



Homes  
England

Making homes happen

# Homes England at MIPIM 2020

Your partner in the housing market



# Who we are

We are the Government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change.

MIPIM is our opportunity to showcase the wealth of opportunities the country's residential sector has to offer.

Homes England plays a unique role in the housing market – By releasing more land to developers who want to make a difference and investing in infrastructure, we're making possible the new homes the country needs, helping to improve neighbourhoods and grow communities. We welcome partners who share our ambition to challenge traditional norms and build better homes faster.

Join us in breaking new ground together.



Nick Walkley,  
CEO of Homes  
England

“We are working in partnership with investors, developers, local partners and the wider housing market at home and abroad to help them realise their ambitions in the residential sector. Join us in conversation at MIPIM.”

Established in 2018, our mission is to disrupt the housing market and increase the pace, scale and quality of housing delivery.



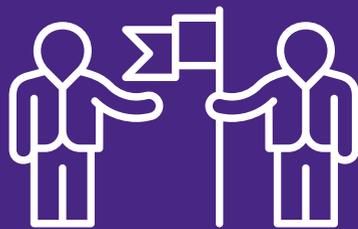
We support the delivery of new homes



We unlock infrastructure



We unlock investment



We build partnerships

## Last year we:



Directly supported the completion of **40,289** new homes, including **28,710** affordable homes.



Unlocked land with capacity for **35,500** homes.



Lent **£362m** in development finance and **£284m** in infrastructure finance.

## Case study: Disrupting the market with the Deal of the Decade

By bringing Sekisui House, one of the world's leading offsite housebuilders to the UK, we are putting our money where our mouth is.

### In May 2019 we entered into a Joint Venture with Japanese housebuilder Sekisui House and Urban Splash.

The £90 million deal will deliver thousands of new homes across England.

Sekisui House and Urban Splash's "House" development business will build thousands of homes in the United Kingdom using the latest modular construction techniques.

This investment is a clear statement of intent from a global housebuilder and a disruptive entrant to the UK market.

When Homes England launched in 2018, we set out to disrupt the housing market to accelerate the pace of construction. By helping to

bring one of the world's largest and most innovative housebuilders to UK shores, we're doing just that.

Urban Splash, Sekisui House & Homes England's Joint Venture was awarded 'Deal of the Decade' by Property Week.



## Case study: Creating new lending alliances with our partners

We are continuously exploring innovative ways to partner with the private sector and welcome new and flexible approaches to structuring partnerships.

### £1 billion Housing Delivery Fund with Barclays Bank

Working in alliance with Barclays Bank, we launched a new £1 billion Housing Delivery Fund in September 2018. The fund offers loans between £5 million and £100 million, primarily to support small and medium developers to bring forward challenging sites with high potential.

Our commercial understanding makes us uniquely placed to deploy public money in order to drive confidence in commercial partners and leverage further investment.

By offering £125 million to support the fund, we have facilitated an £875 million investment from Barclays Bank and created a significant new resource for SME developers.

This funding partnership is an example of how we are working with industry to support the delivery of thousands of new homes across England, drive competition in the lending market and support a new generation of SME builders.

## Case study: Unlocking Land

By acting as a master developer, Homes England is unlocking land to deliver new homes where they are most needed.

### Unlocking land for 3,500 homes in South East England

We acquired land in Burgess Hill, West Sussex in July 2018 in order to drive forward the delivery of more than 3,500 homes, including supporting education, healthcare, community, employment and retail facilities.

The 200-hectare site, identified as a location for major housing delivery for over 10 years, had been stalled due to the complexities of land ownership and the need for upfront infrastructure delivery.

By acquiring the entire site, working closely with local partners and using our resources to accelerate infrastructure provision the site is starting to deliver housing.

Countryside Properties will start on site in March 2020 building out the first phase of the site, delivering

460 homes with further phases of housing and infrastructure to follow on subsequently.

Our achievements to date at Burgess Hill underline the importance of our work with local partners, our ability to acquire land and forward fund infrastructure and Homes England's role as a housing accelerator.



## 5 ways we can help you

1



We can introduce you to the residential market.

2



We can partner with you to unlock opportunities.

3



We can co-invest in funds and infrastructure.

4



We can sell you land.

5



We can show you the best places in England to match your capital requirements.

**Meet the team**  
Our MIPIM team is made up of specialist industry advisors as well as experts in investment and development. Join them in conversation at MIPIM.



**Nick Walkley**  
Chief Executive Officer  
Nick.Walkley@homesengland.gov.uk

**Talk to me about** UK Government ambitions for housing and Homes England priorities.



**Simon Dudley**  
Chairman  
Simon.Dudley@homesengland.gov.uk

**Talk to me about** introducing you to Homes England and opportunities in the residential sector.



**Amy Casterton**  
Chief of Staff  
Amy.Casterton@homesengland.gov.uk

**Talk to me about** partnership and collaboration with Homes England and future priorities for the sector.



**Stephen Kinsella**  
Chief Land and Development Officer  
Stephen.Kinsella@homesengland.gov.uk

**Talk to me about** Homes England's land strategy and how we can work together to deliver more homes.



**Gordon More**  
Chief Investments Officer  
Gordon.More@homesengland.gov.uk

**Talk to me about** working with you to create investment opportunities to accelerate your business plans.



**Harry Swales**  
Executive Director of Markets,  
Partners and Places  
Harry.Swales@homesengland.gov.uk

**Talk to me about** tailored strategies for individual housing market areas.



**Gabrielle Berring**  
Director of Loans  
Gabrielle.Berring@homesengland.gov.uk

**Talk to me about** finance for housing developments where the lending market will not act. For example those with large infrastructure spend or limited equity availability.



**Barry Cummins**

National Development Director

Barry.Cummins@homesengland.gov.uk

Talk to me about Homes England's role in driving the land market and our support for SMEs and MMC.



**Sophie White**

Director of Infrastructure Grant

Sophie.White@homesengland.gov.uk

Talk to me about investment to facilitate infrastructure, particularly led by Local Authorities.



**Shaun Harley**

Director of Communications

Shaun.Harley@homesengland.gov.uk

Talk to me about developing communications partnerships to influence change in the sector.



**Keith Parrett**

National Land Acquisitions and Partnering Director

Keith.Parrett@homesengland.gov.uk

Talk to me about land acquisitions, partnering and infrastructure.



**Paul Kitson**

Director of High Growth and New Settlements

Paul.Kitson@homesengland.gov.uk

Talk to me about new partnerships in high growth areas & new settlement proposals.



**Jon Bull-Diamond**

Director of Products, Equity and Partnerships

Jon.Bull-Diamond@homesengland.gov.uk

Talk to me about how we can work in partnership to challenge the status quo, facilitate investment and get more homes built.



**Joe Sarling**

Head of Research and Analysis

Joe.Sarling@homesengland.gov.uk

Talk to me about housing market analysis, economics and residential research.



**Deon-Nadine Butler**

Head of Brand and Campaigns

Deon-Nadine.Butler@homesengland.gov.uk

Talk to me about our MIPIM presence and how Homes England can work with you to develop marketing partnerships to influence change in the sector.

To understand the role Homes England plays in bringing Government and industry together join us in conversation at MIPIM Cannes.

Scan the QR code to see our full programme of partner sessions and join the conversation



**Homes England in conversation with L&G & British Land**

Tuesday 10th March 13:00 – 13:30

**UK Pavilion**

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**How to adapt housing development in regards to demographics**

Tuesday 10th March 15:00 – 15:45

**Magenta Room – Palais des Festivals, Cannes**

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**Focus on UK: Housing options and innovations – How do we build and invest in what people need, want and can afford?**

Tuesday 10th March 16:15 – 17:00

**Indigo Room – Palais des Festivals, Cannes**

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**Emerging trends in Real Estate**

Tuesday 10th March 16:15 – 17:00

**Red Room – Palais des Festivals, Cannes**

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**Asia: a focus on powerhouses and tiger cub economies panel  
45 minutes panel discussion and open debate between 3 speakers & the Moderator + Q&A with the public**

Wednesday 11th March 11:00 – 11:45

**Indigo Room – Palais des Festivals, Cannes**

**Nick Walkley, Chief Executive, Homes England in conversation with Estates Gazette**

Wednesday 11th March 15:00 – 15:30

**UK Pavilion**

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**What are the Investment opportunities in UK residential?**

Wednesday 11th March 16:00 – 16:30

**UK Pavilion**

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**Homes England Reception supported by the BPF, sponsored by Sekisui House**

Wednesday 11th March 17:30 – 18:30

**UK Pavilion**

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**Investment: finding value in demographics**

Thursday 12th March 11:15 – 12:00

**Magenta Room – Palais des Festivals, Cannes**

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**Homes England in conversation with Lendlease**

Thursday 12th March 16:15 – 16:45

**UK Pavilion**

Find us at the UK Pavilion  
and on partners stands  
or contact us at  
+44 300 1234 500  
enquiries@homesengland.gov.uk  
@HomesEngland

