



Lucent Strategic Land Fund Investment Opportunity Snapshot

There is an acute shortage of homes in the UK; the recession has only served to worsen the situation. The next 20 years will bear witness to a considerable expansion to England's urban footprint in order to meet demand. There will be new towns, large urban extensions, regeneration schemes and many new homes - this is inevitable. Lucent are currently positioned as a leader in land delivery to enable this transformation in a socially responsible and sustainable manner.

- Lucent provides oven ready sites for National House Builders to build homes across England; this is known as Site Assembly.
- We work closely with the Homes and Communities Agency*.
- In January 2011 Lucent was named Master Developer for the Lincolnshire Lakes project covering 5,000 acres for up to 10,000 new homes, commercial and leisure development, beating several National House builders for the role including Taylor Wimpy and Barratt Homes.

The Telegraph reports:

"Council cabinet member Mick Grant said: Having a large International Investment Company like Lucent work with us on what is getting on to a £100 million scheme is fantastic news."

- Lucent has a pipeline of investment projects across England.
- Lucent are the leading Land Site Assembly Specialist accessible to investors in the UK. Previously our projects have been targeted for investment by large Blue-Chip pension funds and institutional investors where Lucent would act as the asset manager, E.g. Axa Real Estate and a handful of wealth companies.
- In 2010 we established the Lucent Strategic Land Fund to provide the global IFA market access to this asset class; in doing so Lucent became the first major Land Site Assembly specialist in the UK to have an Open Ended, multi project fund, targeting returns in excess of 12%.

Emphasising the significance of what Lucent offers from an investor's perspective, it means we have removed the 2nd, 3rd and 4th party involvement in the land site assembly process and provide direct investment access to 'Best In Class' land assembly capability. Therefore the cost normally incurred in the chain has been removed, passing the profit directly to the investor and enabling them to capture the largest capital gain in the real estate cycle.

* Homes and Communities Agency: The National Housing and Regeneration Agency their role is to create opportunity for people to live in high quality, sustainable places.

*Socially responsible manor: We are a landscape driven Site Assembly Specialist, meaning we look to enhance and recreate a natural habitat through the most ecologically sensitive means possible.