VERTO HOMES

BUILDING TODAY,
SUSTAINING TOMORROW

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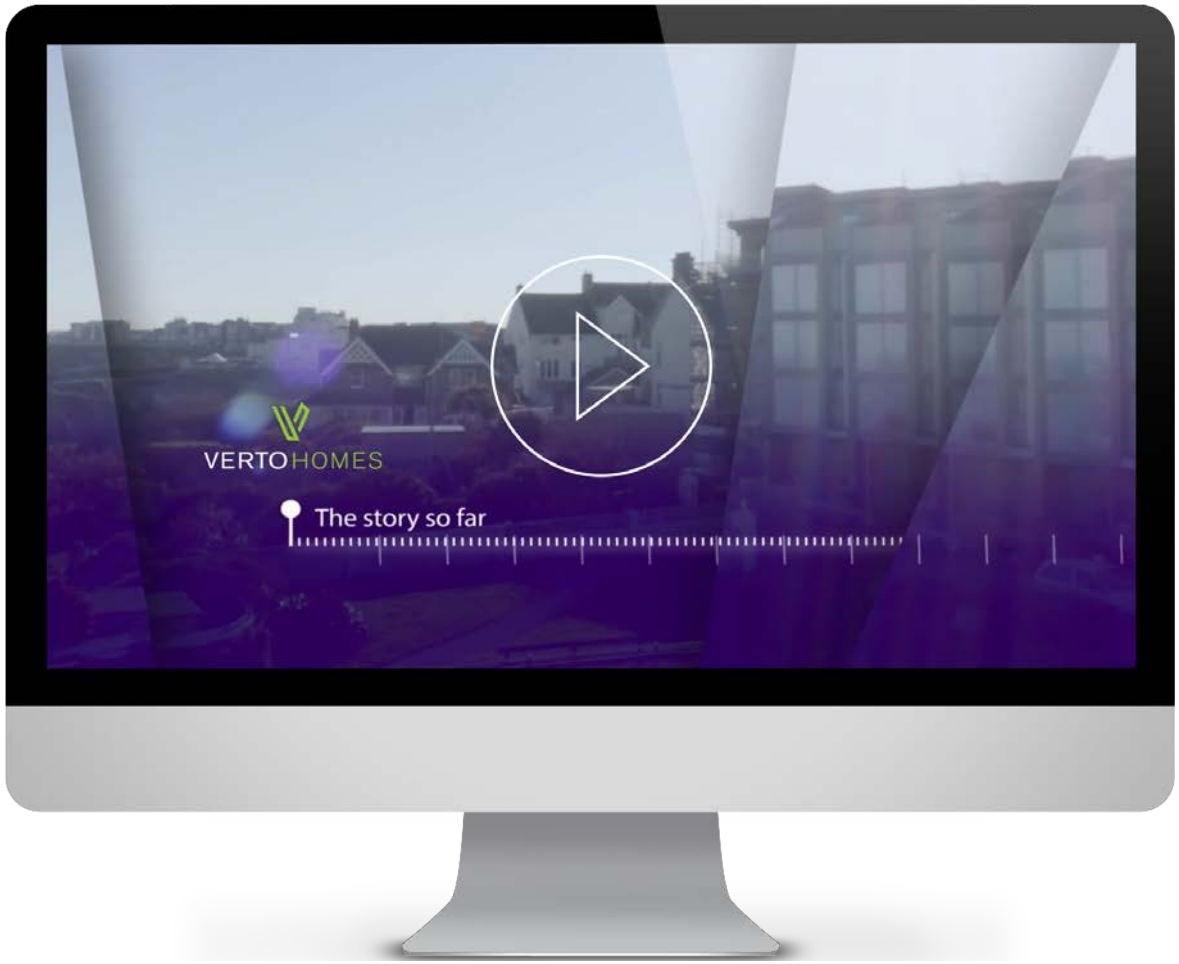
VALUE PROPOSITION

To design and build technology-driven homes that provide the most efficient and cost-effective way to live.

MISSION STATEMENT

To be the UK's largest builder of sustainable homes by 2021.



CLICK ON THE SCREEN TO PLAY THE VIDEO

THE STORY SO FAR - AUTUMN 2018

THE MANAGEMENT TEAM

Since the Winter update, we are proud to welcome a number of new additions to the management team, including Tom Davey, Laura Williams, Nathan Driscoll and Adam Wright. Additionally, we have also appointed Charlie Shearer as non-executive director to the business.

Tom Davey joins the development management team, having worked as an agent across the South West for the last decade. His black book of contacts is substantial and we are already benefiting from his appointment, with a number of new potential acquisitions he has brought to the land pipeline.

Laura Williams joins the commercial team as a quantity surveyor, having been headhunted from a national Plc competitor. She is nothing short of a rising star in the industry and we are very pleased to have her on board.

Similarly, Nathan Driscoll joins us from a national Plc in the role of site manager. He's a straight talking and proud Kiwi, who is used to delivering 70+ units a year for the second largest housebuilder in the country and has a two decades of construction experience behind him.

THE MANAGEMENT TEAM

Adam Wright joins the team from another national Plc and has been appointed as construction manager. He served 13 years in his previous role and is highly regarded in the South West reputationally and we are over the moon having secured him.

Finally, the appointment of Charlie Scherer as non-executive director is a huge step forward for the business.

Charlie spent nearly 30 years working in the UK residential, construction and development markets and for over 10 years he led the residential contracting and partnerships businesses for UK nationals, most recently, Willmott Dixon Housing, where he was Chief Operating Officer for five years.

Previously, he led significant change improvement programmes for regional businesses, building a strong reputation for successful turnaround performance, especially during his time at Rok in the South West, a company which under his watch was subsequently acquired by Balfour Beatty.

He has been brought onboard to help us start shaping the company ready for a trade sale/buy-out - the ultimate aim.

AWARDS

This has been the most rewarding year to date for the company when it comes to recognition from UK awards bodies, with Verto Homes picking up four of the most coveted awards in our industry.

In March we were awarded Housebuilder Of Year by the National Federation Of Housebuilders, by far one of our proudest moments to date. Having been put up against some of the countries better known national housebuilders, to come out on top was an incredible achievement.

The judges provided the following comment: “Verto’s entry forced its way to the top by its total design concept, management ethos and achievement of different and high objectives. What made this entry stand out was the company’s emphasis on sustainability and the method through which it was delivered.”

And as if that wasn’t enough for one night, we also took home the New Build Project of the Year Award for our flagship development Island Reach in Newquay.

The judges commented: “Island Reach has been a huge success and clearly demonstrates Verto’s commitment to building high quality, sustainable homes which can be enjoyed for years to come.”

As you can imagine, we were in high spirits and bouncing off the walls by the end of the night.

AWARDS

Next up was the world renowned Global Good Awards; an international multi-industry awards ceremony held in May, where we were awarded the Building Sustainably Award. These highly reputable awards champion impressive sustainable businesses and organisations and attempts to recognise their work which benefits their communities, staff, the planet and their bottom line.

We are going through a really exciting growth stage here at Verto, so being awarded this important title means so much to us and gives us even more fuel for our ambitions.

Further recognition for the company was winning the Small Business Of The Year Award at the Business Green Leaders Awards.

These awards shine a light on the UK's leading green businesses and recognise the immense progress the UK's green business community has made in recent years, as sustainable business models and clean technologies have continued to force their way into the mainstream.

Businesses, NGOs, public sector bodies and individuals across 25 different categories are rigorously judged by a panel of sustainability professionals and green economy leaders.

The next accolade is not necessarily an award, more of a nod of recognition to Verto's founders, who were both featured in the 42 Under 42 awards. Each year, Insider Magazine profiles 42 young entrepreneurs and business leaders who should be on your radar and Tom and Richard were very proudly, on the judges.

AWARDS

OLD MILL CLASS OF 2018
UNDER 42

The young founders of Verto Homes pride themselves on having brought a keen disrupter to the UK property market, proving to the large housebuilders, that building sustainably can be affordable. The Cornish pair's homes do not burn fossil fuels for light or heat, and they do not emit any carbon dioxide. Carr says: "Considering 27 per cent of the UK's carbon emissions come from the residential housing sector, people's homes are an obvious place to start reducing carbon emissions." Verto Homes has been built on peer-to-peer lending, describing it-self as being funded "by the people, not large-scale corporate banks". Since it was founded in 2010, Verto has raised £3.4m in equity through platforms including Crowdcube and Angels Den, and has borrowed and repaid nearly £10m through lending platforms including Funding Circle and Relendex – making it one of the largest peer-to-peer-funded companies in the UK.

AWARDS

GLOBAL GOOD AWARD 2018

BUILDING SUSTAINABLY - ISLAND REACH

Cornwall-based business, Verto Homes, has been honoured with the Building Sustainably Award, at the national Global Good Awards 2018. These highly reputable awards champion impressive sustainable businesses and organisations and recognise their work, which benefits their communities, staff, the planet and their bottom line. Being awarded this title really serves to root Verto Homes into its role as the UK's leading sustainable house builder.

Verto Homes Co-founder Tom Carr has provided the following comment: 'We are in a really exciting growth stage here at Verto, so being awarded this important title means so much to us and gives us even more fuel for our ambitions.'

AWARDS

NATIONAL FEDERATION OF BUILDERS HOUSEBUILDER OF THE YEAR 2018

BUILDING SUSTAINABLY - ISLAND REACH

Despite record competition, sustainable house-builderVerto Homes has won two awards at the National Federation of Builders Awards 2018: House Builder of the Year and New Build Project of the Year for their flagship development in Newquay,Island Reach.
The judges passed comment on Verto's House Builder of the Year win, the most coveted title at the awards: "Verto's entry forced its way to the top by its total design concept, management ethos and achievement of different and high objectives. What made this entry stand out was the company's emphasis on sustainability and the method through which it was delivered." The Judges had similar feedback for Island Reach, the development which won them the New Build Project of the Year Award: "Island Reach has been a huge success and clearly demonstrates Verto's commitment to building high quality, sustainable, homes which can be enjoyed for years to come.

AWARDS

businessGreen LEADERS AWARDS 2018

BUSINESS GREEN LEADERS AWARD 2018

SMALL BUSINESS OF THE YEAR - VERTO HOMES

It's yet another coup for Verto Homes as it is crowned Small Business of the Year at the Green Business Leaders Awards 2018, held at The Brewery in London on 27June. Now in its eighth year, these highly regarded awards shine a brilliant light on the UK's leading green businesses and recognise the immense progress the green-business community is making on the mainstream. Rigorously judged by a panel of experts, Verto Homes competed against a group of impressive and ambitious like-minded businesses, to garner the top spot of Small Business of the Year 2018. Commenting on their success, Verto Homes Co-founders Tom Carr and Richard Pearce have said the following: '2018 is proving a big year for us as we enter a period of significant growth and gain real recognition from our peers and the business community.' We are delighted to be recognised as green business leaders making an impact and thank the Green Business Leaders Awards for this important platform.

VERTO HOMES PROJECTS

Earlier this year saw the delivery of phase 1 of our Hilgrove Mews project. All 10 units were sold off-plan and residents have moved in and are enjoying their new homes, with the project generating a GDV of £3.6m. Phases 2 and 3 are well underway, with 50% of the remaining units having already been sold off-plan, we are due to deliver Phase 2 by Christmas and Phase 3 is on track to be delivered by summer next year, which will wrap up the scheme. Phases 2 and 3 combined are projected to generate a GDV of just over £8.6m.

After suffering a number of planning related setbacks, we have finally begun mobilising the site at Pydar Place, which is our first Zero Carbon Smart Home apartment scheme, located in Truro. Marketing for the scheme is to be launched in the new year, although early marketing feedback is showing that the project will be well received by buyers and should generate a GDV of £3.7m.

Our Rock Road project for eight units in Rock, Cornwall has almost been given the green light. We have been back and forth with a few design tweaks and planning amendments in order to get the four open market units to the standard, expected of £1m+ properties, however, we are almost there and the units are looking incredible. The project has an anticipated GDV of over £5m and we are due to commence on site in the new year.

VERTO HOMES PROJECTS

Our Seawings project for eight apartments on the Mountbatten Pier in Plymouth, is going to be quite frankly, sensational. We are finalising the last few tweaks for Plymouth City Council, in order to receive our planning consent and we hope to be on site in the new year. The project has an anticipated Gross Development Value of over £5.25m and we are due to commence on site in the new year, once the construction drawing package has been completed.

Our Pinhoe site in Exeter, which we secured in August following a positive pre-app with Exeter City Council, is in the preliminary design stages and we are looking to submit planning in the new year for a scheme of 40 houses, which could potentially deliver a GDV of £11.7m on completion.

The combined potential Gross Development Value for all live projects is £34.25m.

ACCOUNTS- REVIEW OF THE BUSINESS

Verto Homes Limited's principal activities for the year, were the development and sale of Zero Carbon Smart Homes, utilising in-house expertise in creating value through land purchase, planning promotion, direct construction and sales and marketing. Our developments are unique and stand out within our operating geography because of the investment we have made in smart home and zero carbon technology, which differentiates the homes we build and sell.

We are pleased to report a growth in turnover and operating profit for our principal activities against the 2016/17-year, reflecting the completion of various phases at our Hilgrove Mews project. The success of this and other developments, underpins our confidence to continue our growth plans in future years.

Therefore, in the period, the company has raised additional capital to finance our further expansion through a Secured Loan Note Instrument, which has enabled the Company to legally secure 56 plots across three sites during the year, with a further 400 plots under negotiation as a preferred bidder for 2018/19.

ACCOUNTS

Our market is sustainable, with record levels of government funding being allocated to the acceleration of provision of new homes, with policies assisting factors influencing both demand and supply. In particular, the average sales value of our homes qualifies for the Government Help to Buy scheme.

We have enhanced our management team in the period and plan to invest in additional resources over the next 12 months, to support our strategic objective to introduce new operational controls and processes, as our activities and number of new developments increase. We will continue to underpin our operations with a relentless focus on Quality, Health, Safety and Environmental matters.

The Board is satisfied with a performance for the period and is confident of this continuing upward trend in future years.

As of the Company's most recent financial year-end, 31st March 2018, the Company posted the following information in its financial accounts:

- Fixed assets of £6,218,444
- Current assets of £3,895,604
- Short term debtors (£852,026)
- Long term debtors (£7,231,349)
- Net assets of £2,030,673

The net result provides a positive balance sheet of £2,030,673. The accounts were prepared by the Company's accountants, Whyfield Ltd.

THIRD-PARTY CONTRACTS

Following on from the Winter update, both the Pentire and Bedruthan projects are progressing well.

Pentire is approximately 40% complete, on budget and on track for a pre-christmas completion and has to date generated revenues of over £250,000.

Bedruthan, took a little longer to get off the ground, due to the developers funding arrangements taking a while to complete, however, we have finished the groundworks and the project is 10% complete, on budget and on track to deliver the first unit for the Spring and has to date generated revenues of over £200,000.

We have been receiving enquiries for new contracts, however, we are picking and choosing which opportunities we decide to move forward with, so that we only undertake profitable contracts.

LAND PIPELINE

As with every year and according to our long-term battle plan, in order maximise the value of the business and it's saleability to a larger housebuilder, we'll be consistently increasing both our pipeline of future projects and the number of homes we deliver each year.

We currently have 38 units under construction. Eight units are being built for third parties and 30 units are being built as Verto projects. We have 82 units in planning which have either just received planning or planning permission in imminent across three sites. These sites are Seawings, Rock Road, Holbeton, Pinhoe and Pydar Place.

We then have 130 units in legals. This means sites that we have carried out due-diligence on, are satisfied to move forward and acquire and have instructed solicitors to legally secure the land.

Further, we have approximately 500 units at agreed HOT stages (Heads Of Terms). This means we have agreed on the outline of a deal and will be shortly moving to legals i.e sales contracts.

We then have approximately 750 units in the appraisal stages which are essentially sites that are being investigated by the team, with due diligence and negotiations being carried out.

In total, we currently stand at nearly 1500 units in the pipeline with a potential combined GDV of over £150m.

The target is to secure 750 units every year for the next three years, which would result in a secured forward pipeline of over £500m.

HOUSING ASSOCIATION PROJECTS

The team has been focussed on developing relationships with local housing associations in the South West, in order to provide an additional revenue stream, which is independent of the development of open market housing. While in the short-term we will struggle to secure a position on the panels of the national housing associations, or compete with the national Plc contractors for the delivery of larger schemes (50 units plus), there is a significant gap in the market for the delivery of smaller schemes on behalf of local and regional housing associations.

In recent years, Government funding has escalated significantly and local and regional housing associations have access to massive levels of grant funding, but struggle with finding suitable land to develop and deliver affordable housing on. Members of our management team have significant experience in delivering 'land-led' schemes.

Essentially, we will source suitable land in areas of affordable housing need, carry out the necessary due-diligence and hand projects to the housing associations on a plate, which we will then deliver as a turnkey construction contract.

Apart from adding an additional revenue stream to the business, which is pretty much insulated against changes in the general housing market, once established, these relationships will add significant goodwill value to the business and will add value when we come to sell in the future.

The first of these contracts has been negotiated and we are going to legals in order to hopefully tie up the first contract in the next few weeks, which we anticipate starting in the spring. The scheme is for the delivery of 23 houses, with Westwood Housing and should generate revenues of circa £2.6m.

GOVERNMENT FUNDING

With regards Government funding, we are already on the case and well down the track with the two main sources of Government funding available through Homes England:

Home Building Fund - https://homebuildingfund.campaign.gov.uk

Housing Growth Partnership - https://www.housinggrowth.com

HBF, is a pot of £3bn intended to provide smaller developers and housebuilders with low cost construction funding to help deliver housing throughout the UK. The local agent, Jon Tucker, is very much onside and we are looking at HBF potentially funding Pinhoe as a trial project next year.

HGP, is essentially a pot of £200m for funding Joint Venture (JV) schemes. The local agent, Arnaud de Blay has already funded two schemes for Tony Lane of Devonshire Homes (who our MD Shaun has worked with previously) and we are looking at HGP potentially JV'ing with us on larger schemes, such as the Wadebridge project.

VERTOHOMES
WK17 WYD
WK17 WYF
WK17 WYG

CONSTRUCTION FUNDING

Historically, we have worked with construction funders, including private individuals, medium-tier lenders and of course Funding Circle. Funding Circle has now pulled out of property funding in order to concentrate on its core business, which is unsecured corporate loans.

During the last few years, we developed a strong relationship with the Funding Circle property team, who in four years built a loan book of over £350m at Funding Circle and who have now been headhunted by BAW AG to set up a UK property lending team.

BAW AG is Austrias fourth largest bank and is looking to significantly increase the level of lending it provides to the UK, hence the Funding Circle property team being headhunted to develop the loan book.

We have now received terms on three projects, at the lowest rate of funding we have had in eight years of trading - 2% arrangement fee and 6% on drawn funds - which should help us lower our borrowing costs and improve profitability on a number of projects.

THE FUTURE

We have recently been approached by a Venture Capitalist (VC) company, Palatine Private Equity, who wish to significantly invest in Verto Homes. For now however, we are satisfied that with the funding available from BAW AG, the various Government facilities, and our Secured Loan Note (SLN) facility, we do not currently need to receive a investment from a third-party VC's companies.

Additionally, we now have a team of Plc professionals who are all used to delivering hundreds (in some cases thousands) of units per year, and to reach our target of delivering 150 units per year by 2021, is more tangible than it ever has been.

We do however, intend to develop three sub-brands within the business. Firstly we will separate the exclusive and boutique developments with the intention of labelling these projects as Verto Homes Limited Edition. This will allow us to clearly define that these projects are high-end, exclusive developments, with limited availability, located in affluent high-price areas. The homes will feature all the smart home 'bells and whistles' we can implement. These developments can be most likened to our flagship project - Island Reach.

THE FUTURE

The current Verto Homes brand will be used for developments similar to Hilgrove Mews. Multiple unit sites, typically 30 units plus, basic specification, automated lighting and heating etc, but affordable to the masses.

Finally, we are in the process of setting up Verto Partners (VP). The core activity of VP is to act as a joint-venture (JV) partner to the local and national Housing Associations (HA's) to enable affordable-led housing developments throughout Devon, Cornwall and the Southwest. We have the dedicated in-house expertise, to lead on strategy and delivery, which will ensure we have a solid chance, of becoming the trusted partner of choice, for local and regional HA's.

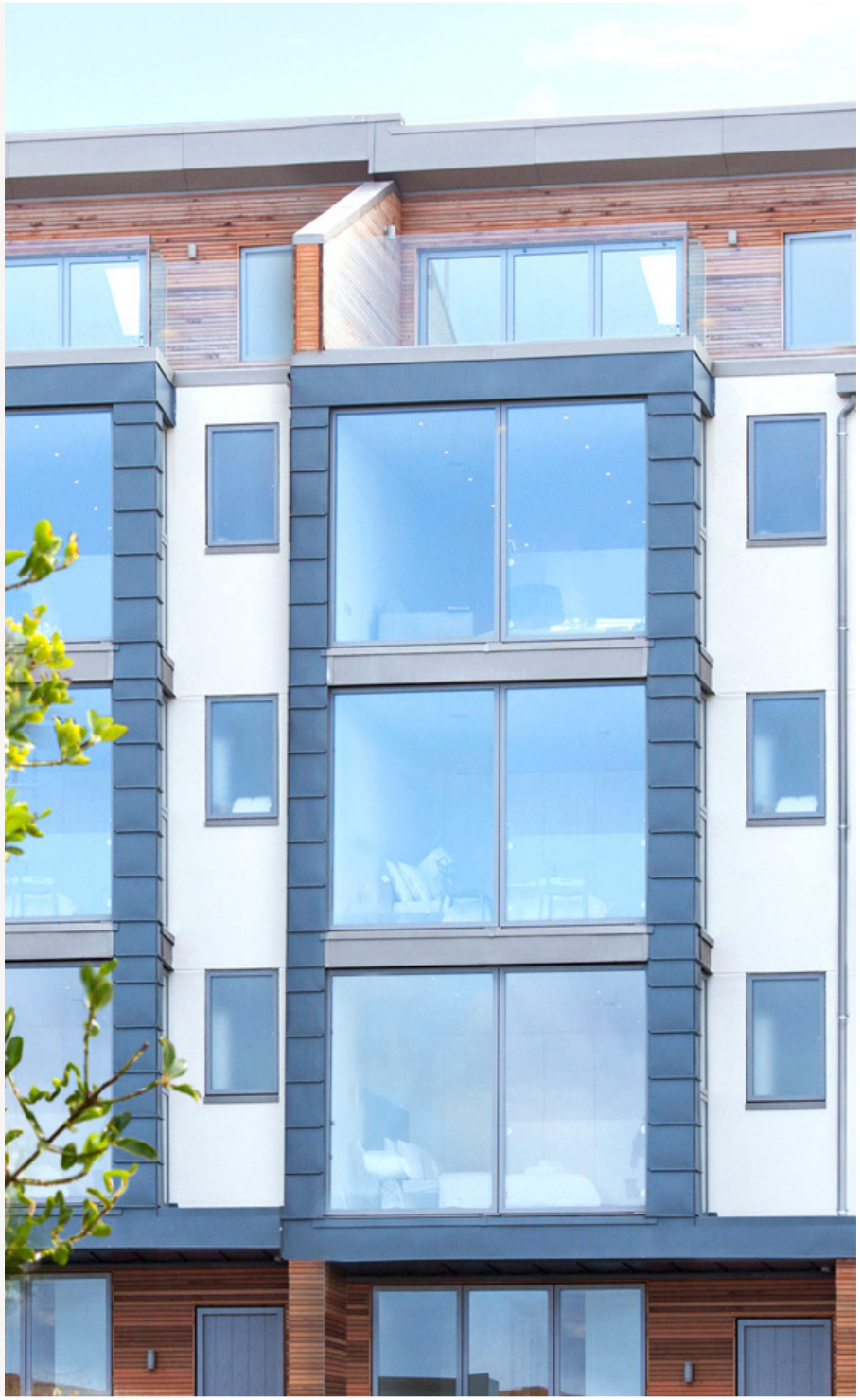
Our role as a JV partner is to act more as a facilitator. We will work with HA's on their own schemes, providing the delivery expertise to maximise profit and efficiencies. We will, however, take our own land-led schemes to the market to develop long-term relationships with our partners and build an ongoing pipeline of work with them.

We have a strong regional focus, and we will always promote our sustainable values to our housing partners. Our offering will be tailored to each client but includes land identification and assembly; community consultation; technical and commercial appraisals; value engineering; cost planning; planning; construction delivery; sales and aftercare.

This will be an entirely new entity, however, revenue and profits generated from Verto Partners will be included in the companies overall balance sheet and the Verto Partner Ltd will also sit within the security portfolio, for the Secured Loan Note.

GROWING THE BUSINESS

- We have 70 units under construction, with projected revenues from these projects totalling £29.95m. By 2021 our target is to deliver 150 new homes per year.
- We have a number of relationships with Housing Associations and are currently exploring various options and opportunities, in order to develop a low-cost Zero Carbon smart Home for the affordable housing sector.
- We plan on launching our Series B fundraising round in spring 2019. The Series B round will be offered as a private placement: strictly to existing shareholders or as a debt-for-equity conversion to the holders of Secured Loan Notes.
- We reasonably believe that we will be able to legally secure 750 units per year over the next three years, totalling 2,250 units by 2021.



GROWING THE BUSINESS

YEAR	2018-2019	2019-2020	2020-2021
TARGET UNITS DELIVERED	60	100	150
TARGET GROUP REVENUE	£18m	£30m	£45m
TARGET UNITS SECURED	750	750	750

VERTO AT A GLANCE

113

NEW HOMES

PREVIOUS AND CURRENT PROJECTS

400+

POTENTIAL NEW HOMES

PIPELINE UNDER NEGOTIATION

£42.5m

GROSS DEVELOPMENT VALUE

PREVIOUS AND CURRENT PROJECTS

£120m

TARGET GROSS DEVELOPMENT VALUE

PIPELINE UNDER NEGOTIATION

PROJECT PORTFOLIO

Plenty of passion and careful consideration goes into the design of our stunning, sustainable, fully automated living spaces, which blend seamlessly into the beautiful Cornish cliffside.

Explore our latest Zero Carbon Smart Home developments from the skies by clicking on the link below.

CLICK TO PLAY DRONE FOOTAGE

THE OLD SURGERY - CLAPHAM, LONDON

COMPLETED APRIL 2011

TWO CONTEMPORARY STYLE APARTMENTS

The Old Surgery is the conversion and refurbishment of a Victorian doctors' surgery in London into two exceptionally luxurious apartments.

Due to the extent of decay in the foundations, significant remedial structural works were undertaken to ensure the entire building wouldn't be undermined.

Each apartment was finished to an exceptionally high standard throughout and delivered a record £psf for that particular area: equating to a GDV of £1.05m, with works completed in just 11 months.

- Victorian conversion
- Finished to an exceptional standard
- Excellent transport links
- Record-breaking sales values at the time of sale
- £ GDV Achieved £1.05m

OCEAN VIEWS - NEWQUAY, CORNWALL

COMPLETED MARCH 2012

14 LUXURY RESIDENTIAL APARTMENTS

Ocean Views is a 14-unit residential apartment development finished to a high standard throughout, with underground parking and passenger lifts.

Located in an unusually steep gradient, this presented significant challenges for the build of the basement car park, but this hurdle was deftly handled by the construction team.

The development took 14 months to complete and delivered a completed GDV of £2.7 million.

- New-build apartment block
- Underground parking & lift
- Town-centre location
- Next door to local junior school
- GDV Achieved £2.7m

ISLAND REACH - NEWQUAY, CORNWALL

COMPLETED MAY 2016

SEVEN LUXURY ZERO CARBON SMART HOMES

Overlooking Newquay's Great Western Beach, Island Reach boasts seven sleek, luxurious properties which combine sensational eco-sense and state-of-the-art technology with breathtaking panoramic ocean views.

In these four-bedroom, four-bathroom Zero Carbon Smart Homes, residents can live in pure harmony with coastal life.

Packed with every smart-home option conceivable, this groundbreaking project has set new standards for both sustainability and smart-home technology.

- Stunning clifftop location
- Exceptional standard of fixtures & fittings
- Fully automated smart home
- Zero-carbon specification
- £ GDV Achieved £4.1m

TOWAN HEIGHTS - NEWQUAY, CORNWALL

COMPLETED SEPTEMBER 2016

14 ZERO CARBON SMART HOMES

Based in an enviable location overlooking Newquay's Towan Beach, Towan Heights fuses high-spec housing with ultimate sustainability.

These 14 four-bedroom Zero Carbon Smart Homes embrace innovation and style in a private development mere footsteps from the sand.

The Towan Heights development has won a number of awards and has single-handedly proven that Zero Carbon Smart Homes can be affordable.

- Town-centre location
- Fully automated smart home
- Zero-carbon specification
- 100% sold off-plan
- £ GDV Achieved £4.4m

HILGROVE MEWS - NEWQUAY, CORNWALL

PHASE 1 - BUILT AND SOLD
PHASE 2+3 - UNDER CONSTRUCTION

40 ZERO CARBON SMART HOMES SET WITHIN A GATED COMMUNITY

Located just moments from Tolcarne Beach and lusty glaze beach Hilgrove Mews is an exciting new eco-community development which is pushing the boundaries of sustainable living.

The development offers a mixed development of apartments, townhouses and semi-detached dwellings, set amongst an oasis of rich green landscaping with private access.

Hilgrove Mews represents a culmination of the best of all of the methods and technologies employed at Island Reach and Towan Heights.

- 40 Zero Carbon Smart Homes
- 1.7-acre site
- Town-centre location
- Surrounded by shops, schools & beach
- £ Phase 1 GDV Achieved £3.5m
  Phase 2 + 3 Anticipated GDV £9m

12 ZERO CARBON SMART HOME APARTMENTS

Located in the heart of Truro, the capital city of Cornwall, Pydar Place is the redevelopment of a brownfield site into a brand new Zero Carbon Smart Home apartment scheme.

The development will consist of 12 two-bedroom apartments, situated over three floors with secure underground parking.

All apartments will be built within a private gated community, and will be tastefully landscaped to provide an oasis from the surrounding urban area.

- 12 Zero Carbon Smart Home apartments
- City-centre location
- Excellent transport links
- Surrounded by shops, schools & Truro Cathedral
- £ Anticipated GDV £3.6m

SEVEN LUXURY ZERO CARBON SMART HOMES

Rock Road is the development of a greenfield site in the world-famous town of Rock on the North Cornish coast.

Rock is a renowned UK holiday destination for the rich and famous, including members of the Royal Family. It is also one of the UK's most desirable second-home locations.

Our site has consent for the development of eight new homes on a plot just over one acre in size. The team is currently in the process of improving the consented development, adding a ninth unit and upgrading the site to fit our Zero Carbon Smart Homes model.

- One-acre site
- Consent for nine new homes
- Premium house prices
- Centrally located with great amenities
- Countryside views on south side
- £ Anticipated GDV £7m

EIGHT LUXURY ZERO CARBON SMART HOME APARTMENTS

The former Seawings Restaurant enjoys an iconic and strategic position on the east side of Plymouth Sound – quite possibly the most important landmark position on the city's waterfront.

The site has an existing consent for seven luxury apartments, however, following the submission of a successful pre-app, Verto Homes is in the process of amending this consent to provide for an eighth unit.

The site will be in a prime location for the 2020 Mayflower celebrations, which is anticipated to be one of the biggest Anglo-American celebrations in decades and cause property demand to rise.

- Unique Marina site location
- Eight luxury apartments
- Huge exposure with 2020 Mayflower celebrations
- Stunning views over Plymouth Marina
- Early enquiries already received from Marina use
- £ Anticipated GDV £5m

PINHOE - EXETER, DEVON

NEW ACQUISITION

40 ZERO CARBON SMART HOMES

The acquisition of our new site on the east of Exeter has been negotiated and we are now in contract to acquire the site on a subject-to-planning basis.

The site has had a successful pre-application with the Local Authority planning team, and has been identified as being able to support up to 45 new homes.

The site is just two hours to London by train and located on the doorstep of some of the South West's most beautiful countryside and coastal spots, Exeter is becoming an increasingly popular place to live for those disenchanted with city life in the capital.

- Three-acre site
- Designs being drafted for 40 homes
- High local demand for housing
- Close to airport, M5 & regeneration area
- Subject to planning purchase
- £ Anticipated GDV £12m

111 ZERO CARBON SMART HOMES (SUBJECT TO PLANNING)

We are currently in negotiations for the acquisition of a site, which has the potential to deliver up to 111 units. The site is in a stunning location in the increasingly popular coastal town of Exmouth, in Devon.

The site is currently a hotel, set in nearly four acres of gardens leading down the beach, with all recently developed projects selling off-plan and with increasingly higher £psft rates.

- Highly desirable location
- Potential for 111 units
- Set in four acres
- Views over Exmouth and out to sea
- Anticipated GDV £41.2m

120 ZERO CARBON SMART HOMES (SUBJECT TO PLANNING)

The town of Wadebridge on the North Cornwall coast,iv is a popular with families and retirees and serves many of the surrounding villages, such as Rock and Padstow.

Our site is in a popular residential area, has good access, is level and has been identified as capable of delivering 120 new homes.

We are currently in legals and anticipate securing the site before the end of the year on a Subject to Planning Option Agreement.

- Located in popular residential area
- Potential to deliver 120 new units
- High demand for new housing in the immediate and surrounding area
- £ Anticipated GDV £36m

TEN LUXURY ZERO CARBON SMART HOMES

Mevagissey is a typical Cornish fishing village. With it's working harbour, quaint tea rooms and narrow streets, the village is popular with both locals and tourists.

Our site sits in an elevated position overlooking both the village and the sea below and we are hoping to secure planning for 10 zero carbon smart homes.

There is a high level of demand for housing in the area and a development of housing will be well received by the market.

- Village and sea views
- Potential for 10 zero carbon smart homes
- Significant demand for housing due to lack of supply
- Strong sales values due to popularity of location
- £ Anticipated GDV £3m

MARKETING AND PR

SUNDAY EXPRESS

From zero to hero

DEBORAH STONE reports on one firm's vision for energy-efficient homes for all

FOSSIL FUEL-FREE: Hilgrove Mews homes have solar panels integrated in the roof, super-insulation and triple glazing to keep them warm

Reinventing the holiday home

Stunning holiday lodges you have to see to believe

Discover a bespoke collection of luxury holiday homes for sale on the southern edge of Dartmoor National Park. The beautiful, contemporary lodges for sale at Palstone Lodges, in the desirable South Hams area of Devon, are set in a garden-style holiday development and only 12 miles from the coastline.

- Prices start from £175,000
- Up to £7000 furniture pack available!
- Exclusive use for owners, friends & family
- Amazing landscaped gardens
- 12 Month holiday use
- Easy access to A38 and M5
- No stamp duty or council tax

palstone LODGES

Call 07866 725035 | info@palstonelodges.co.uk

www.palstonelodges.co.uk

WHEN AWARD-WINNING house builders Verto Homes launched their first Zero Carbon Smart Homes in the UK back in 2015 they sold all seven before they had even been built. Overlooking Newquay's Great Western Beach in Cornwall, the four-bedroom, four-bathroom, Island Reach properties set new standards for both sustainability and smart-home technology.

Now two more eco-efficient developments in Newquay have sold out, Towan Heights and Hilgrove Mews phase one, with Hilgrove Mews phases two and three under construction and plans for more in Truro and Rock in Cornwall plus Plymouth and Exeter in Devon.

The Cornwall-based company aims to change the way people live by changing the homes they live in and, crucially, building energy-efficient houses and flats that ordinary people can afford.

"If you've got a couple of million spare to build your own house and you're into sustainability you can have all the bells and whistles but we want to make sustainability available to the masses," says Tom Carr, who co-founded the company with Richard Pearce.

"We want to make sustainability a bit sexier. People's perception of what sustainable housing looks like is not what we produce and we want to make zero carbon living available to everyone."

Hilgrove Mews is just a few minutes from Newquay's Tolcarne Beach and a mix of townhouses, semi-detached homes and apartments with photovoltaic solar panels integrated in roofs to provide energy that can be stored or distributed wherever it is needed.

Homes are also installed with ground-source heat pumps or air-source heat pumps. These absorb ambient heat from the ground and outside air, then use it to heat the building. Heated fresh air is also supplied by a mechanical ventilation with heat recovery unit, while triple-glazed windows combined with super-insulated walls means there is minimal heat loss so the homes need even less energy to keep them warm.

For sale from £245,000 to £325,000 (01872 672737; *hilgrovemews.co.uk*) Hilgrove Mews homes are completely free from fossil fuels.

It's a far cry from traditional housing, as Tom points out: "The nationals [building firms] have been building cookie cutter homes for decades," he says. "There have been no design-led changes in the way we live or the way homes are constructed since the war.

"We want to provide a home that enables you to live a zero carbon lifestyle. The Europeans have been building homes efficiently for decades now, so it is only a matter of time before the UK has to do the same."

But there's a problem, he says: "Every time the UK government tries to bring in legislation towards sustainable living the nationals simply say no."

He adds: "If we want to try to reduce people's carbon footprint then surely homes are a great place to start? But when the UK government tried to enforce sustainable living on a national basis, in the Code For Sustainable Homes, that was knocked back.

"The government also had a target that by 2016 all new homes had to be zero carbon but we couldn't be further away from that if we tried."

Verto Homes believe they are building the most energy-efficient homes on the UK market, says Richard, and he emphasises that insulation is key: "There's no point having all this micro-generation technology that's producing its own energy and managing it if your house leaks like a sieve. It needs to be a thermally efficient home, then add in the technology, and you have a really warm home where you rarely have to turn the heating on."

Edited by DEBORAH STONE

Sunday Express article- National

The Mail ON SUNDAY

Property 87

THIS WEEK: Houses full of tech... including this modern marvel

The smartest of smart homes

By Andrea Gerrie

Four other very different – but equally clever – pads

The Mail on Sunday feature - National

THE SUNDAY TIMES

CORNWALL FROM £245,000

The designers at Hilgrove Mews must have had stylish surfer types in mind: the new development by the innovators Verto Homes features 40 flats, townhouses and semis, a Frisbee's throw from Tolcarne Beach, in Newquay, with a minimalist feel and all run on clean energy. Plus there's lots of storage for your retro fish and soft top (they're boards). Two-bedders from £245,000. 01872 672927, hilgrovemews.co.uk

The Sunday Times article - National

CORNWALL

£245,000

Bedrooms: 2

Unique features: New development in Newquay where homes are equipped with automated entry, security and blind-operating systems, as well as motion-sensor-triggered lighting and an integrated music system, all operated with a smartphone app; electric vehicle charging points.

Contact: Verto Homes, hilgrovemews.co.uk, 020 3745 7374

MARKETING AND PR

Property Week article - National

Newquay Voice front page article - Local

The Times article - National

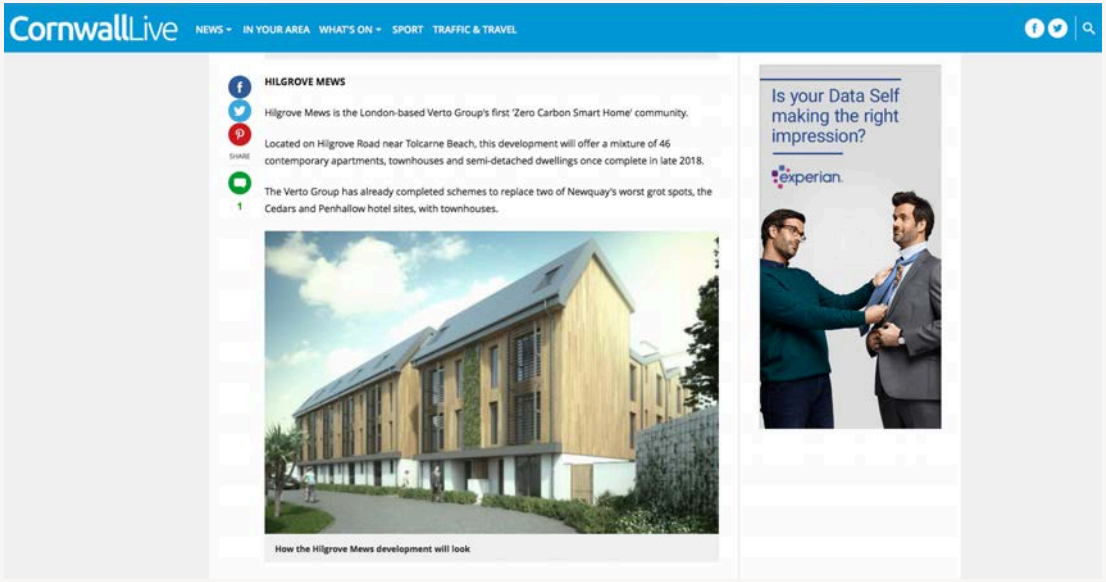
Newquay Voice front page article - Local

Business Cornwall - Regional

This is Money - National

MARKETING AND PR

Business Cornwall - Regional



Cornwall Live - Regional

TOM CARR - CO-FOUNDER

With over a decade of experience in the property industry, Tom is highly knowledgeable about the UK property market and its cyclical behaviours, and has been developing properties, including large-scale residential developments, since his early twenties.

Heading up the team alongside Richard, Tom is responsible for delivering the UK's first Zero Carbon Smart Homes, where his understanding of timber-frame construction, passive house-building efficiencies and microgeneration technologies is harnessed.

RICHARD PEARCE - CO-FOUNDER

Richard specialises in identifying and evaluating new property development opportunities, then leading talented teams to realise their full potential.

Highly experienced in property development, sales and project management, Richard is skilled in overseeing large-scale construction projects, negotiating contracts, managing budgets and leading multi-disciplinary teams.

He understands the technical elements of property development and is comfortable working to tight deadlines and challenging targets. He is also accustomed to working in cross-cultural environments.

MANAGEMENT TEAM

CHARLIE SCHERER MCIOB
NON-EXECUTIVE DIRECTOR

Charlie has spent nearly 30 years working in the UK Residential, Construction and Development Markets. For over 10 years he has led the Residential Contracting and Partnerships businesses for UK nationals, most recently, Willmott Dixon Housing where he was Chief Operating Officer for five years.

Previously, he led major change improvement programmes for regional businesses, building a strong reputation for successful turnaround performance especially during his time at Rok in the South West, a business which was subsequently acquired by Balfour Beatty.

Charlie is a Chartered Builder and trained as a Quantity Surveyor, he has a relentless focus on quality delivery and enjoys building great teams, which has merited long term loyalty from many of his colleagues. He now runs his own consultancy business, offering interim services to support both private and public organisations with their strategic planning.

SHAUN STAPLETON
MANAGING DIRECTOR

Shaun has over 20 years of construction management experience and is a highly successful, motivated and focused individual. Starting as an apprentice bricklayer and progressing through site and contracts management, his passion and dedication have given him strong client and industry relationships, and an understanding of how to manage a varied and skilled team.

Shaun joins us from his previous role at Galliford Try, where he was responsible for substantially growing the quality of land-led negotiations opportunities in order to maintain 12 months of controlled contracting work and a minimum of at least a two-year rolling programme, with visibility of a further 12 months of one-to-one HOTs agreed in a JV (Joint Venture) pipeline. His other priority involved the management of the day-to-day running of the JVs between Devon and Cornwall Housing and Cornwall Council Land Initiative Sites.

MANAGEMENT TEAM

FRANCO BUTTIGIEG
NON-EXECUTIVE DIRECTOR

Franco Buttigieg is a name that resonates internationally in the property sector. A prolific developer in his native Malta, he has spent more than 30 years building properties across the world.

Accordingly, he brings unrivalled experience,knowledge and expertise to Verto Homes. Few home builders can boast a board member of such international prestige. Franco's relationships with suppliers enable us to procure high-quality materials at exceptionally low prices.

Franco's partnership with Verto Homes marks his renewed focus on the UK market.

JULIE ROBBINS
FINANCIAL CONTROLLER

Julie joined the business from Gilbert & Goode and has over 21 years of experience as a Financial Controller across several industries.

She is PRINCE2-trained and has been responsible for managing large, complex projects of £2m+ and two years' duration through the full project lifecycle.

A Fellow of the Chartered Association of Certified Accountants (FCCA), Julie has real skill in implementing processes, procedures and financial systems for start-ups – armed with 17 years of experience controlling P&L budgets in excess of £30m.

Meticulous and methodical, Julie is a skilled people manager and motivator – and has a highly pragmatic and results-driven approach to commerce and finance.

MANAGEMENT TEAM

TOM PORTER
DEVELOPMENT MANAGER

An accomplished project manager, Tom joined Verto Homes in October 2017 following a Project and Development Manager role at Galliford Try Plc, where he oversaw large-scale renewable energy-generation projects across the UK and Europe.

Tom's impressive career has seen him deliver complex, long-term projects with values in excess of £20m for a number of blue-chip and FTSE 250 clients.

With over 12 years of experience, Tom is adept at engaging with stakeholders at senior level, and has a clear appreciation of project requirements and effective communication in order to successfully deliver projects.

MARK JONES
CONSTRUCTION MANAGER

Mark has had a prolific career in construction - joining Verto Homes from Pearce Fine Homes where he headed up construction and worked to double the units built each year.

His 25 years in the construction industry has brought a wealth of experience: from running a civil engineering company to owning his own construction company and working on some extremely notable projects. Some of his work highlights include being asked to build Sir Tim Rice's five-bedroom house on the Helford and building Rick Stein's disabled hotel in Padstow.

A grafter through and through, Mark is currently working towards being a chartered MCIOB in construction management.

MANAGEMENT TEAM

TOM DAVEY
DEVELOPMENT MANAGER

Tom has a strong background in all aspects of property. Initially working in sales and marketing, he has progressed to specialise specifically in New Homes and Development in the South West.

Working within the development team and responsible for ensuring commercial viability adheres to all projects, Tom manages schemes through the planning and design process up to commencement on site.

After gaining an Honours degree from Loughborough University in 2008, he had a short spell competing semi-professionally in the sport of Triathlon before moving on to the property world.

Tom has previously worked for another regional developer, a multi-national product manufacturer in the construction sector and a national consultancy/marketing firm.

LAURA WILLIAMS
QUANTITY SURVEYOR

Laura has a keen eye for accuracy, promoting strong commercial acumen with over 10 years' experience as a Quantity Surveyor in the construction industry having worked in the private and social residential markets for both main contracting and development companies.

Laura joins Verto Homes from well know South West Housebuilder Zero C, bringing a wealth of knowledge, experience and long-standing relationships with her.

Academically Laura has completed a distance learning BSc (Hons) degree in Quantity Surveying through Reading University which has promoted practical, on-the-job learning while studying.

MANAGEMENT TEAM

ANDREW EDDY
SALES AND MARKETING MANAGER

Since joining us at the beginning of 2015, Andrew has led the sales campaigns on all of our active developments.

Having headed up several successful national publications before making the switch to the property-development sector, Andrew has a comprehensive sales background and more than 10 years of experience in marketing – and it shows.

Andrew sold every one of our Towan Heights properties off-plan prior to the official launch of the development.

SARAH WALKUP
BUSINESS DEVELOPMENT MANAGER

Sarah joins us from Kier Living and is our dedicated Development Manager, who ensures that our pipeline of work and turnover targets are met at Verto Homes.

Land assembly is a key facet of her role, as well as close liaison and key account management with our client base.

Using her business acumen and extensive contact list throughout the South West, Sarah is able to introduce us to exciting development opportunities and nurture client relationships – a valuable prospect to Verto Homes, particularly during this growth stage.

MANAGEMENT TEAM

LUKE ANDREWS
PROCUREMENT MANAGER

Luke Andrews joined verto construction after spending seven years as a Buyer/Director of Operations at an independent builders' merchant.

Acting as the main link through accounts, transport, sales, purchasing, goods and staffing, Luke successfully streamlined procedures in order to optimise operations and maximise profit.

Prior to this role, Luke has garnered over 25 years of experience in the retail/manufacturing and shipping industries and holds MCIPS status – a highly regarded mark of professionalism in the field.

JAMIE MOORE
AFTERSALES MANAGER

An HNC-qualified mechanical engineer, Jamie Moore joins Verto Homes from Terrill Bros Founder Ltd, based in Hayle.

Jamie worked his way up over 26 years with the company: starting on the shop floor and eventually becoming the Operations Manager responsible for 40+ employees and the smooth-running of the business.

Loyal, hard-working and dedicated, Jamie's knowledge and technical ability are second-to-none.

MANAGEMENT TEAM

RIA STAPLETON

ASSISTANT QUANTITY SURVEYOR

A motivated and conscientious individual, Ria is currently training at the University College of Estate Manager as a Quantity Surveyor, whilst assisting her colleagues at Verto in their day to day roles.

Her degree level training is helping to strengthen her knowledge of the position and generally broaden her understanding of the property industry as a whole.

VERTO HOMES

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