

**amstone**

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# Unlocking Opportunities

IN BUILD TO RENT





**Build to rent**

“ We are a BTR developer, delivering made to measure white label schemes for institutional investors. ”

Adnan Siddiqi - Managing Director

# Shaping the next generation of housing

The biggest barrier with the growth of the BTR market is the lack of institutional grade stock.

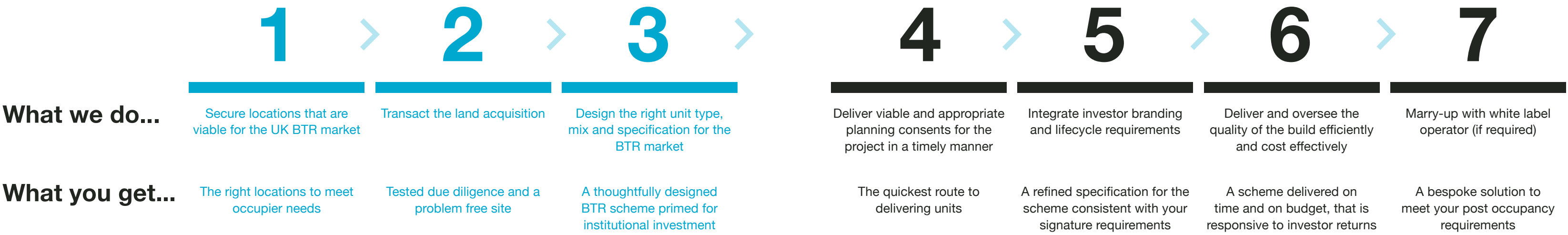
Amstone brings a track record in locating, unlocking and delivering BTR opportunities and have recently delivered one of the UK's largest BTR schemes.

We have the processes and delivery partners in place to develop a strong pipeline. We provide certainty of product, cost, design, and delivery, to give confidence in this emerging sector.



# What we do

We act as a ‘best in class developer’ delivering considered and efficiently designed schemes providing excellent homes for the occupiers, whilst also providing strong **net** investor returns.



‘What you get’ is a tried and tested development, designed and built to provide longevity, operational efficiency and durability. Schemes that can be refined with your own signature brand that tenants will love.

# How we do it

We have a growing team of Acquisition and Delivery Directors across the UK. A team that is committed and uniquely knowledgeable in bringing the BTR concept to life for the best investment returns.

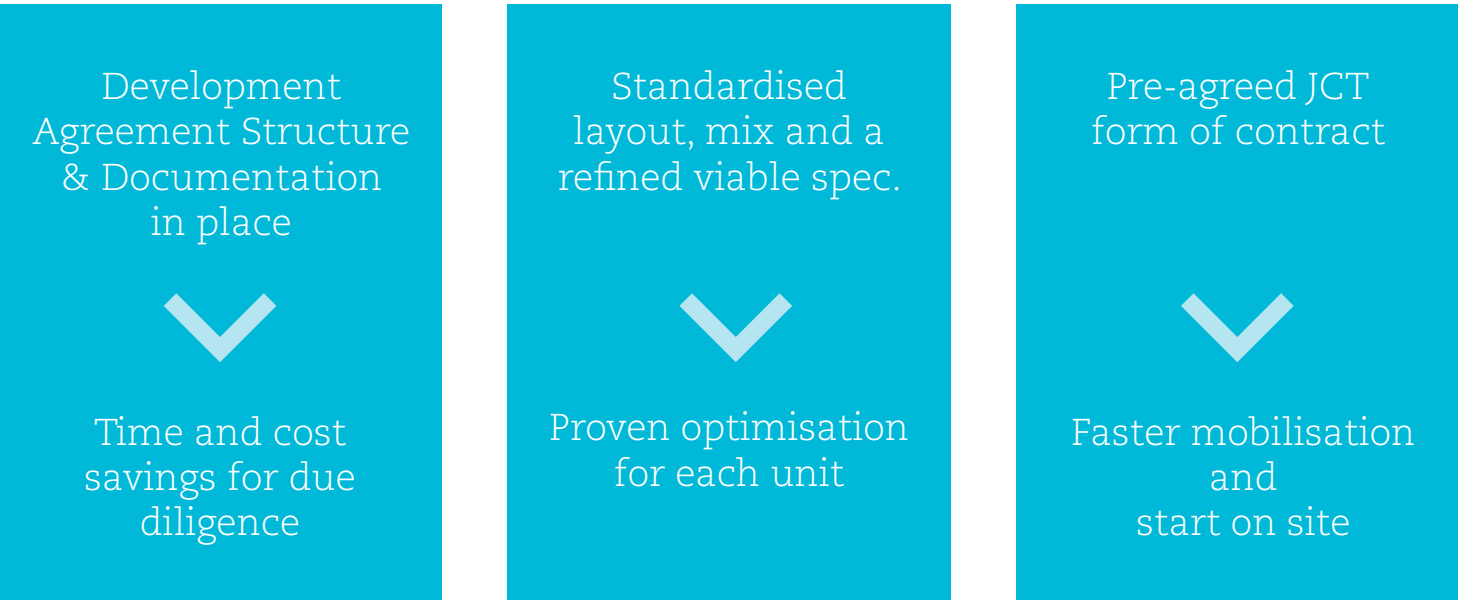
### Our connections

We have strong connections with Local Authorities, Private sector landowners and Property Agents across the country. These relationships are well established, giving us access to quality sites nationally, putting us one step ahead in planning and getting us to the delivery stage fast.

### Where we work

Our focus is on the core cities in the UK regions and the London suburbs, vibrant urban conurbations with exceptional transport links within walkable distance. Locations where there are strong employment rates and lower land values than Central London.

### Unlocking BTR opportunities through standardisation



The Amstone team has over 100 years combined experience in the residential sector.



**Adnan Siddiqi**  
Managing Director (National)

A property developer for 28 years, involved in commercial investment and residential development. He brings together all elements of dealmaking, creative design and understanding a project's commercial drivers.



**Martin Halsey**  
Operations Director (National)

Martin's involvement is all encompassing across our UK and German property investments. He has a key role in taking UK development sites from purchase through planning and to completion.



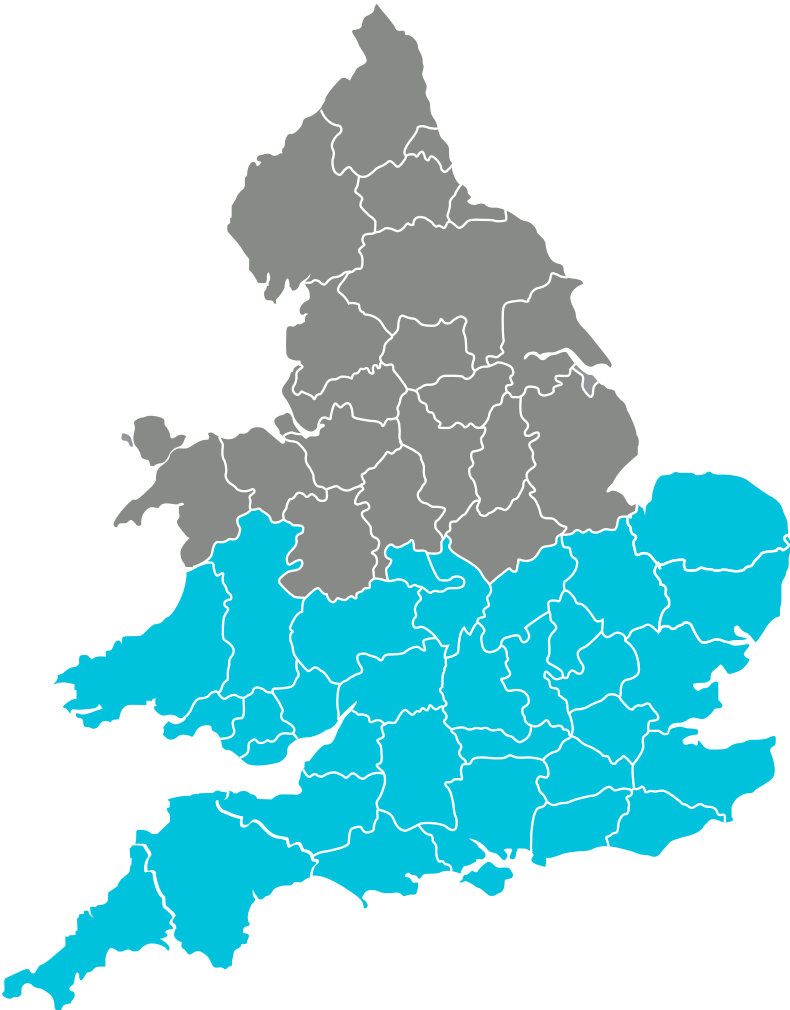
**Simon Douglas Teare**  
Regional Director (NE & NW)

A highly technical professional responsible for Operations in the North. Simon oversees all aspects of delivery, quality assurance and business development in the region.



**Richard Robins**  
Regional Director (Mids & South)

Richard looks after our developments in the South, and is also crucial part of our acquisitions team. He has strong leadership experience and expertise in land management for established regional Housebuilders.





# Creating communities

We build thriving communities. Interconnected, intelligent environments with social spaces at the heart.

Between 2014 and 2016 we frequently headed towards the USA market, undertaking a 'best in class' review of mature BTR models in major cities across the USA.

We subsequently extracted the best elements of the US multi-family housing model, and tailored our approach for the UK market. We have now developed an aspirational model that encourages tenant stickiness by creating real communities, with efficient design to maximise the net returns on investment.



## Living

» On-site maintenance

## Energising

» Concierge facilities

## Socialising

» Active living and social spaces

## Connecting

» Secure storage

» Resident social events

» Social media enabled

“ Our schemes are designed so that occupiers feel like they have arrived home the minute they reach the development entrance, not just their front door. ”

Adnan Siddiqi

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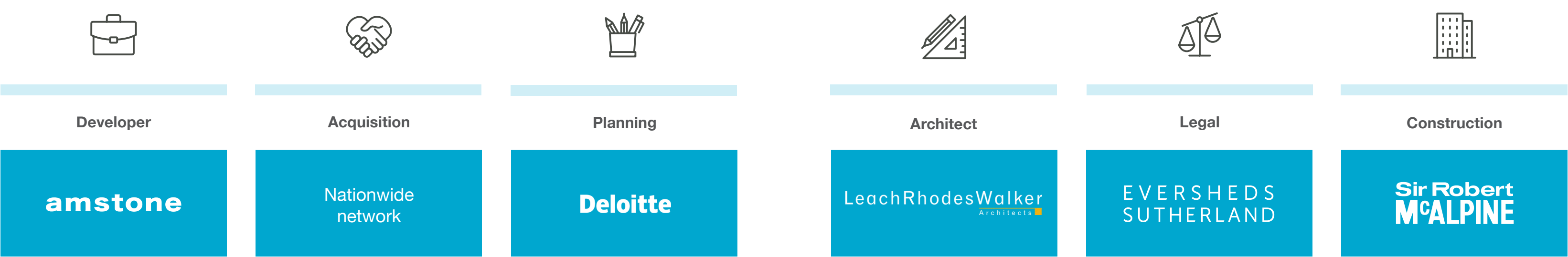
People who know one other person in a building are 75% more likely to renew their tenancy, whilst people who know two other people in a building are 90% more likely to renew their tenancy.

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PRS Invest

# Our delivery team

Our professional team is proven and ready to go. Their expertise has optimised BTR design and developed a trusted and robust delivery strategy.



## Our delivery process



# Intelligent standardisation

We deliver value through consistency, with products and processes already in place.

Our schemes are designed to attract and retain tenants. They are created with quality and efficient lifecycle costs in mind. Our focus is on future-proofed and standardised space where tenants feel at home with smart shared amenities. We also optimise construction and maintenance by using durable materials that can be replicated, replaced easily.

## We take a standardised approach to the following:

- » Block design
- » Unit designs 1,2, & 3 bed units
- » Lifts
- » Flooring
- » Amenity space configurations
- » Intercoms
- » Store rooms & cold rooms
- & much more...





# Our flagship project

Amstone's Clippers Quay development is leading the way in UK BTR.

## The site

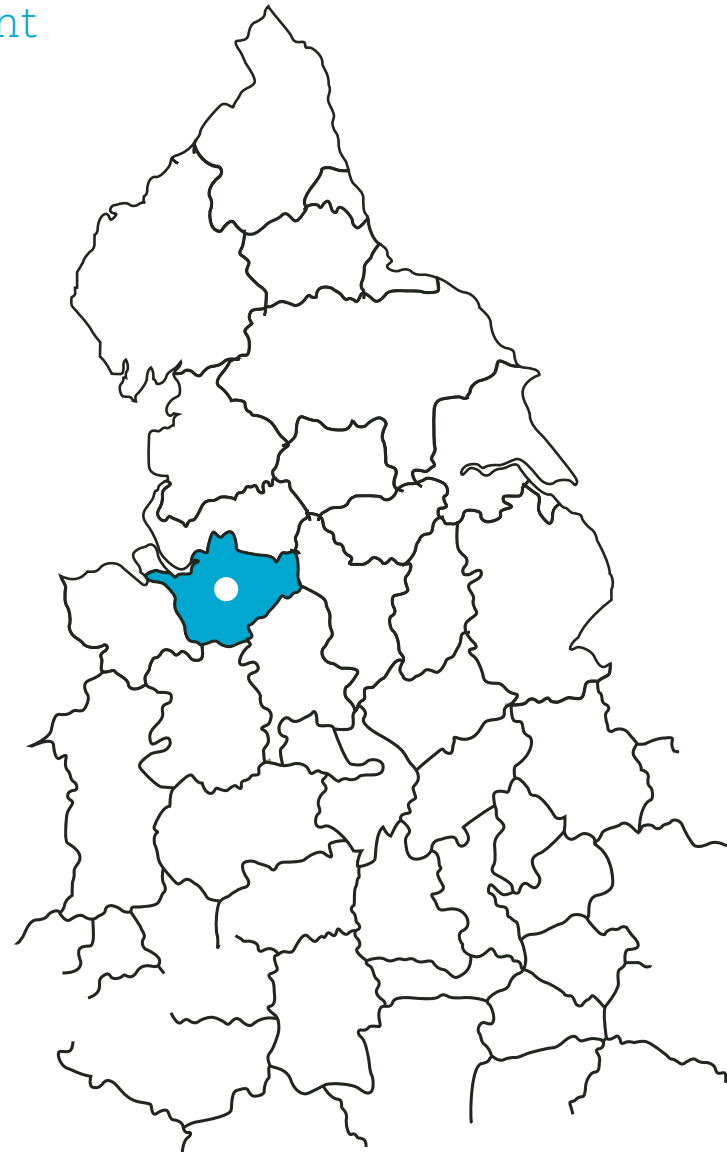
This four-acre site at Clippers Quay in Salford was ideal for BTR due to its connectivity and proximity to Manchester and MediaCity. We concluded that it was a strong investment and the perfect place to roll out our unique residential village concept.

## The approach

Our goal was to be one of the first developers in the UK to deliver a superior product for the rental market. One that is purposely designed for institutional ownership applying the qualities of the American 'multifamily' model.

## The solutions

We brought together a team of expert Planners, Advisors and Architects that succeeded in securing detailed planning for all three phases, and completed a £100m agreement with Grainger Plc to acquire the scheme. The scheme is being delivered in five blocks, including 17,000 square feet of retail and amenities. 614 units of which are planned will deliver over £7.5m of gross rent per annum once fully let.





One of the UK's largest BTR schemes,  
with truly successful outcomes.



#### The success

**Economies of scale** – We have achieved intelligent standardisation across the development. This success through design and procurement has enabled greater focus on the lifestyle services provided for residents.

**Speed to market** – We have an established delivery team model and agreement. This ensures a fast route to deliverable stock and certainty of investment.

**Green Spaces** – A design that focuses on tranquil, spacious waterfront environment has been at the heart of our approach. The green focus and approach to sensitive massing has added to the desirability of the development, and therefore adds to the value of achievable rent.





# Our track record

In the last 25 years, we have successfully transacted in excess of £400 million pounds of residential and commercial stock, across the UK.

**The Works**  
Manchester



- » 9-storey mixed-use development
- » 36 apartments
- » Ground floor and basement retail units
- » 6,000 square feet restaurant
- » 24-month development schedule
- » £7m project value

**XQ7 Building**  
Manchester



- » 1.2 Acre site
- » 12.5 storey development
- » 262 apartments
- » 24-month development schedule
- » £43m project value

**Hall Lane**  
Baguley



- » 5,000 square feet of retail space, plus funeral directors & bookmakers
- » 2 acre site
- » 90 flats
- » Award-winning development
- » 2 phases of development over 2 years
- » £11m project value

**Delamere Place**  
Northern Moor



- » 59 Apartments
- » 1.2 acres
- » £8.5m project value

**Salthouse Mill**  
Barrow



- » 17 acre site
- » Waterfront location with potential to accommodate 250 homes
- » Site of former paper mill
- » Amstone are currently working up ideas for a residential scheme
- » The site has been allocated in a draft ELDF for residential development

**Hamlet Court**  
Warrington



- » 70 apartments
- » Conversion/refurb
- » £6m project value
- » 12 month development schedule



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# Contact

## HEAD OFFICE

### Amstone Residential

Hollins House, 331 Hale Road,  
Hale Barns, Altrincham,  
Cheshire, WA15 8TS

**T.** + 44 (0) 161 903 9700

**E.** [mail@amstone.co.uk](mailto:mail@amstone.co.uk)