.uk

Evan Maindonald
Founder and CEO



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