



Agenda



- **Council Owned Companies** -
Farooq Mohammed, Qualis Board Member
- **Qualis Purpose and Structure** -
Sacha Jevans, Qualis Group Managing Director
- **Qualis Group Subsidiaries** -
Paul Hewitt, Group Operations Director
- **Q&A**

Quality...It's what we stand for

Qualis Objectives



Bring forward the development of key sites to deliver **new homes and amenities** in the District

To act **commercially** to deliver **sustainable returns** to the Council

Deliver **long term value** across all activities and **positively impact** communities, the environment and economy

Build a **highly effective team** and create a corporate culture that **empowers and energises** people

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Qualis Structure



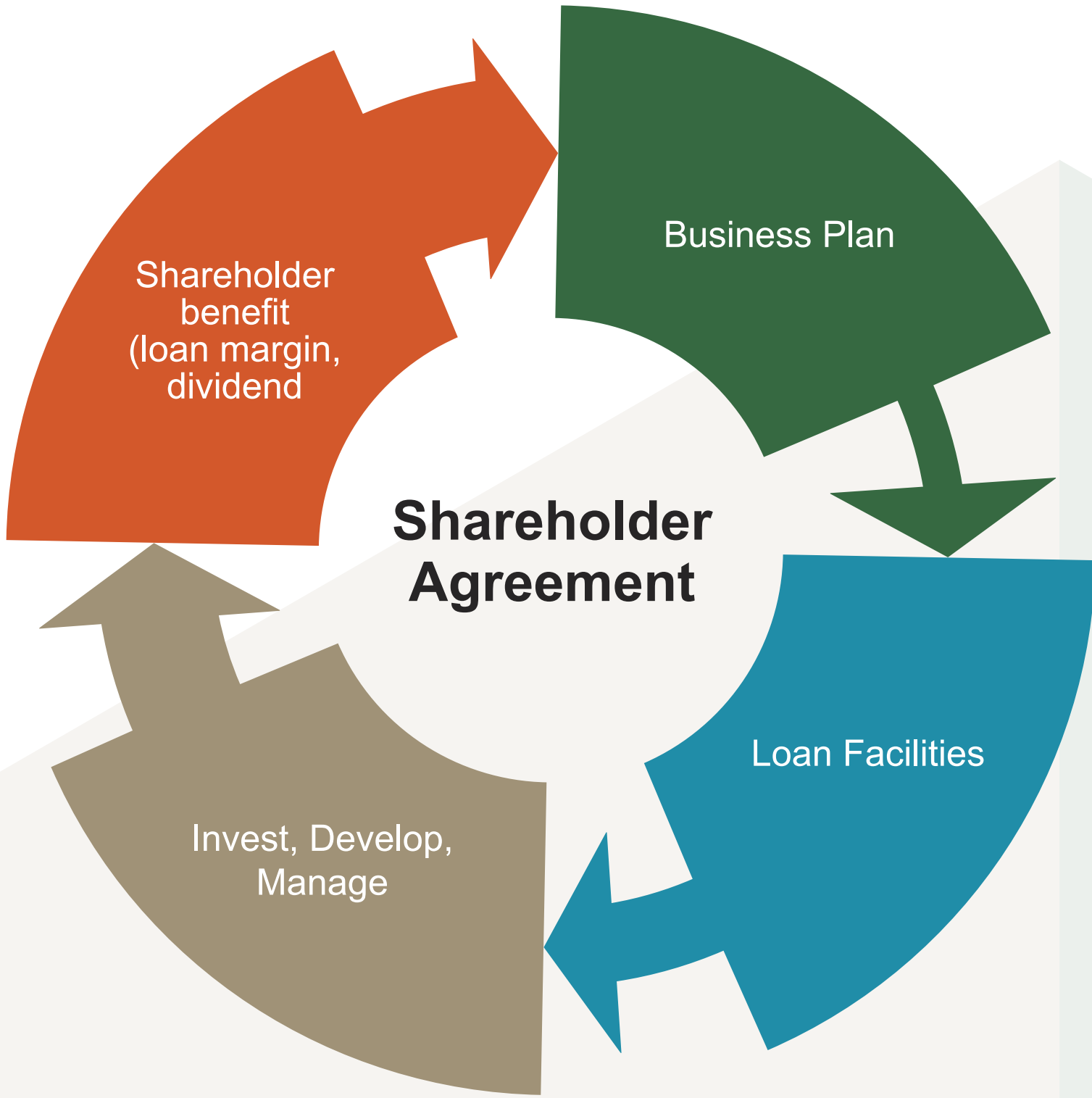
 **Epping Forest District Council**

100% ownership



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Qualis Funding



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Qualis Management



- Facilities management company
- Repairs service transferred September 2020 now responsible for over 6,000 homes
- Increased productivity and efficiency recorded
- Excellent customer satisfaction scores
- Commercial focus to increase profitability and deliver savings and benefits to the Shareholder
- High performing and engaged team
- Significant investment in technology

Future...

- Transfer of additional services
- Progression of sustainability initiatives
- Development of management and FM service offer within the Group and to third parties



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Qualis Commercial Ltd



- Development management company
- Commitment to deliver (subject to planning) key schemes within the District
- Planning applications for the multi-storey car park and leisure centre in Epping submitted December 2020
- Applications for three residential sites in Epping to be submitted shortly
- Pledge to build high quality, sustainable, thoughtful and policy compliant schemes

Future...

- Business cases for two additional residential projects within the District to be submitted
- Work with the Shareholder to identify and agree a development pipeline
- Offer development management services to third parties



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Qualis Living



- Property investment company
- Low-risk investment strategy with enhanced due diligence and strict approval processes
- Objective to buy strong assets with long-term, secure income
- Diverse portfolio by asset class and location
- £30m initial loan agreed in 2020
- First two acquisitions completed providing a net income of over £600k pa

Future...

- Spend balance of initial loan by May 2021
- Hold and manage some completed developments for income and security
- Identify alternative sources of finance
- Develop offer of asset and property management services to third parties

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Birchwood Building, Leatherhead

- Recently refurbished office building
- Freehold interest
- 35,000 sq. ft.
- 1.5 acre site
- 11 years unexpired lease term
- Let to Zoetis and Hyundai (very low risk D&B rating)
- Purchase price £13.67m
- Net initial yield 6.28%



Wicket's, Maldon

- Stand-alone retail warehouse
- Freehold interest
- 30,000 sq. ft.
- 3 acre site
- 10 years unexpired lease term
- Let to Wicket's (strong covenant, subsidiary of Travis Perkins)
- Purchase price £5.9m
- Net initial yield 7.26%

Qualis Community



- Community Interest Company
- Clear social purpose with all profits to be directly reinvested into the community
- Independent steering groups to be established with strong community representation
- Opportunity to support people, infrastructure and services
- Fully supported by Qualis Group and subsidiaries
- New partnership formed between Qualis and Primera
- Three months to launch!....

Future...

- Legal framework, budgets and scoping
- Stakeholder interviews and workshops
- Strategy and business plan
- Invite applications
- Agree projects

Primera

The specialists in regeneration



Quality...It's what we stand for



Questions and Answers

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