



GodwinCapital





Welcome to Godwin Capital

Godwin Capital pride ourselves on being a dynamic, forward thinking and versatile investment company where our investors are at the heart of everything we do.

Our product portfolio is highly competitive and constantly evolving to ensure we are in prime position to meet the demands of our continuously growing investor base. Our rigorous project selection process, strong partnerships and approach to our exit strategy enables delivery of highly profitable investment assets across the Godwin Group.

For many we are the investment company of choice and we maintain this level of commitment by ensuring we achieve the best outcome for our investors.

Andrew Mitchell
Group Investment Director

About Godwin Capital

Godwin Capital (GC) is the fundraising and investment arm of Godwin Group which is a UK focused regional property development and investment business.

Godwin's strategy is to build and monetise an extensive and diversified portfolio of residential, commercial and mixed use freehold property assets, primarily through investment in sites to develop out with the option to sell or hold for income.

The business invests in a balanced portfolio of lower and higher yielding investments with a mix of short, medium and longer term maturity to optimise the value and timing of returns and cash flows. The investment programme maintains an appropriate balance between risk and return.

The property side itself, Godwin Developments, is a recognised and well regarded name in the UK property market, and over the years has built a reputation for professionalism, quality and delivery.

There is a strong pipeline of development and investment opportunities across the UK because of Godwin's many years of experience, local knowledge, connections and networks.

Godwin operates with a small core management team who each have a very strong execution capability embedded in the individual Godwin businesses. The development of the business is supported by a Property Board comprising individuals with strong track records and considerable experience of building successful businesses in their respective related industries.

The business runs from offices in Birmingham, Nottingham and London, ensuring a strong presence across the UK.



Godwin Capital is a company with a proven track record offering both individuals and institutions a versatile product range at attractive rates of return.



How We Work

GC has been established to raise funding from a range of sources to include loan and Wakala note instruments, listed bonds, IFISAs, public listings, institutions and family offices. Funds raised are utilised to finance a full range of real estate transactions for Godwin Developments, and if a project passes our stringent investment criteria other property companies. The focus is to target returns for our investors that are uncorrelated to general market factors.

We work with a variety of parties in the real estate sector including other property developers, joint venture partners, PRS funds, family offices, institutions and high net worth and sophisticated investors. Godwin focuses on all aspects of real estate funding to include property development and conversion, portfolio restructuring, debt refinancing, bridging finance, Shariah compliant finance, long term investments and indeed, sometimes taking an equity position in development projects.

Godwin is expert at mitigating risk by identifying the end user prior to project commitment. Utilising Godwin's strong contacts, agreements can be made prior to land purchase with, for

example, housing associations, pension and PRS funds, as well as retailers such as McDonald's, Lidl, Aldi, Subway, Costa and Starbucks. It would be rare for us to be involved with speculative projects, hence the end user is usually identified before funds are committed.

Project Appraisal

Opportunities are appraised quite differently to how a traditional lender might do this. As part of a property development business, we are well placed to appraise and to mitigate project risk. Indeed, all projects are subject to a detailed appraisal and must be approved by the Property Board, the members of which are shown on the Team page.

Risks

Reliance on this financial promotion and any Information Memorandum (IM) for the purpose of engaging in any investment activity may expose an individual to a significant risk of losing some or all of the cash invested. If you are in any doubt in relation to the contents of these documents or what to do in relation to them, you should consult with an appropriately qualified independent professional, such as an Independent Financial Adviser, Accountant, Solicitor or Stockbroker who is appropriately authorised and regulated. Subscribing to Loan or Wakala Notes offered under any IM is not an activity covered by the Financial Services Compensation Scheme (FSCS) and consequently applicants will not be eligible to apply for any compensation from the FSCS.



Directors



Richard Johnston
Chief Operating Officer

Richard has over 35 years' experience of operations, strategy development and capital raising across a broad range of industries. He has held senior roles in retail banking at NatWest and in a number of management consultancy firms including KPMG's Performance Improvement Practice. Richard is an associate of the Institute of Financial Services, a Member of the Institute of Directors and a visiting speaker at Judge Business School at the University of Cambridge.



Andrew Mitchell
Group Investment Director

Andrew has held senior appointments within GKN PLC and was a senior management consultant with Saatchi & Saatchi. As a venture capitalist with Capital Ventures, he raised equity finance for property and other businesses. He was a Director of the Commission for the New Towns, managing land and property inward investment offices domestically and internationally. Over the last 15 years, he has put together equity and debt packages for property companies and was a partner with Beer & Partners, the private equity firm.



Stephen Pratt
Group Land Director

Co-founder of Godwin Developments, Stephen has over 15 years' experience in the property industry. He has experience of large PRS schemes, retail parks, district centre developments and promoting residential and strategic land across the UK. Stephen has delivered mixed use schemes with blue chip tenants across the UK including key regional cities. Stephen has also provided his development management skills to various property funds on their development sites and property portfolios.



Stuart Pratt
Group Development Director

Co-founder of Godwin Developments, Stuart has over 15 years' experience in all sectors of the property industry with a detailed knowledge of development management, land acquisition and development strategy. He works with both the private and public sector identifying and delivering development requirements across the UK for retail, student, hotel, fast food restaurants and residential land. Stuart is also working with a number of housing associations to deliver turn-key packages and land opportunities.

The strength of the Godwin Group is our people. They bring with them a passion for what they do, integrity for how they work, experience in their respective sectors and a strong entrepreneurial flair to drive the Group forward.



Patrick Tidnam
Commercial Director

Patrick has private and public fundraising experience across various sectors including alternative asset classes for investment products. His professional background includes working in corporate finance as a stockbroker for Capel Cure Myers and Seymour Pierce Butterfield and practising as a corporate lawyer at Alsop Wilkinson and Lewis Silkin in London.



Richard Cornes
Managing Director

Richard has over 35 years' experience in construction and property development. Trained as a Quantity Surveyor working for contractors in various sectors, he progressed to hold the main board position at William Davis Ltd for 14 years, leading the residential contracting division. Richard works on the Godwin Advisory Board as well as establishing and managing the delivery process and team.



James Mulcare
Land Director

With over 20 years' property experience, James has worked in Asset and Investment Management for some of the top real estate companies including JLL and LaSalle Investment Management where he has gained a wide range of experience across the Residential, Commercial, Industrial and Leisure sectors. Following work as an Acquisition and Asset Manager sourcing and delivering value-add opportunities across the UK, James is now focusing on the rapidly growing PRS and BTR market.

Property and Advisory Board



Henry Porter
Compliance

Henry is the founder of Bluewater Capital & Compliance. His 17 year investment banking career spans across the world's leading financial centres. He is an expert in Fintech and the distribution of execution and clearing services through emerging e-channels. At JP Morgan he pioneered the distribution of derivatives trading through their market leading platform eXtraTrade. At Deutsche Bank he led a team responsible for advising and providing execution services across Rates, Credit, Futures & Options and FX to leading hedge funds.



Stan Lersch
Senior Debt Funding Consultant

Stan has over 20 years' lending experience in the real estate market having previously been employed by a number of lenders including Barclays Bank and Bank of Ireland. He has been directly involved in developments in the hotel, student accommodation, commercial and residential sectors including build to rent. He worked for Consensus Business Group, a family office, for four years where he arranged and restructured long term debt packages and at Alpha Real Capital for five years arranging debt for its commercial property funds management business.



Steve Blackshaw
Construction

Steve has over 40 years' experience of working in the construction industry for both national and regional contractors where he has held senior positions. Trained as a Quantity Surveyor before then taking Regional Director roles in business development, Steve has spent the last eight years with Winvic Construction Ltd managing the development of retail projects and developing its medium and high rise residential construction portfolio before joining Godwin as Construction Director.



Michael Brough
Development

Michael is a member of the Royal Institution of Chartered Surveyors and has 30 years' of experience in the property sector. Michael has extensive experience in the residential and mixed-use sectors, specialising in high profile agency and development consultancy. Michael formerly worked for the Government's Valuation Office, DTZ and GVA Grimley for 10 years as Partner in charge of Residential/Mixed Use Development up until his appointment at King Sturge in 2007 as Partner of the Central Region.



Ken Carter
Construction

Ken is a Fellow of the Royal Institution of Chartered Surveyors and has been in the construction industry for over 40 years. He was a Senior Partner in Gleeds International Management and Construction Consultancy and he worked on commercial and residential property projects totalling in excess of £100 billion. His expertise is extensive including project, contract and cost management services and funding.



Richard Hall
Planning

Richard is a qualified planner and urban designer with over 25 years' experience in planning consultancy, working for both public and private sector clients across the UK. Along with his own consultancies, he was previously the Director of Planning for Capita. Richard is a member of the RTPI. His experience is extensive and varied across all development sectors from regeneration, large scale master planning, retail, housing, PRS, leisure and strategic land. In addition, Richard deals with complex projects for the NHS, MoD and Educational Institutions.



Prof. John Nolan
Construction

Prof. John Nolan is the President of the Construction Industry Council, a past President of the Institution of Structural Engineers and a Fellow of both that Institution and the Institution of Civil Engineers. He is a Royal Academy of Engineering visiting Professor of Innovation at the University of Birmingham and he is a Chartered Engineer with over 40 years' experience in the construction industry. He has been responsible for projects in excess of £300 million.



Jon Collins
Public Sector Relations

Jon has 40 years' experience in local government, the public and voluntary sector. Jon served 32 years at Nottingham City Council, 16 of which as Council Leader responsible for community safety, property management and neighbourhood and city centre regeneration. Jon has also worked as an Urban Regeneration Consultant and Housing Development Officer. Jon has served on the East Midlands Regional Development Agency, D2N2 LEP and The East Midlands HS2 Program Board.

Projects and Investments

Godwin Developments' projects portfolio is spread across residential and commercial property sectors, multiple geographies in the UK, private and public sector customers, so diversifying risk for the business, its investors and stakeholders.

There is certain criteria for Godwin Developments to consider projects for their pipeline which are detailed more on the right.

The business has investment criteria including a target return for each project type against which each opportunity is assessed when determining which ones to pursue and invest resources in.

All opportunities will be evaluated for their investment or resale potential. The decision to hold for investment or resale at any point in time will be influenced by a number of factors. These include the financing structure, the opportunity cost of holding and factors such as the general

economic environment, interest rates and investment demand.

Godwin Developments, along with its partners, has the experience, knowledge and expertise to deliver the full property development lifecycle for customers from site identification through to development and asset management.

Godwin has an excellent track record in gaining planning permissions for its sites. This is the result of the high level of due diligence undertaken on every opportunity and the relationships built with the planning departments before deciding to invest.

PROJECT TYPES



DEVELOP OUT

Land acquisition and construction of residential or commercial units



PLANNING GAIN

Land acquisition to secure planning and sell on for development by a third party



STRATEGIC PURCHASE

Acquired for strategic purposes including option deals

We are proud to work with well known brands including:



Target Market

Geographical

Godwin's primary focus is on residential, commercial and industrial property development opportunities within the UK.

The Midlands and the North of England will be key areas for investment in housing and infrastructure over the next few years as a consequence of an increasing population, a worsening housing shortage and high build costs.

In addition, the PRS/BTR market focus also encompasses Greater London, the South East within 1-hour commutable distance of London and key locations across the South and South West.

SECTORS



In the **residential sector**, Godwin Developments focus on opportunities in:

- Private Rental Sector (PRS) / Build to Rent (BTR)
- Housing Associations
- Open Market Sale
- Student Accommodation



In the **commercial property sector**, Godwin Developments focus on opportunities in:

- Food Stores
- Retail
- Roadside
- Neighbourhood Centres



In the **industrial and logistics sector**, Godwin Developments will have a focus on opportunities in:

- Trade Centres
- Distribution
- Warehousing

Track Record

Godwin Developments have acquired, developed, constructed and managed a large number of sites, across key geographical areas working closely with clients to deliver the desired outcome. Godwin have a proven track record of delivering in the following areas; Residential, Commercial and Industrial.

These are a sample of the projects Godwin Developments have delivered.
A full Project Experience brochure is available upon request.





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