



Challenges for the supply chain in meeting the demands of the Build To Rent Sector

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&
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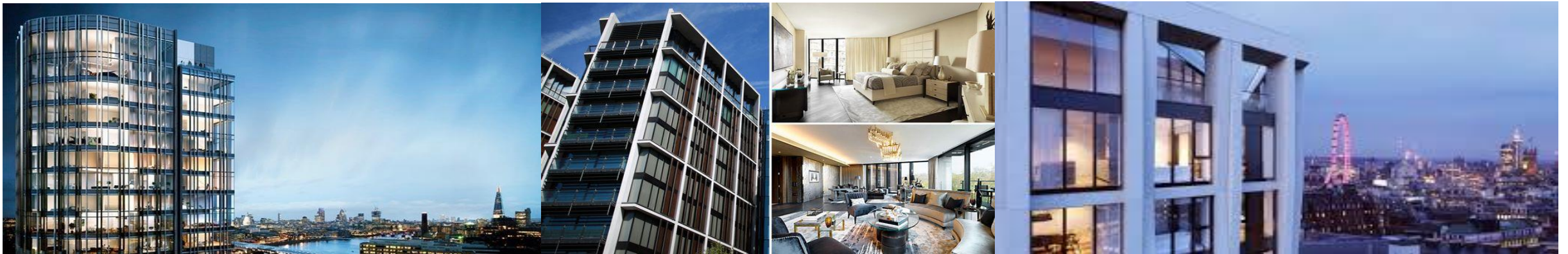
About Us



The UK Apartment Association (UKAA) - the organisation for the UK Build To Rent sector

Our vision is to make Build To Rent a lifestyle of choice for our customers by:

- Spreading the message about the benefits of Build To Rent;
- Communicating how Build To Rent can help address the UK's housing crisis;
- Developing best practice amongst our members, raising standards and focussing on our customers;
- Enabling our members to learn from each other and from 40 years of experience from the USA;
- Creating the authoritative source for information on Build To Rent in the UK.



The Opportunity - The Numbers



BTR Units – BPF / Savills:

- 139,508 BTR units completed or planned (22% increase YOY)
- 29,416 units completed (29% increase)
- 43,374 under construction (39% increase)
- 66,718 with planning permission (10% increase)
- In London, 72,767 units, outside London, 66,741 units

Investment:

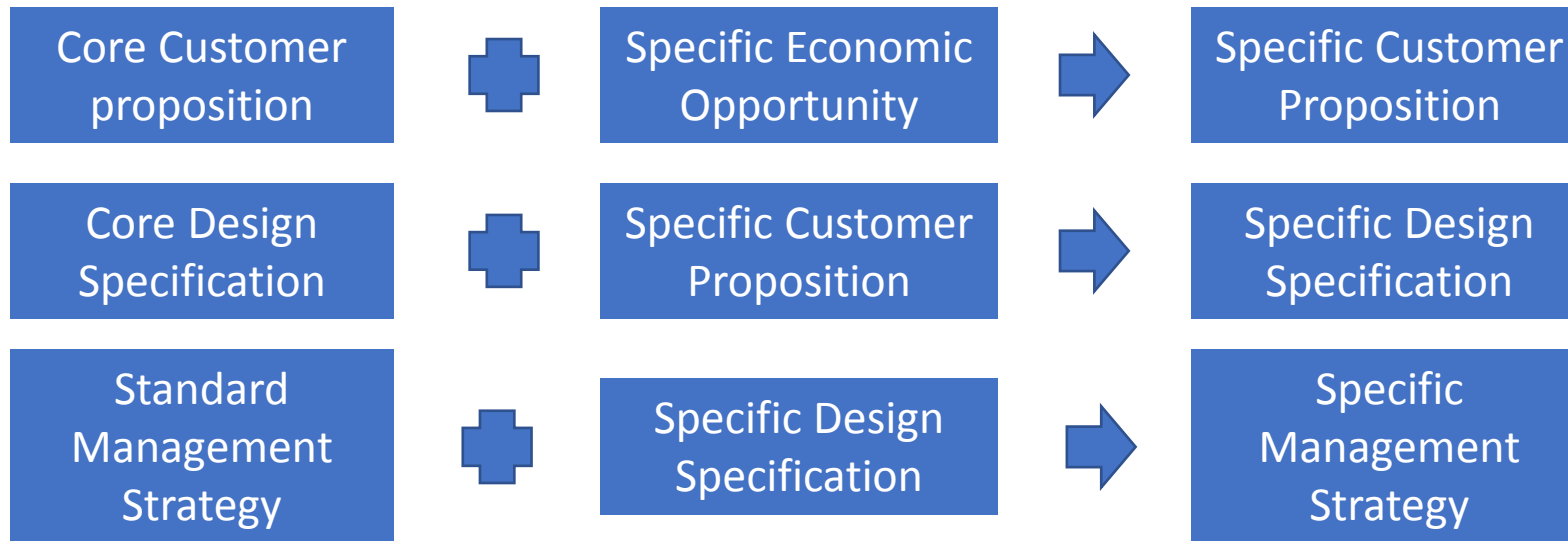
- UK Multifamily market in 2018 - £5.8bn (up 151% from 2017)
- Potential scale over next 5-10 years - c£26bn p.a.
- Build to Rent now represents 25% of housing starts (or more for some central London boroughs)
- Yield on cost 3.25-4.25% and IRR 50% of Build For Sale

Other key stats:

- UKAA has 66 members who are investors / owners / operators
- Investors want to work with regular partners

The Opportunity - The Difference

#BrandbeforeBuilding



20 Year Hold = Whole of Life

About Us

Mark Woodrow, Director, BTR Partners



- Acquired, developed over 3000 Build to Rent homes
- Assembling sites for Build to Rent development
- Advising developers and investors in sector
- Development Lead - Packaged Living, BTR fund backed by Palmer Capital



The Challenges



BTR PARTNERS





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