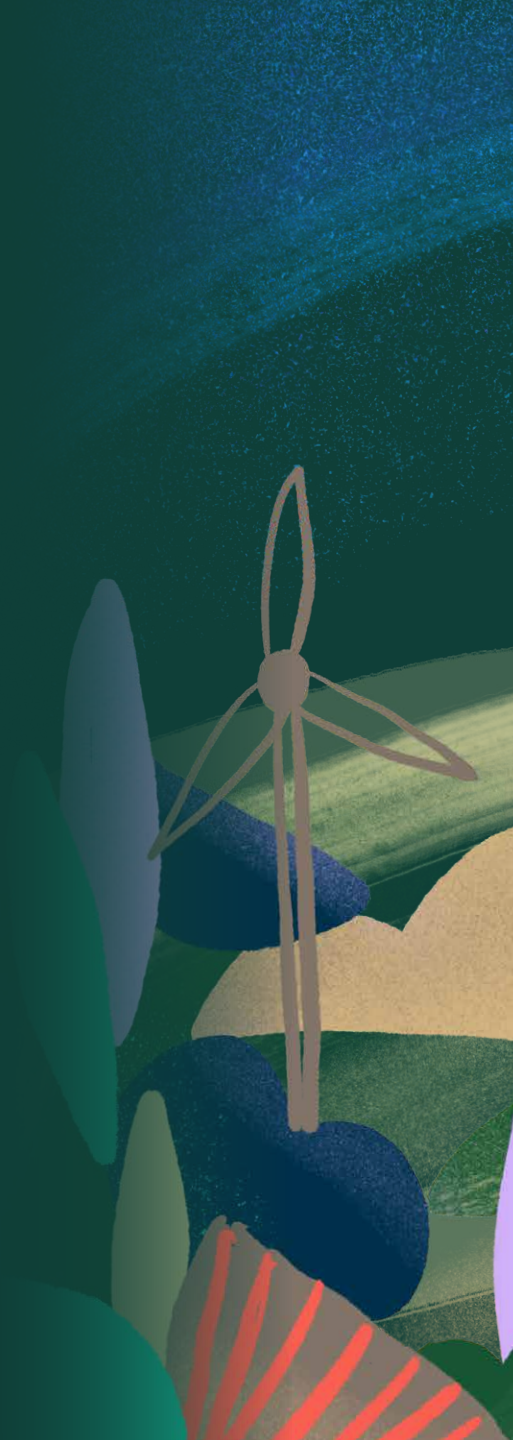


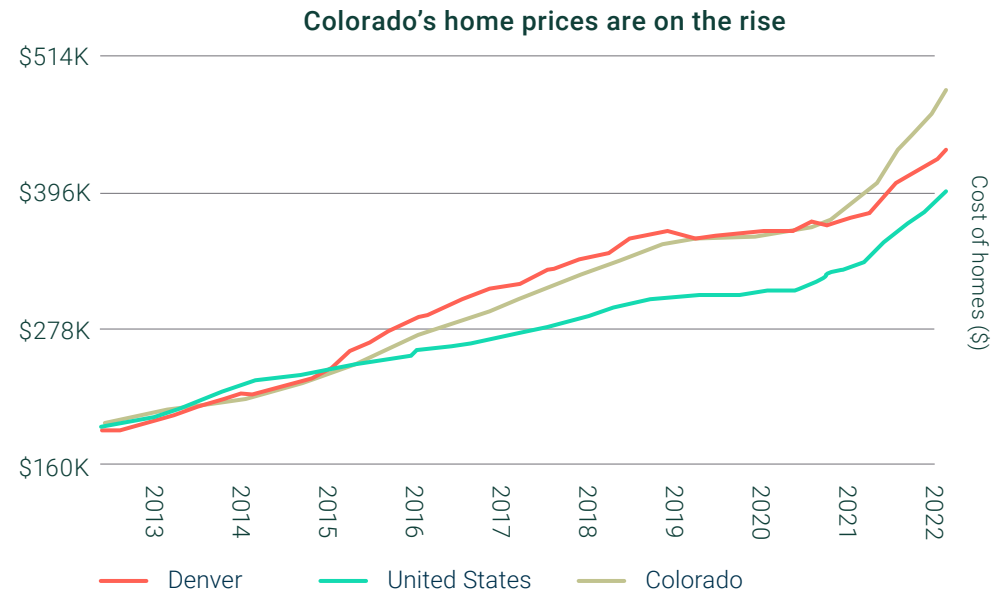
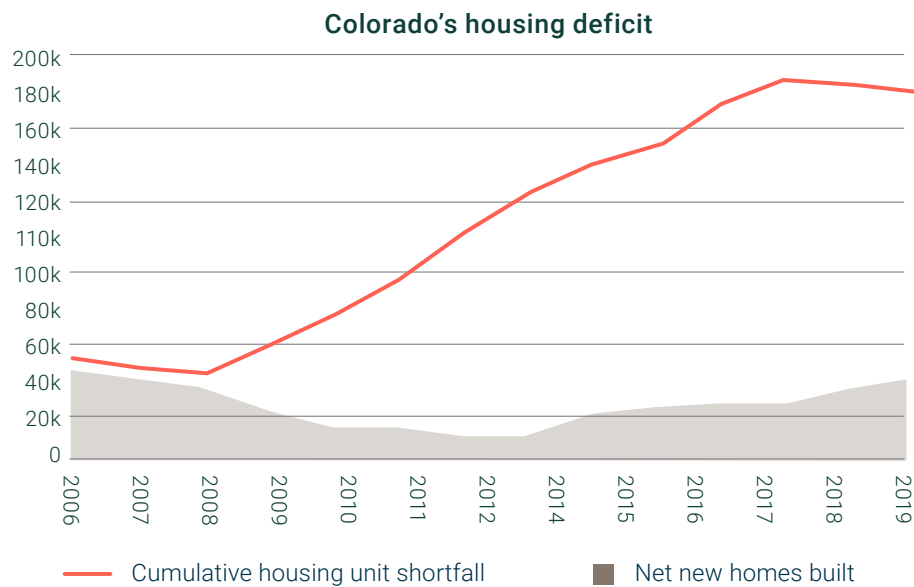
Strictly Private & Confidential. Commercial in Confidence.

# Introducing Latis

 LATIS



# The housing crisis



## In numbers

325k

Additional housing units required over the next couple of years to accommodate Colorado's current and incoming residents<sup>1</sup>

315K

Estimated number of households in Colorado that spent more than 50% of their incomes on housing<sup>2</sup>

100K

Estimated shortfall of affordable housing in Colorado<sup>3</sup>

823

Affordable homes built per year, meaning it will take over 100 years to overcome the deficit<sup>4</sup>

50%

Increase in first-time homelessness<sup>5</sup>

Chart sources — top left: Colorado Demographer's Office, top right: Zillow  
<sup>1-5</sup>Affordable Housing Transformational Task Force Recommendation Report

Right now, there is a historic opportunity to help solve the housing crisis, deliver Colorado's infrastructure, revolutionise the homebuilding industry, and significantly extend home ownership.

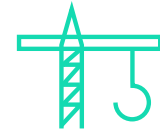
# Key priorities



Expanding the availability of  
affordable and beautiful homes



Providing affordable routes  
to home-ownership



Delivering key  
infrastructure



Levelling-up and improving  
financial resilience



Driving productivity  
through digital innovation



Achieving Net-Zero



Latis has reimagined homebuilding  
to meet these priorities

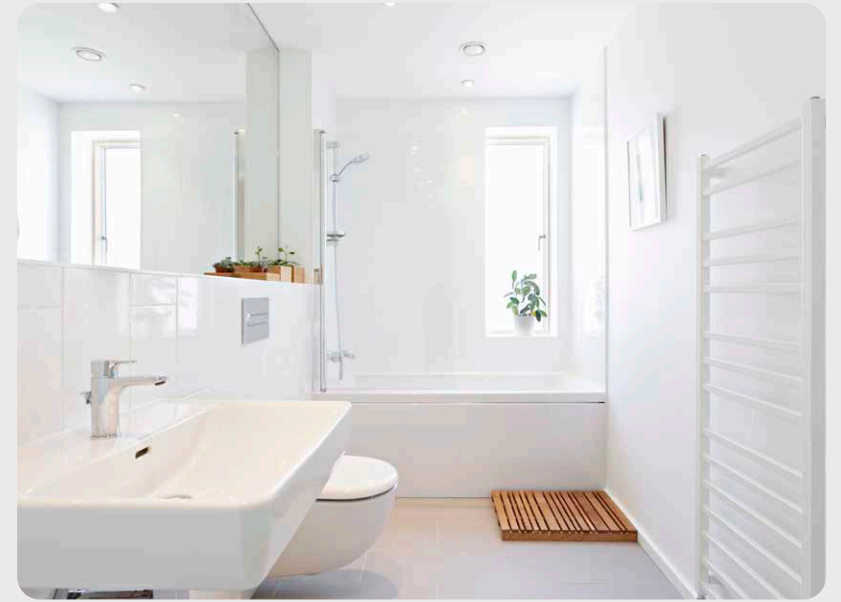


Greenfield Place, West London — Latis Prototype  
MMC Housing Development, constructed in 2011











TL

TopHat



# Key benefits of factory built homes



Supports the  
green economy



Clean construction



Minimal disruption  
on site



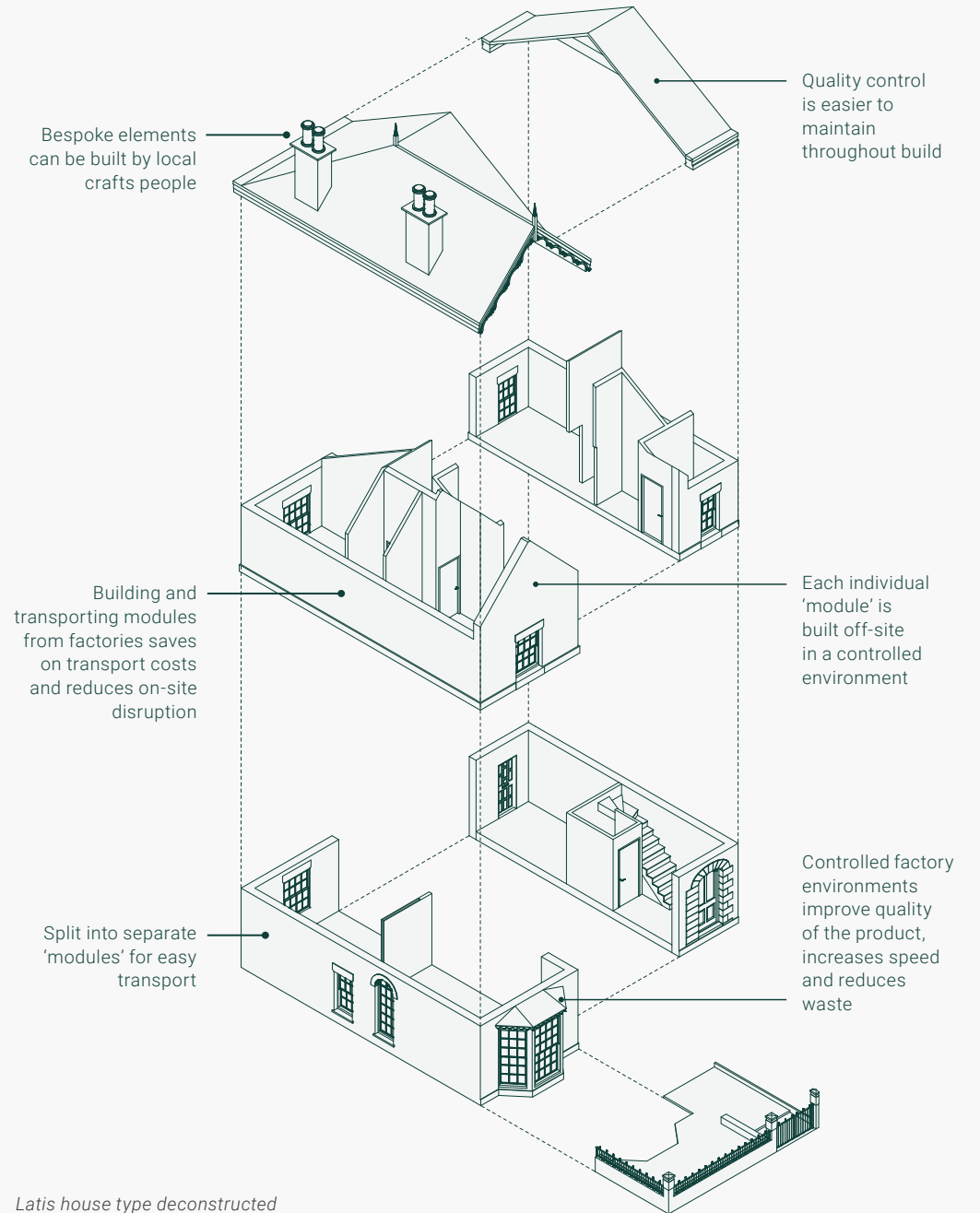
Reduces waste



Traceability  
of materials



Improves operational  
efficiency and lifecycle



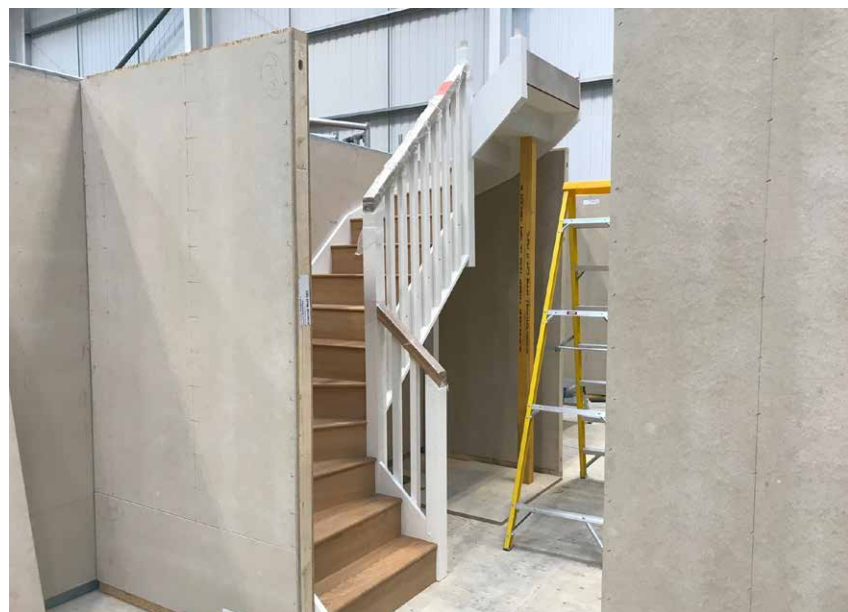
*Latis house type deconstructed*











LATIS















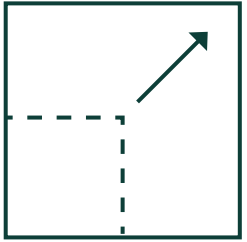
# Kitchener Barracks



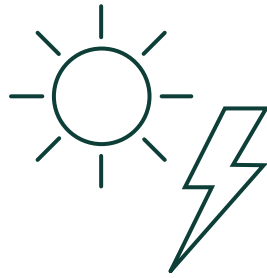
LATIS



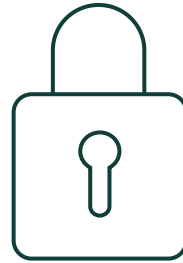
# Treating the home as a product



Spacious



Efficient



Robust



Accessible



Smart





Main entrance gates

Sensory garden

Grade II listed Ordnance Store will make way for a new gym, making everyday life easier for everyone living here

The 1930s Khartoum Building will become cutting-edge apartments designed for modern living

A collection of new terraced houses form part of the residential community

The relandscaped Parade Ground creates an outdoor space and play area for all to enjoy

The Commander's Viewpoint offers stunning views of the Parade Ground and surrounding area

A landscaped courtyard sits above the basement parking, providing an outdoor social space

Grade II listed wall remains from The Soldiers Institute, built in 1861

Renovated listed barracks, converted into 3 town houses

KITCHENER  
BARRACKS











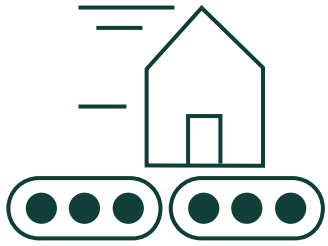




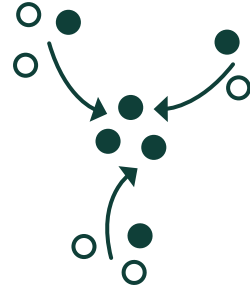




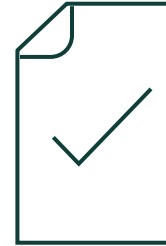
# Benefits of a homebuilding platform



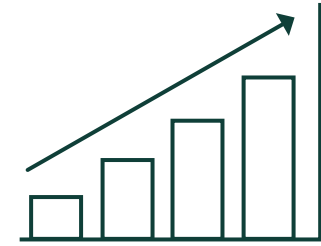
Speed



Traceability



Assurance



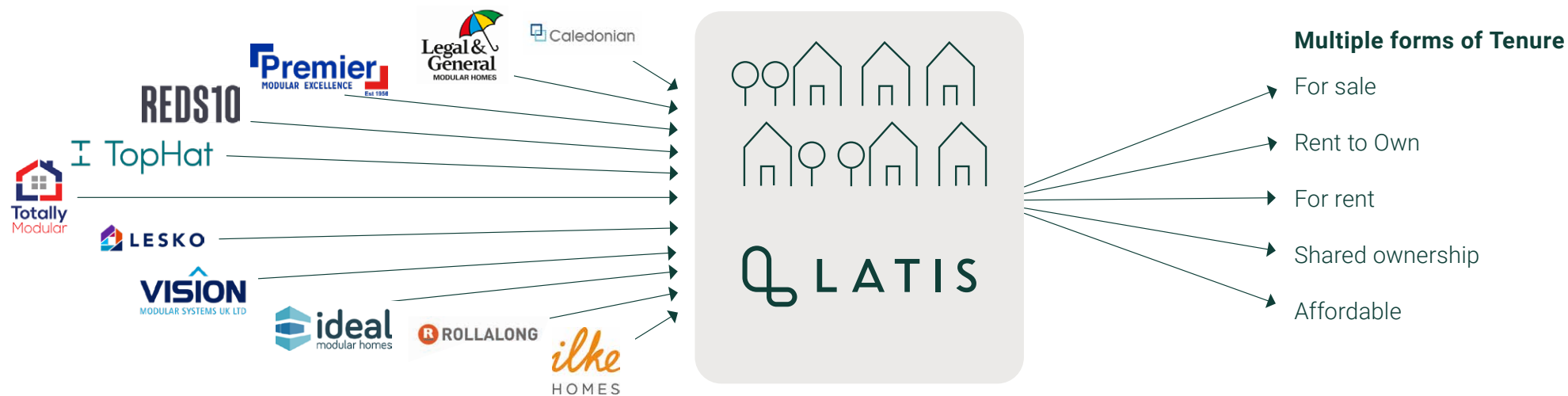
Continuous improvement

# Stimulating MMC capacity





# Aggregating the industry to unleash the full potential of MMC



# Our pipeline in the UK

Latis own or control several garden villages, and a number of other spade ready sites. Securing an initial pipeline of 35,000 homes, providing immediate opportunity for housing delivery. A further strategic pipeline of over 100,000 potential homes has been identified on sites capable of unlocking important local infrastructure improvement.

- Providing **steady volumes** of housing at **affordable prices**, rather than restrict supply to maximise profits.
- Creating **long-term value** appreciation delivering strong and **reliable returns** from easy to managed stock within neighbourhoods that people aspire to be part of.

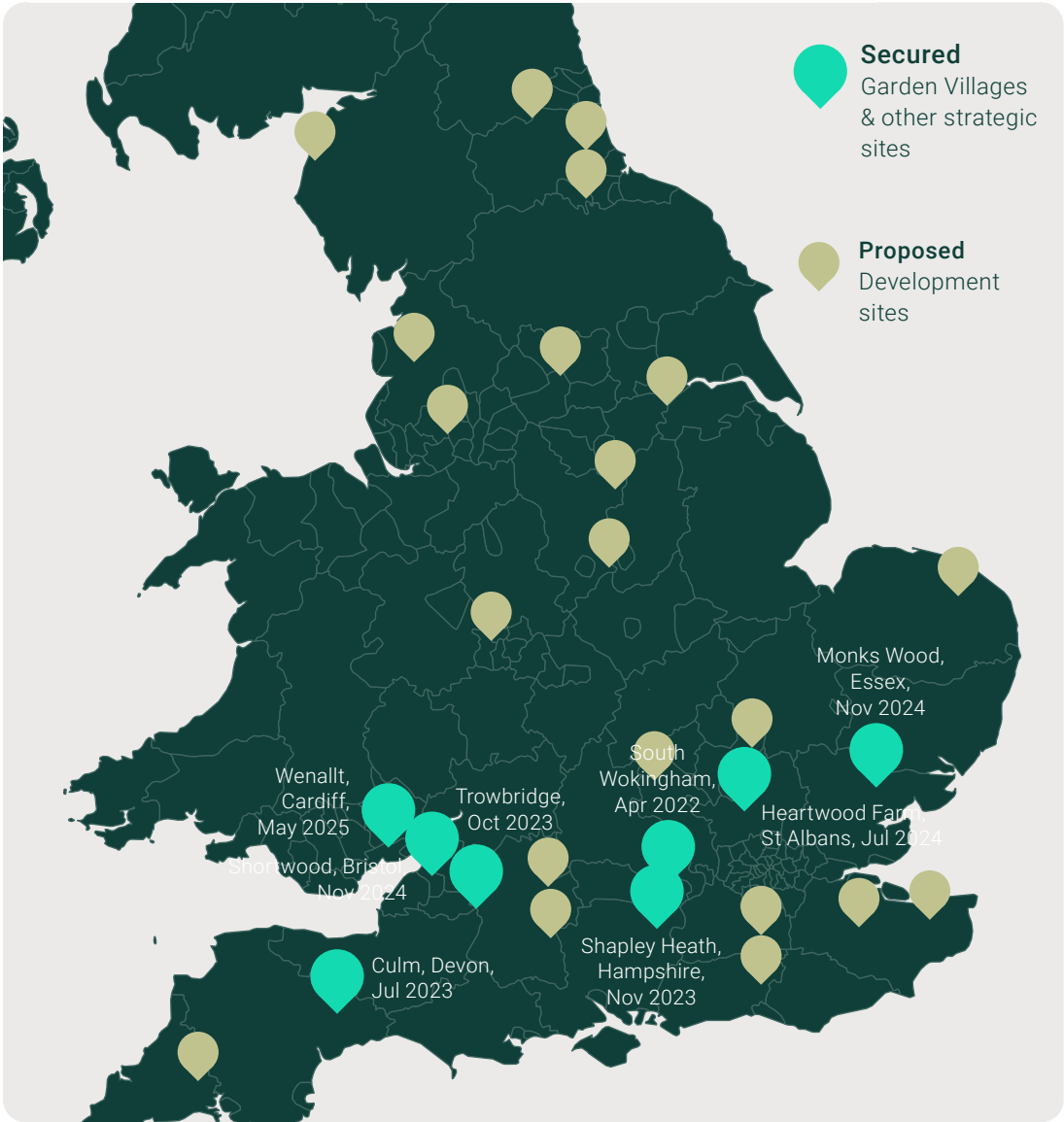
## Current 5 year spade ready housing supply

Total number of homes	Total number of sites
14,467	7

## Ramp up of Latis housing starts

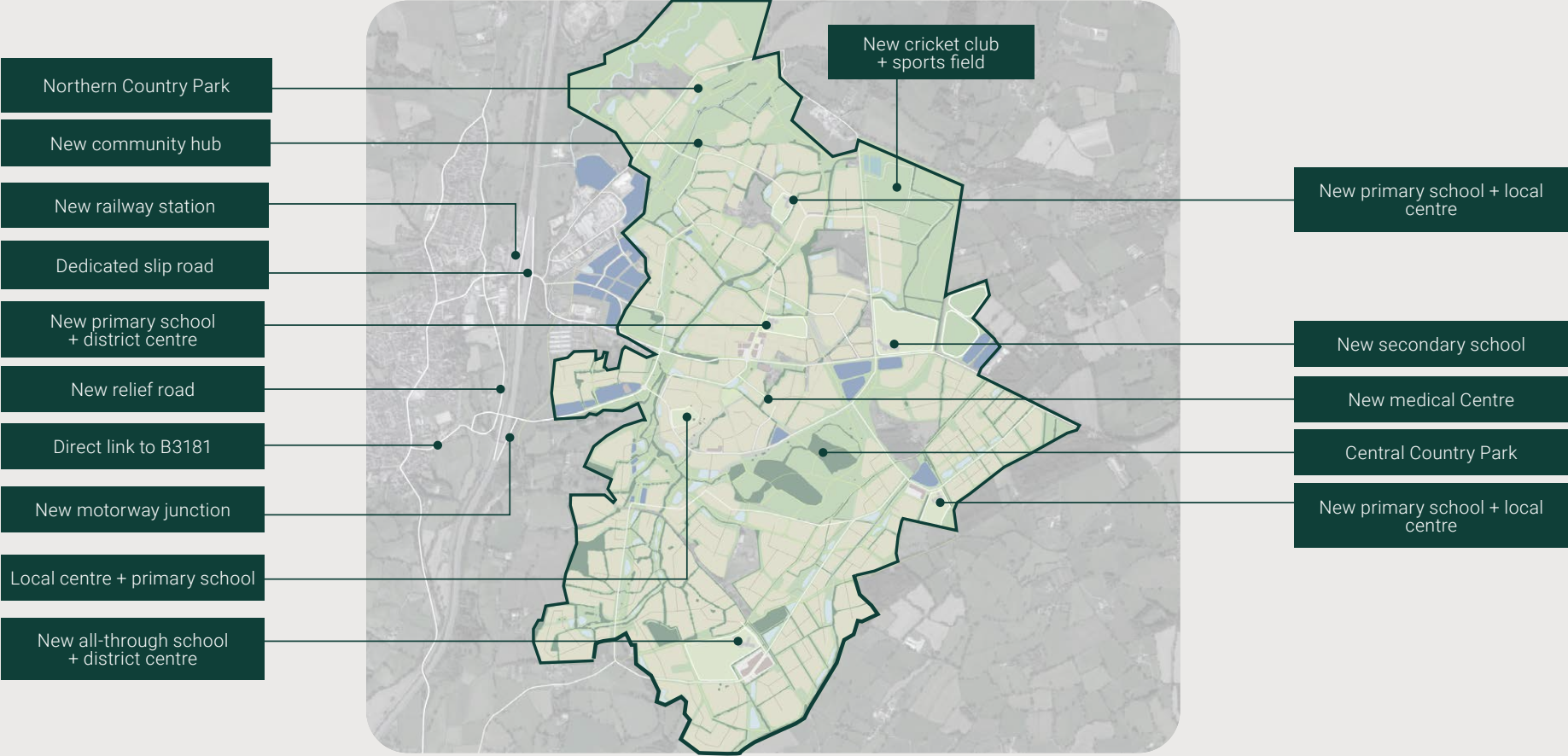
Year	Number of homes
2022	610
2023	1,863
2024	4,682
2025	7,312

Latis secured sites as at June 2021 excluding sites being acquired or under consideration



Map showing pipeline and project start dates

# Undertaking infrastructure delivery early, accelerates development — saving time, cost and improving metrics





Latis placemaking principles, combined with a holistic approach to development, ensure we create successful new communities that are convenient, vibrant and beautiful.

#### Core principles

##### A place to call home

Making beauty affordable for all  
Combining best of the old and the best of the new  
Fulfilling daily needs by a safe and pleasant walk or cycle  
Getting to know the neighbours

##### A green place to live with nature and clean air

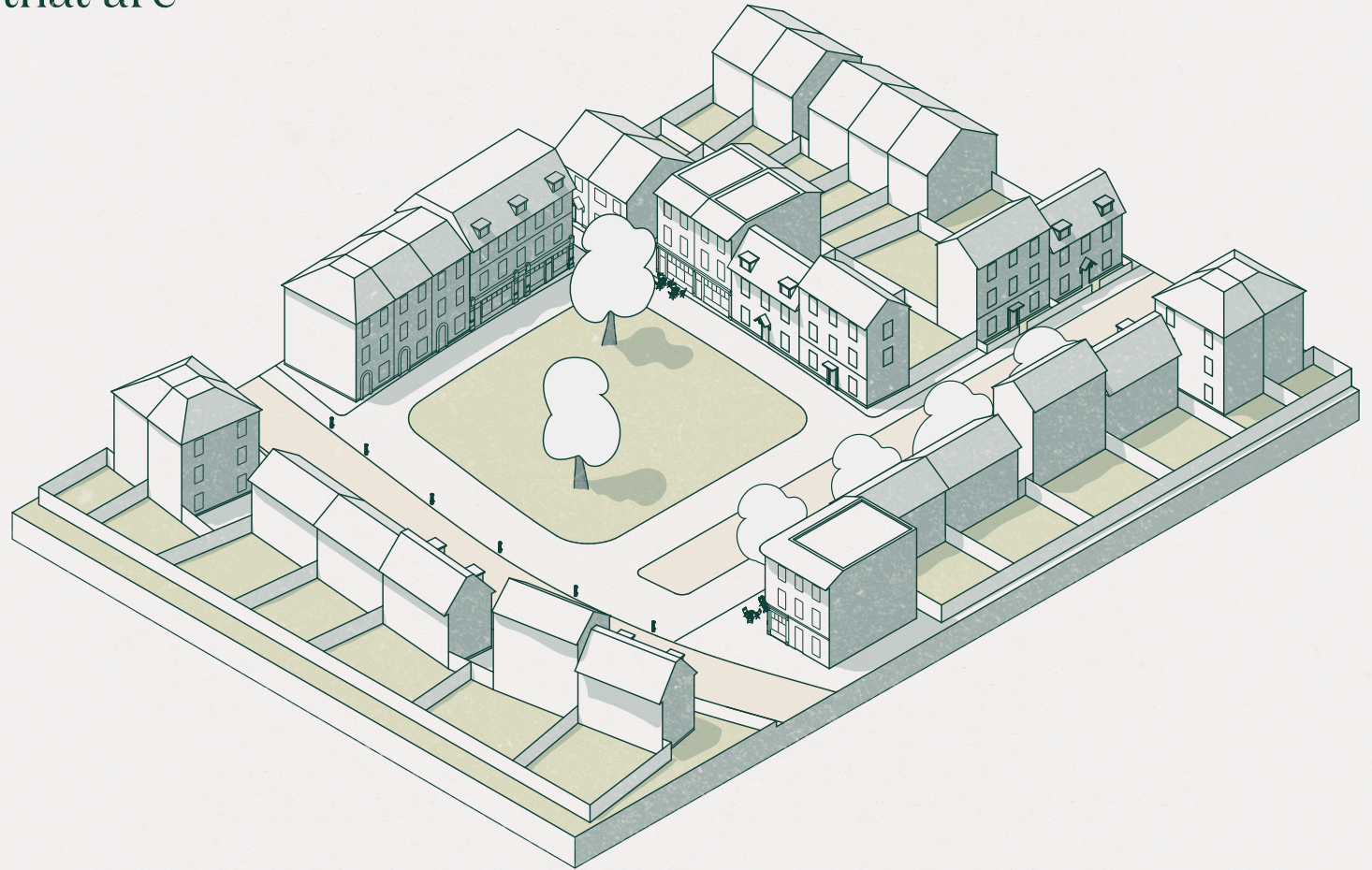
Growing healthy food  
Bringing the country into the town

##### A good place to work

Supporting new and small businesses  
Making work flexible

##### A good place to grow up and grow old

Learning with excellent, wild schools  
Helping children and older adults to get active safely





# A new standard of sustainability

## Energy efficiency

- Minimising operational carbon emissions that occur throughout project lifecycle
- This includes energy used in buildings, public spaces and transportation
- Energy supply is decarbonised and locally sourced where possible



Solar PVs panels



Vehicle charging points



Heating homes with Air Source Heat Pumps



People-centred mobility such as easy and safe cycle routes



Fabric First approach to maximise performance

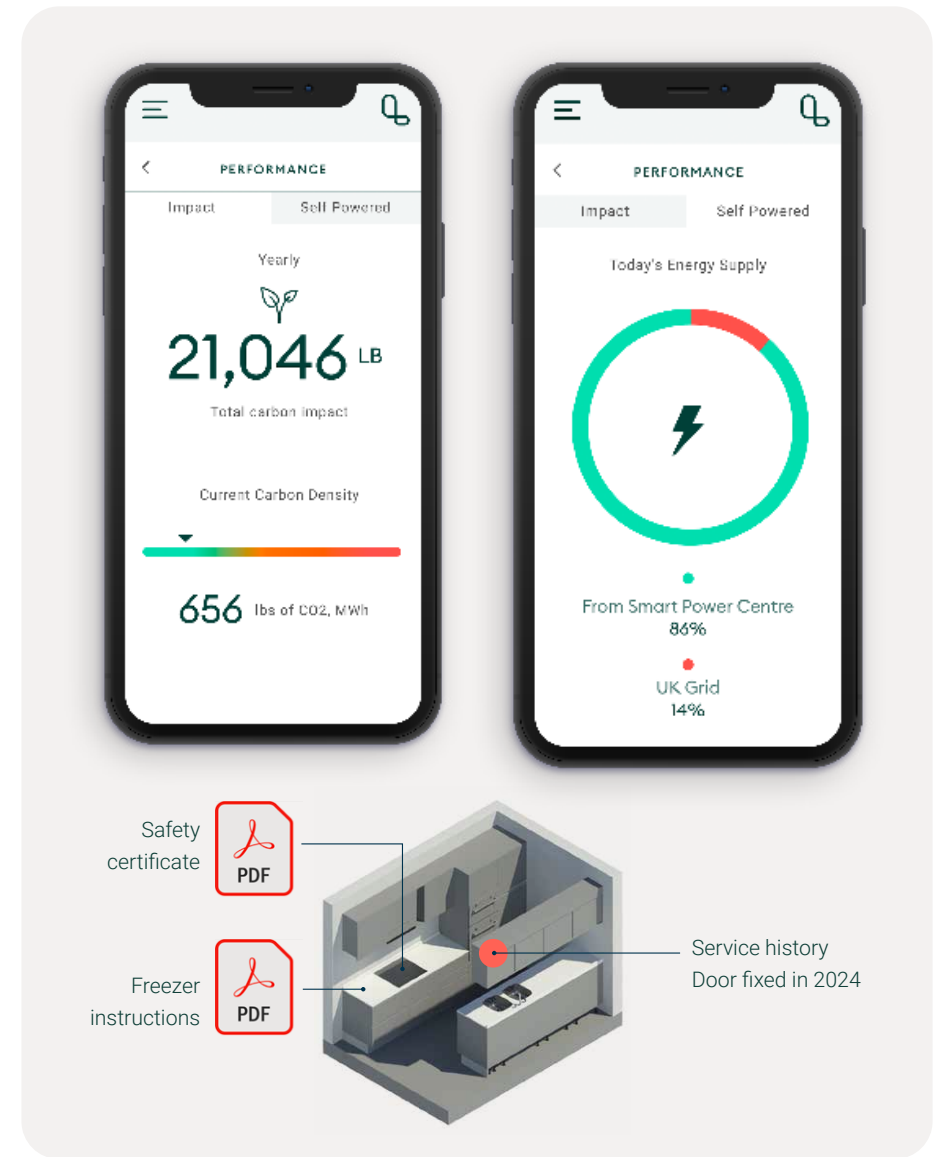
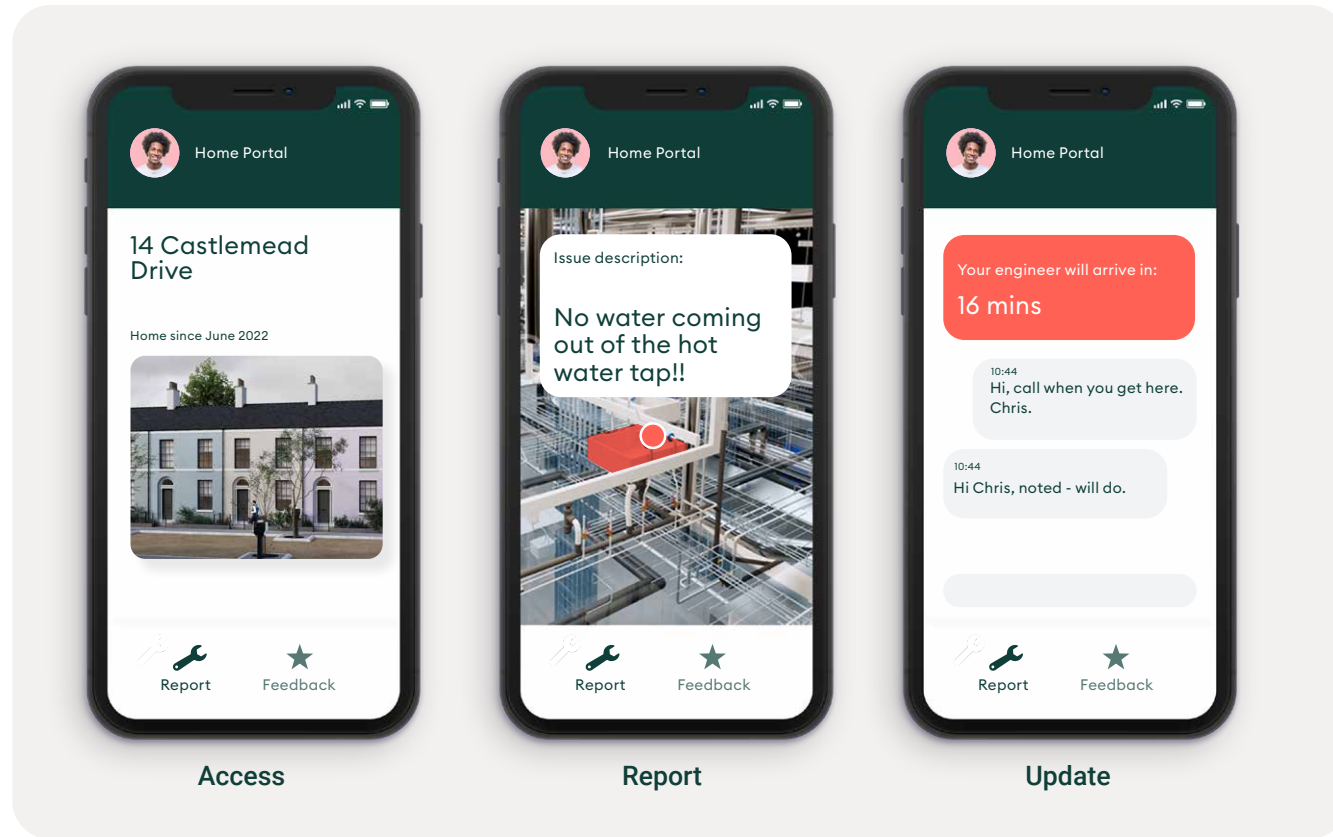


Homes and landscaping to designed to be accessible



# Digital operational platform

- **Building Information Models** exist for every house type we design
- These models are the digital twin to the physical house
- Enable tenants to **easily and accurately** log faults
- Makes **reporting issues and planned maintenance** in the home easy



# UK planning system | Example of a 134 home development



**134**  
Total homes

**30%**

Affordable units sold at a discount to market value, typically about 75% of open market value in the UK

**70%**

affordable rented units

**30%**

shared ownership

Civil Infrastructure Levy (CIL) and S106 (Section 106)

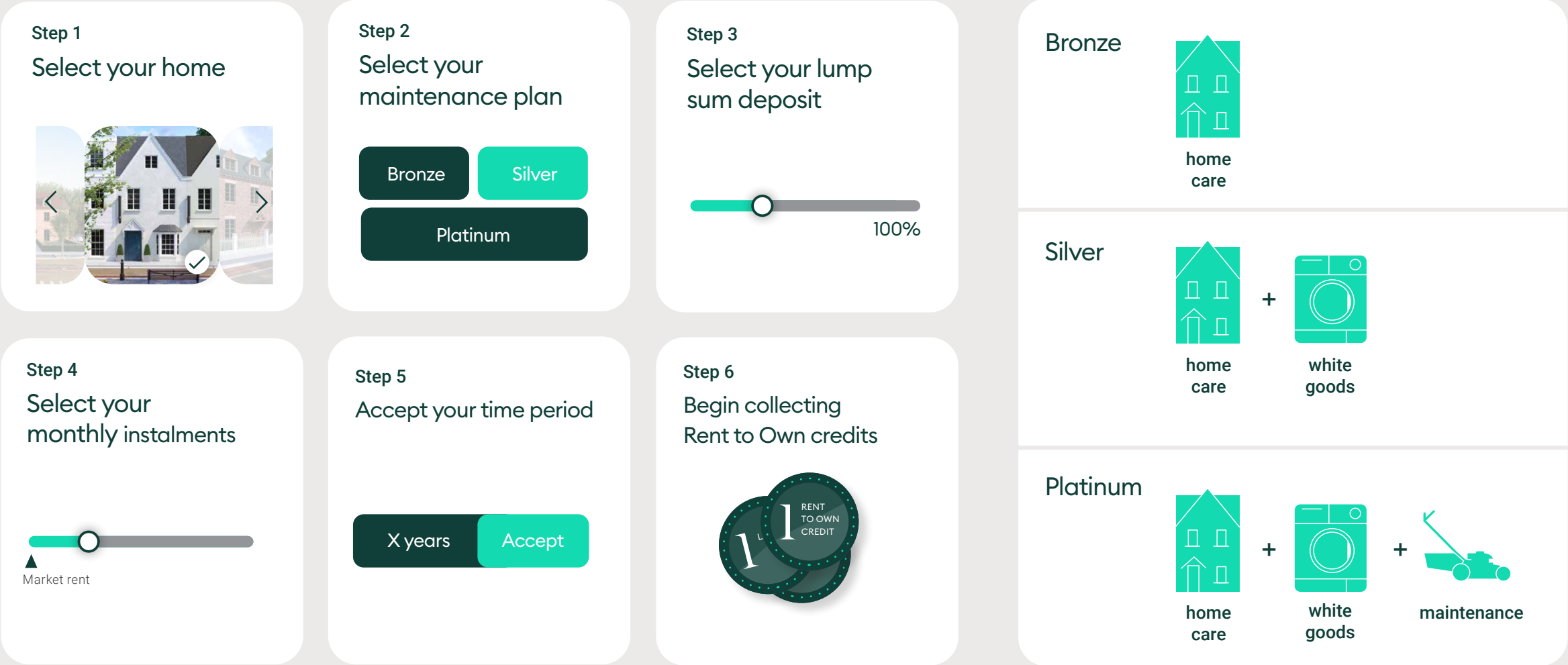
**£2.7M**

Local authority payment contributions



- Raising funds:
- local infrastructure
  - playgrounds
  - parks and open spaces
  - schools
  - community centres
  - healthcare
  - transport

# Innovating new paths to home ownership with Rent to Own




# The first time buyers



**Jason 21, Rosie 24**  
**Current position:** Young professional and student, currently renting  
**Aspiration:** To own a home and have a family

The house type  
Willow, 2 🏠



House price:  
£222,000

Deposit  
£0

100%


Monthly payments  
£900pm

20%

Expected time period  
40 years

No deposit.  
Low monthly  
payments.  
Unable to get on the  
housing ladder.

Home ownership  
achieved after 40 years,  
with no debt.




# The education focussed parents



**Guy 41, Kai 38, Alana 9, Bane 7**  
**Current position:** Sold their previous home and are currently renting  
**Aspiration:** To live in a safe community with close proximity to great schools

The house type  
Emerald, 4 🏠



House price:  
£310,000

Deposit  
£10,000

100%

Monthly payments  
£1,400pm


20%

Expected time period  
30 years

Small deposit.  
Medium monthly  
payments.

Financial situation  
improves mid-tenure  
with additional lump sum  
and increased monthly  
payments.

Home ownership  
accelerated after  
17 years, with no debt.





Latis are collaborating with best-in-class partners to implement delivery solutions and technology platforms that have the potential to improve people's lives and transform the way in which we live.