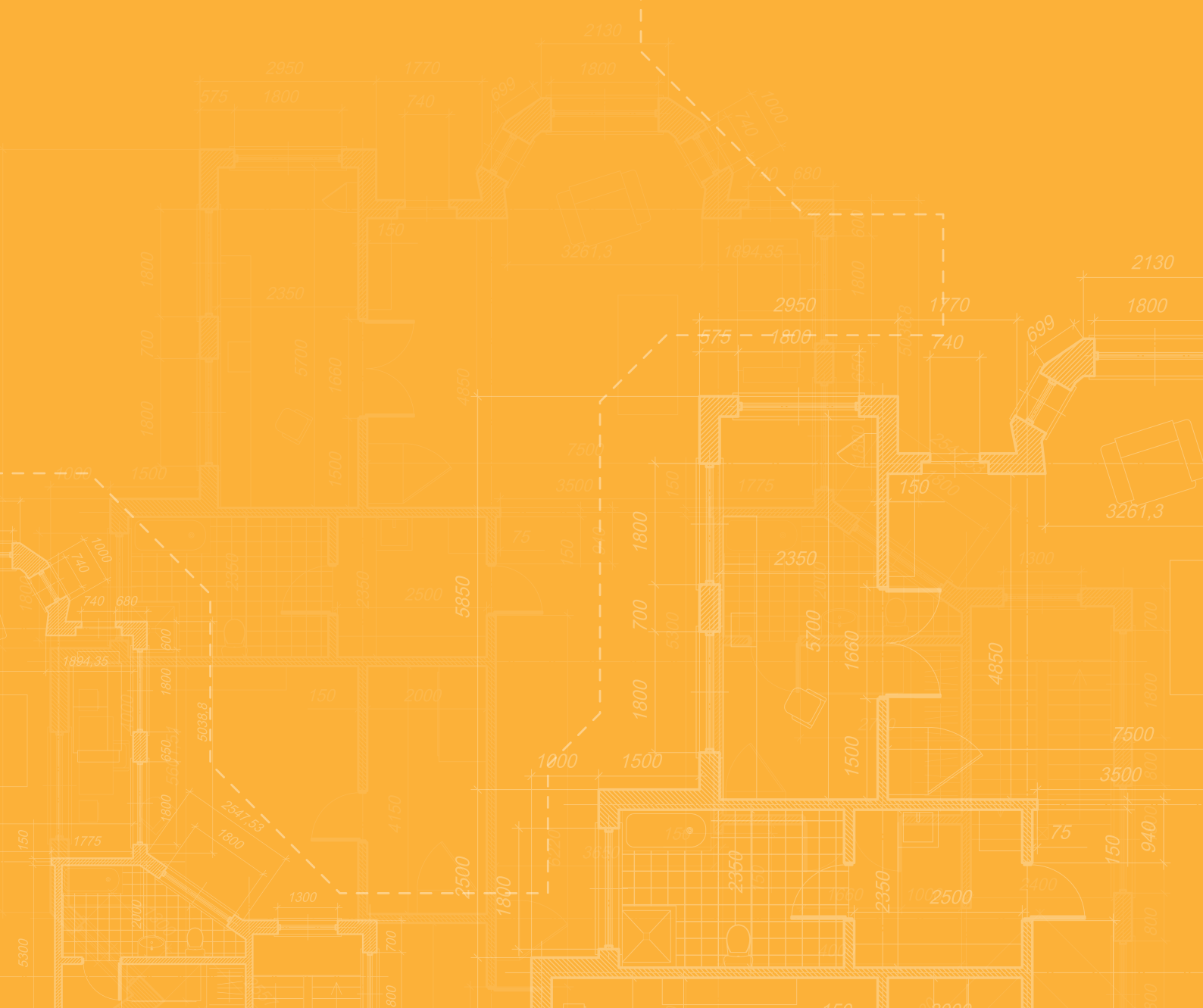


HOMES BY Tirion.

An introduction to the Tirion Group





Tirion...

- is a not for profit Community Benefit Society, residential developer, investor and estate manager providing affordable homes for rent and shared ownership at a discounted rate.
- aims to facilitate the construction of over 2,100 homes in Wales by 2022 with over 1,500 coming from current projects.
- has a target of providing 10% of new affordable homes proposed by the Welsh Government in the next 5 years.
- plans to establish a portfolio of homes in Wales valued at in excess of £200m by 2022; and
- will generate an operating surplus to subsidise marginal developments in low value areas.

A NEW WAY, A NEW HOME, A NEW LIFE.

Our Vision

Tirion is a not for profit Community Benefit Society, residential developer, investor and estate manager, providing affordable homes for rent and shared ownership at a discounted rate.

Tirion is not a commercial developer but is a Registered Social Landlord.

Our overarching mission is to develop and invest in affordable homes that will:

- provide greater choice to those unable to or with a preference not to purchase their own home;
- not require any Government subsidy or Social Housing Grant;s
- benefit from the Group's expertise and extensive experience in developing brownfield, derelict and contaminated sites;
- create economic regeneration and employment wherever the Group operates through both direct jobs and the formation of Skills Academies, and
- establish aspirational and sustainable communities.

Our Values

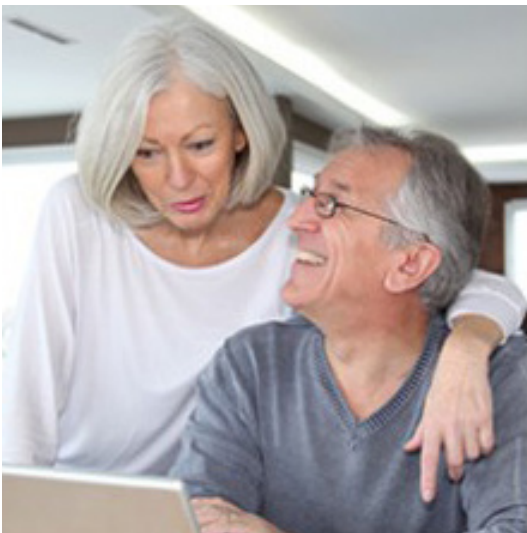
Tirion transforms lives through its work by promoting:

- TRUE CHOICE** flexibility that meets customers' changing needs and lifestyles.
- WORKING TOGETHER** with residents, stakeholders and suppliers in a transparent true partnership.
- ASPIRATION** quality and a strong reputation so that our residents are proud to live in a Tirion village.
- SUSTAINABILITY** a community that is managed in a responsible, fair and caring way.



Tirion seeks to do business with its partners along the following principles:

- FLEXIBILITY** Responding to the nature, location and specific requirements of each individual site with development strategies that will include a full range of tenures from affordable rent through to units for sale.
- FINANCIAL** Financial efficiency underpins everything we do from restricting our overhead exposure to identifying site by site the most cost effective development finance and long term investment propositions.
- PARTNERSHIP** We seek to develop effective partnerships with both development and investment partners creating bespoke solutions tailored to the individual public and private requirements of any given site.
- INCLUSIVITY** We are open and transparent in our business dealings and inclusive in everything we do promoting equality through our business operations.



Our Customers

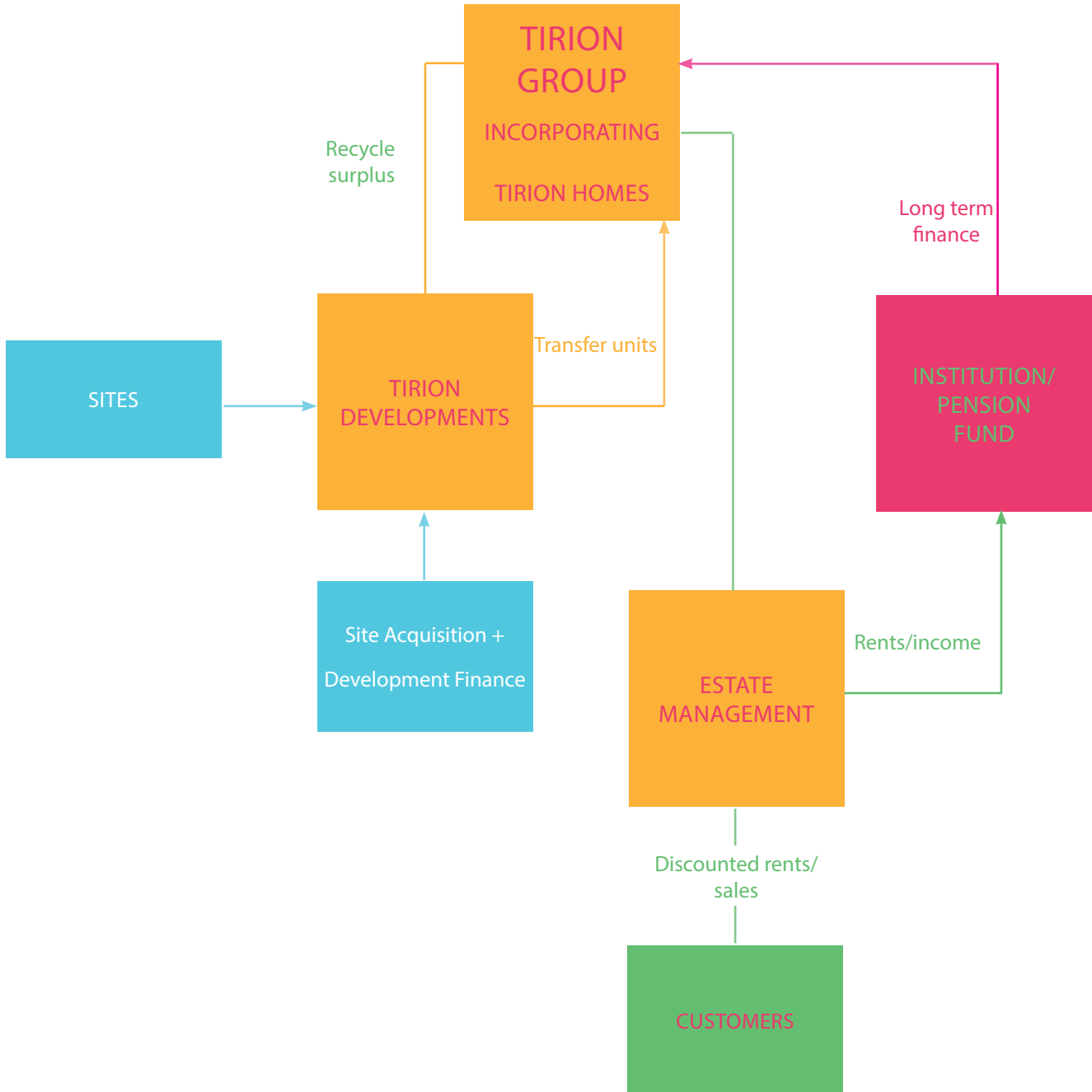
Tirion builds high quality desirable homes for rent, shared ownership and facilitates new homes for sale. The Group focuses on four groups of buyers and renters in the low and middle income brackets;

- young working couples;
- working singles and single parents;
- young families, and
- retired singles or couples looking to downsize or release equity,

with flexible packages enabling customers to adjust their living arrangements as their lives and circumstances change.

Our Business Model

The Tirion Business Model does not require Social Housing Grant. It uses loans from Welsh Government and other institutions, at commercial rates, to deliver large-scale often complex regeneration schemes with a focus on brownfield sites, which have historically been difficult for authorities or land owners to redevelop. The Group structure is designed to facilitate institutional/pension fund investment into housing. The corporate structure is summarised in the diagram alongside, involving not for profit development and investment companies owned by the charitable Group holding company.



Our Strategic Priorities

Tirion's business operations are built on 10 Strategic Priorities supported in its adopted Business Plan by further objectives and defined actions which are measured and monitored on a regular basis.

Priority 1: Successfully deliver existing projects

Successfully deliver its existing projects at The Mill, Cardiff; Whiteheads, Newport and Parc Eirin, RCT to provide the following number of homes.

Under construction/ completed units (Cumulative)	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
THE MILL						
EBDC/THL Rented	102	102	261	343	442	442
Lovell private sale	358	358	358	358	358	358
WHITEHEADS						
WDC/THL Rented	50	100	150	200	249	249
Partner private sale	50	100	150	200	249	249
PARC EIRIN						
PEDC/THL Rented	-	-	30	90	112	112
Partner	55	113	113	113	113	113
TOTAL						
Tirion Group Rented	152	202	441	633	803	803
Others private sale	463	571	621	671	720	720
TOTAL HOMES	615	773	1,062	1,304	1,523	1,523



Priority 2: Develop a project pipeline and generate future growth

Develop a project pipeline with partners to secure new projects and also seek to purchase units. We hope to secure a further 600 homes for investment and rent by 2022. We are pursuing a diverse portfolio of projects that includes high demand areas that will help support our activities in lower value locations.

Priority 3: Promote design excellence

As a long term investor Tirion believes quality and exceptional design are essential. We employ the highest standards of design to create a lasting legacy for the communities in which we operate. Good design underpins the Tirion brand as an essential element in the long term sustainability of our neighbourhoods and is critical to our investment strategies.

Priority 4: Develop excellent estate management strategies

Deploy the most efficient estate management seeking excellence to enhance our brand. Our approach is considered on a site by site basis depending on the development characteristics and the business profile of the relevant partner organisation. This will include the possible establishment of a social enterprise for the management of the estate's shared facilities and public realm.

Priority 5: Maximise economic and social benefits

Deliver economic and social benefits to communities in which it develops. We will measure the impacts to assist in identifying new ways of maximising benefits. We develop community engagement strategies for each project with our partners and build community benefit and employment and training clauses in our contracts. We work with community leaders to explore how we can support or create local social enterprises.

Priority 6: Refine and develop the business model

Continue to develop the current business model with flexible strategies that are "fit for purpose" to address the characteristics and challenges of each individual project. This involves optimising access to development and warehousing finance options and exploring diverse senior long term debt and annuity strategies.

Priority 7: Financial Plan

Fundamental to the delivery of Tirion's mission and goals is financial security and the effective management of our financial resources and assets. Because of the life of our assets, a separate 30-year Financial Plan is being prepared to guide future strategic decision making. Key extracts from our financial projects include:

Priority 9: Develop the Tirion Brand

Our values are important to us and we will raise awareness and improve engagement to secure long term success through a strategic and coordinated programme to reinforce the Tirion brand and its values. We seek to influence the national housing agenda representing the interests of current and future residents.

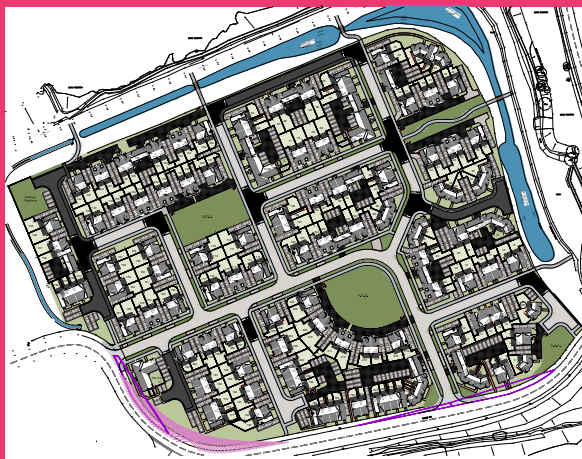
Group Financial Projections (£'000s)	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
P&L: Turnover	-	282	1,554	3,070	4,898	6,905
Cashflow: Current account balance	3,986	4,134	4,250	4,286	2,876	5,232
Balance Sheet: Net assets less current liabilities	18,261	36,186	69,503	112,775	152,172	196,640
Balance Sheet: Reserves	(3,997)	(2,329)	1,527	952	2,780	2,329

Priority 8: Risk Management

We have a pro-active approach to risk management with members of the Executive Team and Board taking responsibility for monitoring strategic risks. Operating and project level risks are managed by the subsidiary boards in conjunction with their partners and stakeholders.

Priority 10: Excellent Governance

Tirion is committed to ensuring a fit-for-purpose organisational structure. Experienced Boards and an Executive Team will secure the effective delivery of the Group's objectives within excellent governance protocols.



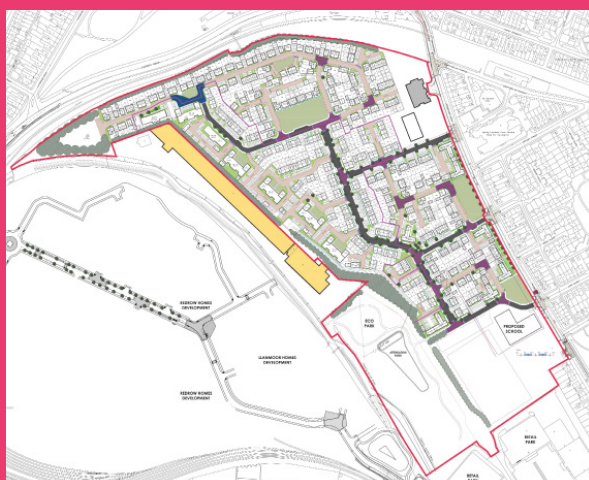
**PARC EIRIN
RCT**

Site area 57 acres (6.2ha)
Total Units 225



**THE MILL
CARDIFF**

Site area 51 acres (20.6ha)
Total units 800



**WHITEHEADS
NEWPORT**

Site area 42 acres (17.0ha)
Total Units 528

Our Team

Executive Team

David Ward
Chad Patel
Jon Matthews
Tina Wilson

Chief Executive
Finance Director
Development Manager
Group Administrator

Tirion Group

Peter Mathias
John Lovell
David Roberts
Richard Murphy
Sean Mayo
Gayna Jones

Chair

Tirion Developments

John Lovell
Paul Edwards
Barrie Melhuish
Ken Haines
Andrew Crompton
Helga Warren

Chair



A NEW WAY, A NEW HOME, A NEW LIFE.

Tirion.

The Mill, Ely Bridge, Cardiff CF5 5AS

+44 (0)7392 086726

info@tirionhomes.co.uk

www.tirionhomes.co.uk