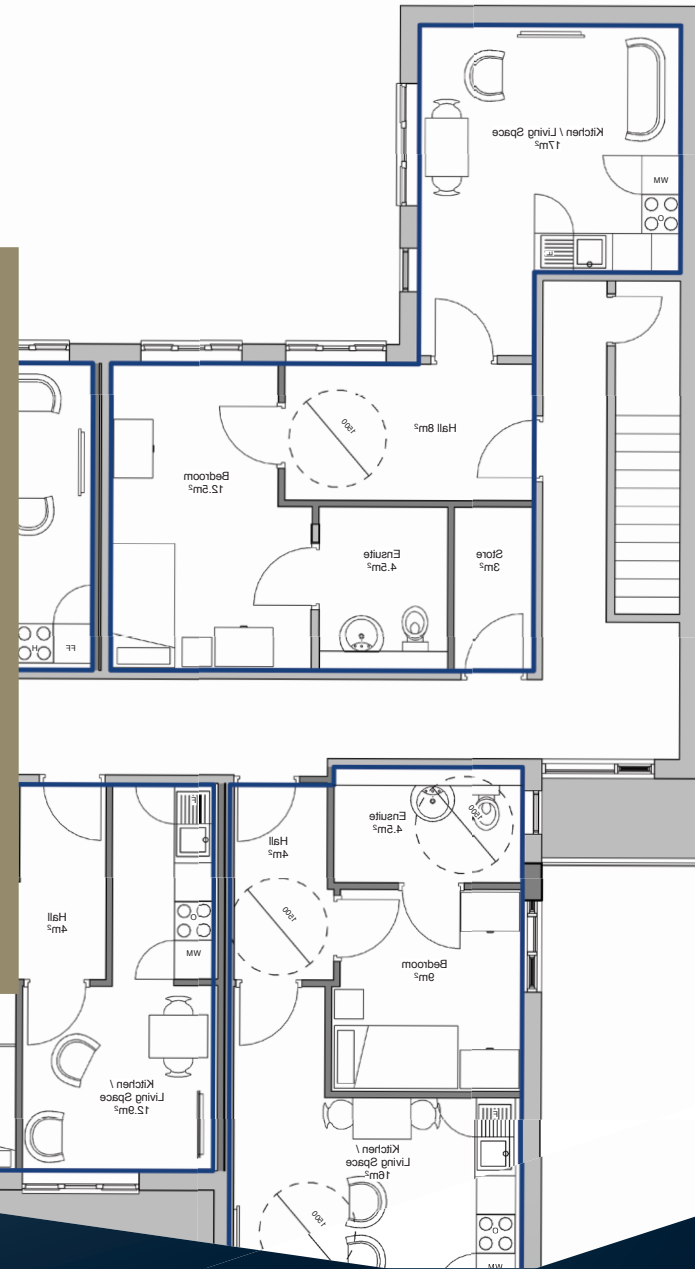




SAFE AS HOUSES

# SAH QUALITY OF BUILD AND PROCESS

Safe as Houses Investment Plc  
(TRADING AS SAHI)



## SAH Quality of Build and Process

The demand for Care is at a critical level across all sectors of the “Care in the Community sector” and is unlikely to subside for the foreseeable future, with Elderly Care contributing the largest percentage.

Safe as Houses (SAH) initially decided to focus on the smaller sub section of Assisted Care as it was more closely aligned to their core business and best placed to benefit from SAH’s property regeneration and repurposing skills.

Before fully committing to any sector, SAH carries out a thorough review of the market place, resulting in a heat map of UK wide needs and shortfalls together with an overall detailed analysis. This included a review of each of the 22,000 registered care providers giving SAH the ability to produce an “Individual Dynamic Relevance Score” for each provider. With a relevant operator having a high CQC rating for operations and a desire to expand.

The above research and analysis highlighted a number of key concerns which warranted further research. Namely that the commissioners and operators would prefer facilities close to town centres with all the amenities and services such as Medical, Social, Police and General Support services that this provides.

Exploring existing Brownfield Sites offered a realistic, meaningful and scalable way to meet these requirements. SAH therefore commissioned detailed research and analysis on the availability and types of Brownfield sites throughout the UK. More detail is provided in the following section on the SAH process.





A further area highlighted in the research was the increasingly and wide spread “bad reputation” across most sectors of poor-quality facilities due to Operators not re-investing profits and the supply chain being heavily populated by Operators acquiring the likes of former B&Bs etc that have been given no more than a lick of paint. Even relatively new existing properties did not offer en-suite or adequate room size, far less suitable energy efficiency or technology support, therefore were no longer fit for purpose.

This offered SAH a real and significant opportunity to stand out in the space by delivering fit for purposes future proofed facilities utilising the experience, expertise and strength and depth of the senior management team. Summary details of the senior management team illustrating their decades of relevant experience are attached.

It is important to clarify at this juncture what SAH means when they discuss “Brownfield/Regeneration and Distressed” together with outlining the carefully designed internal process that SAH adopts to ensure they maximise the opportunity to hit their targets and clearly stand out from the crowd.

The term “Re-purposing” is key to what SAH does. SAH target properties which can range from offices, hotels, student accommodation, banks, police stations etc. SAH has also recently acquired a gym for re-purposing.

Therefore, SAH Brownfield does not need to mean “Dirty” abandoned factory units or similar but a broader scope where relatively new and sometimes completely new buildings can be repurposed to a better use in the community.

SAH does not exclude new build and from time to time will demolish an existing building if economically viable. They generally focus on the certainty and speed of repurposing in order to ensure the project meets SAH’s economic model. However purpose builds will also be considered if ordered specifically by the operator.



Some of the reasons that Care Operators prefer to work with SAH includes SAH's investing in and actually owning the target properties versus those looking to merely speculatively flip on a property. One of the other reasons is SAH also considers Care Operators as collaborative partners and work hand in hand from the outset with them to shape the spec and layout of the facilities as highlighted in the SAH process below.

The process begins with the Care Development Team headed up by Stuart Nicoll. Commissioning Teams (whether Local Authority or NHS) and SAH work collaboratively with the Registered Providers and our architects from the outset to ensure they dictate to us the need/layout of the property.

Stuart's team is focused on building meaningful relationships with a range of potential off market property suppliers who know that SAH has the ability to transact immediately for cash.

Once a target property is identified SAH internal property surveyors lead by Andy McEwan will carry out a thorough evaluation of the property. SAH has found external surveyors fall short of the mark in anything other than valuations and it is essential we know exactly what we are buying.

Once Andy approves a property and produces a report it is passed to the Construction Team lead by Kevin Lynch who coordinates with our named award-winning Architectural team of Carless + Adams. Together the team quickly produce schematics and costings and if the proposed project meets our economic criteria and targets, we then engage with the chosen Care Operator who can then add personal touches and requirements to the scheme and build program.

The build process can then begin once suitable warrants and permissions are in place.



Prior to completion of the works Andy's team carries out a final inspection from a surveyor's perspective before signing off.

We are then ready to hand over.

If required, we will also fit and furnish the property to the operator's requirements.

All properties follow the detailed specification for the sector chosen and all are designed to be future proofed from an energy efficiency perspective and also technology aids. All of which is possible because of our collaborative process of working with the chosen Care Operator throughout the process ensuring the spend is made where it adds most value.

Properties that require too much work are typically excluded at the costing stage and therefore our focus is on relatively new or new buildings with sound super structures that can be internally repurposed economically and result in high quality, futureproofed facilities.

## Summary of the Senior Operations Team

### **David Ritchie | Executive Chairman**

Civil Engineer to profession and Senior General Manager of some 34 plus years' experience combining Resident Engineer for Government Based Bodies and as founding Director of successful Property / International Technology businesses over the last 34 years.

### **Jim Fairweather | Managing Director**

A Senior General Manager of some 30 plus years' experience combining economic development for Government Based Bodies and as founding Director of Property / Technology businesses over the last 20 years.

### **Scott Cunningham | Operations Director**

An accomplished Finance Manager with 25 years experience across a number of sectors including founding Director of successful Property / Technology businesses.

**The above Executives have successfully worked together over the last 20 years or more.**

### **Craig Syme | Finance Director**

Both a qualified lawyer and chartered accountant, Craig also has a wealth of experience in the Property Sector.

### **Andy McEwan | Head of Internal Surveying Team**

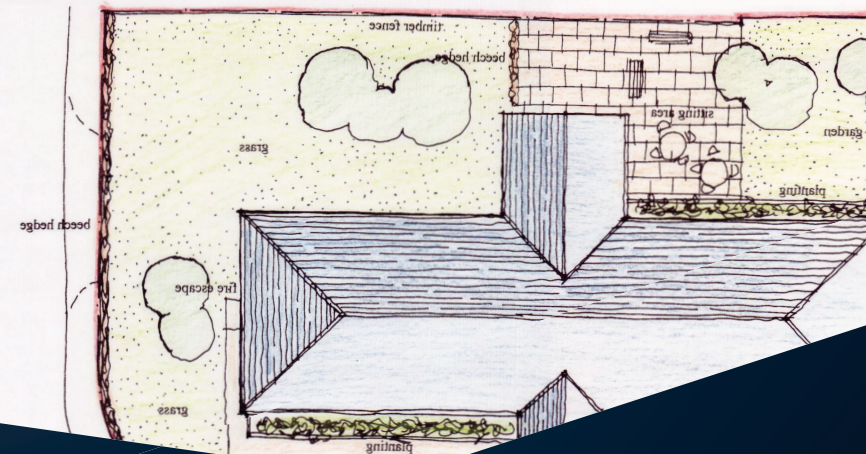
A veteran of property evaluation and recognised construction and build material expert of some 30 years plus and former Director of one the country's largest firms of Property Surveyors.

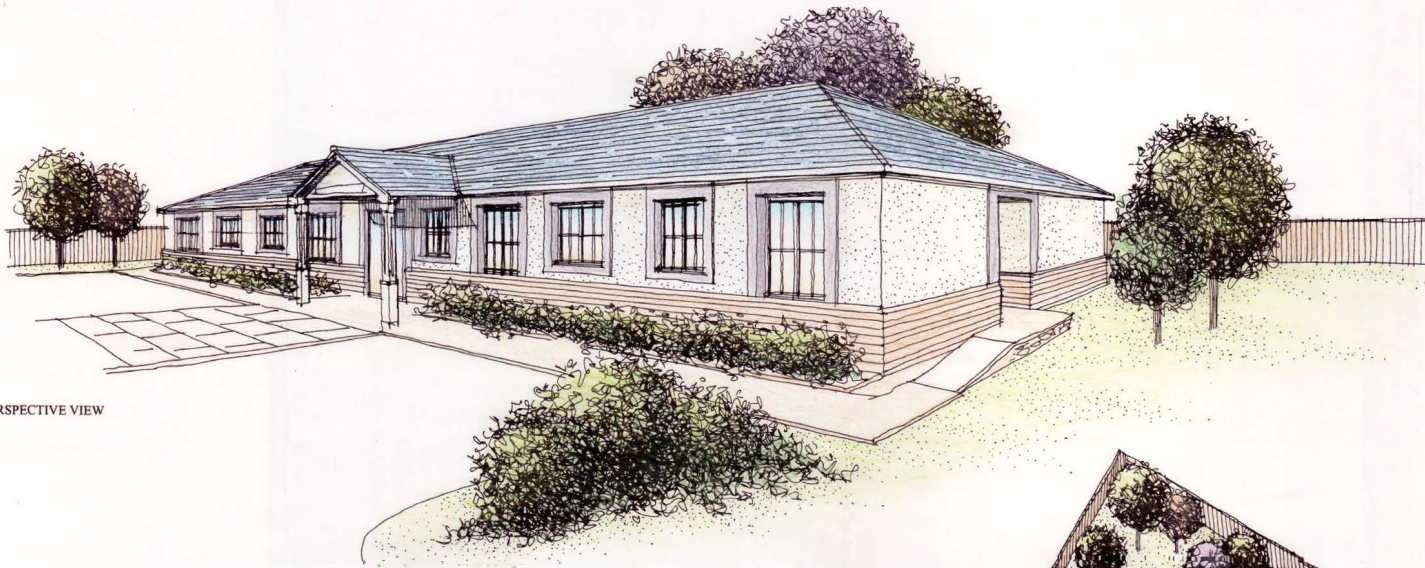


# CURRENT PROJECTS

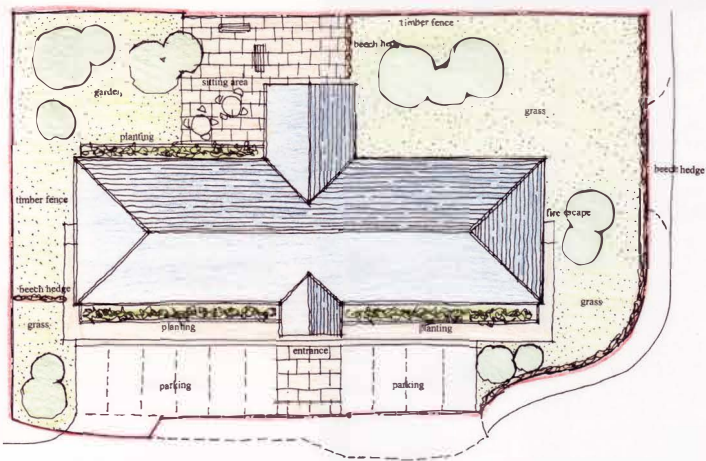
# Safe as Houses Investment Plc

(TRADING AS SAHI)

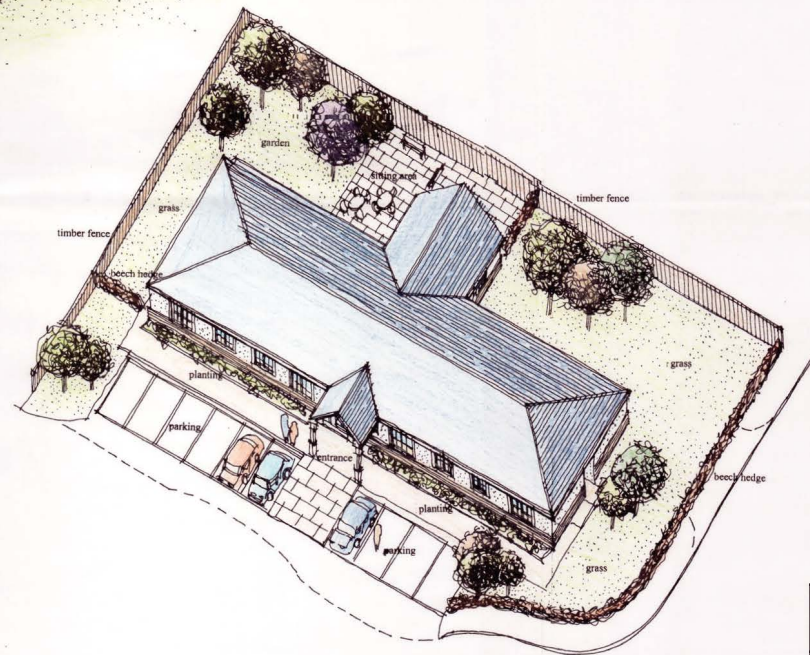




PERSPECTIVE VIEW

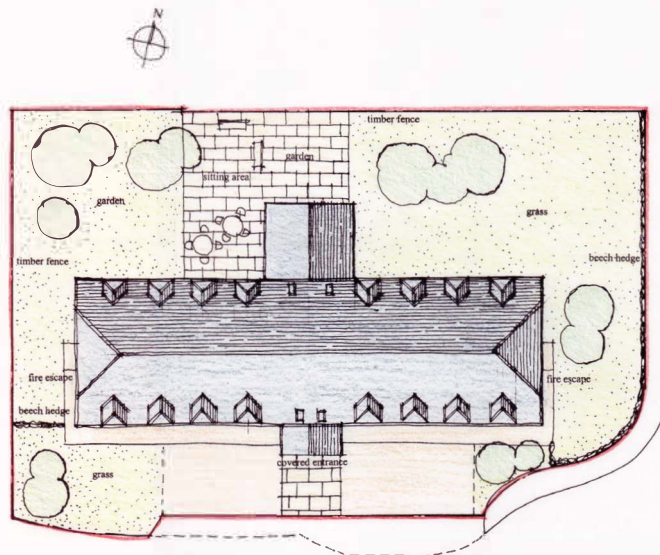


SITE PLAN 1:200

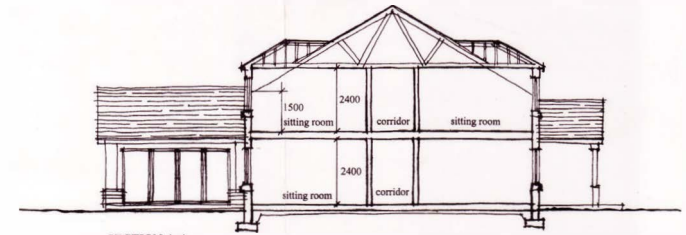


BIRDS EYE VIEW OF SITE

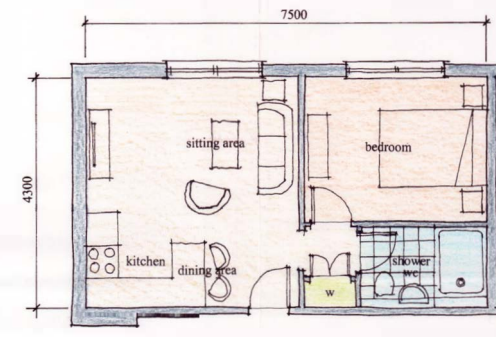
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Safe As Houses			
Project			
Proposed Development At Fairways Avenue, Muir of Ord, Inverness.			
Drawing			
Proposed Site Plan & Sketches			
Scale	1/500	Drawn	KK
Date	Nov 18	Rev	Date
Job No.	1816	Drawg. No.	SK02
		Rev.	



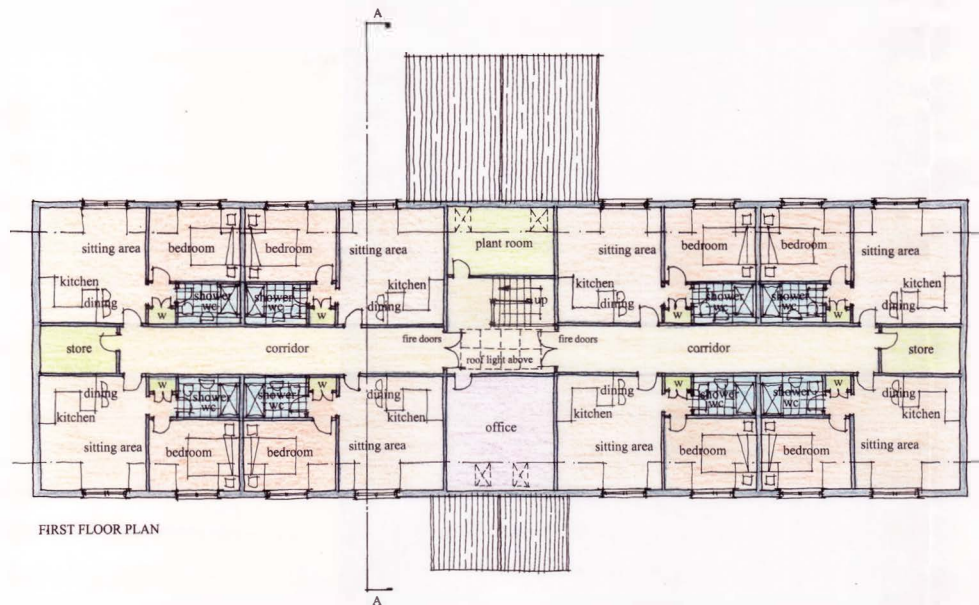
SITE PLAN 1:500



SECTION A:A

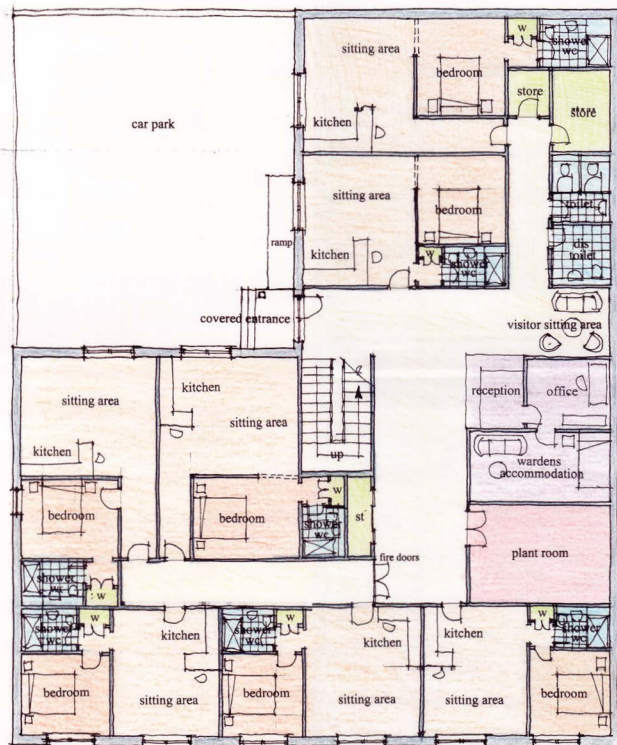


UNIT LAYOUT 1:50

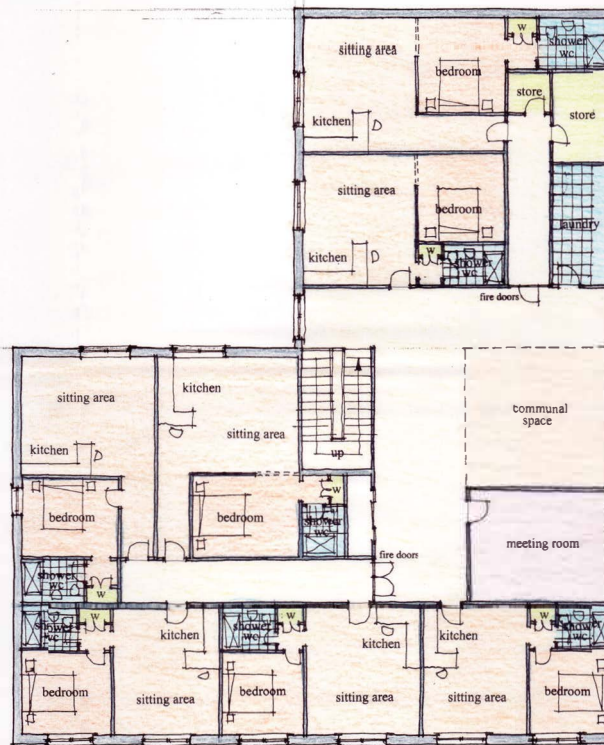


FIRST FLOOR PLAN

Safe As Houses			
Proposed Development At Fairways Avenue, Muir of Ord, Inverness.			
Proposed Plan & Site Plan			
Scale	1:100 1:500	Drawn	KK
Date	March 19	Plan Class	
JOB NO.	1816	Group No.	P02

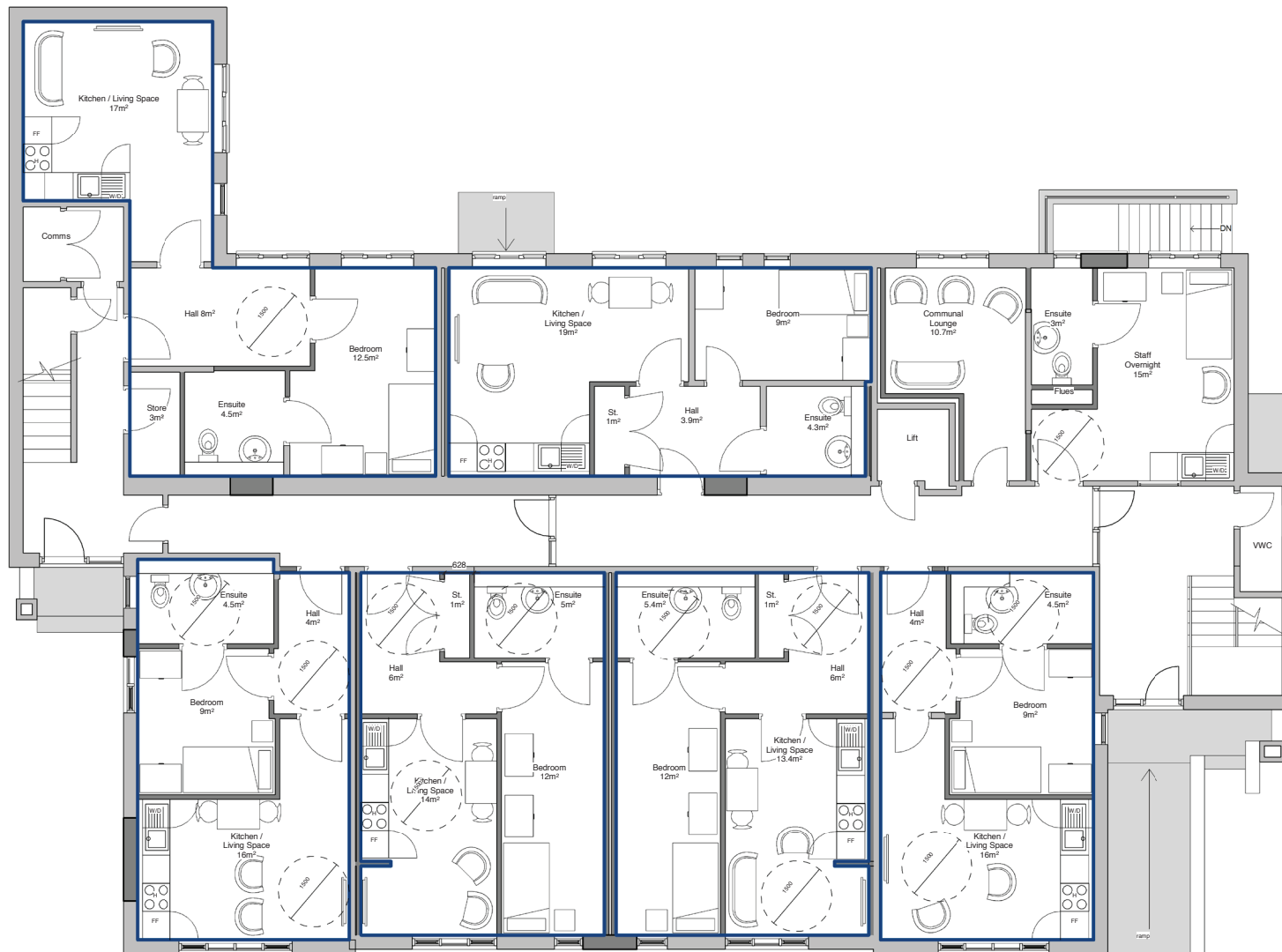


GROUND FLOOR PLAN



FIRST FLOOR PLAN

Client			
Safe as Houses			
Project			
Proposed Assisted Care Facility, Middleton, Manchester.			
Drawing			
Proposed Plans			
Scale	1:100	Drawn	
Date	March 19	Rev	001
Job No	1905	Comp No	SK01



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SCALE 1: 50

P01	MW	First Issue	06/02/19
Rev	By	Description	Date

Client Name:  
Safe as Houses Property Investment

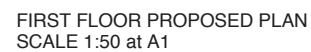
Site Name:  
Abbey Lodge

Project Name:  
Abbey Lodge Nursing Home Redevelopment

Drawing Title:  
Proposed Ground Floor Plan

Project No: 8314a	Sheet Size: A1	Scale: 1 : 50	Revision: P01
Drawn by: MW	Checked by: MW	Approved by: SK	Status: S0
Suitability: Work in Progress	Drawing Number: ABLOPC-GDA-V1-ZZ-DR-A-05_20-0004		

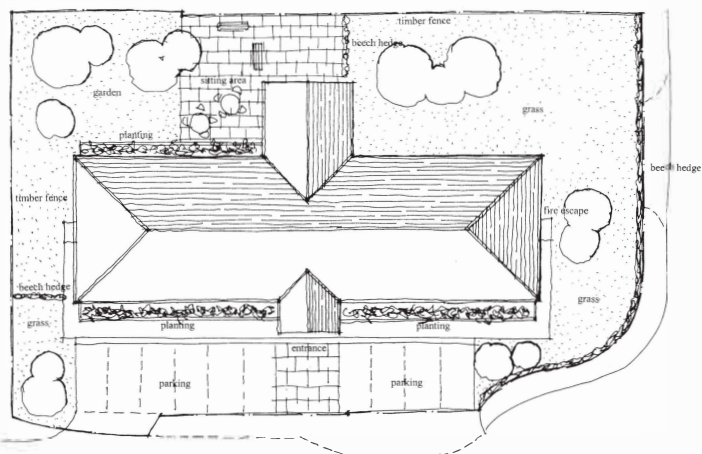
GROUND FLOOR PROPOSED PLAN  
SCALE 1:50 at A1



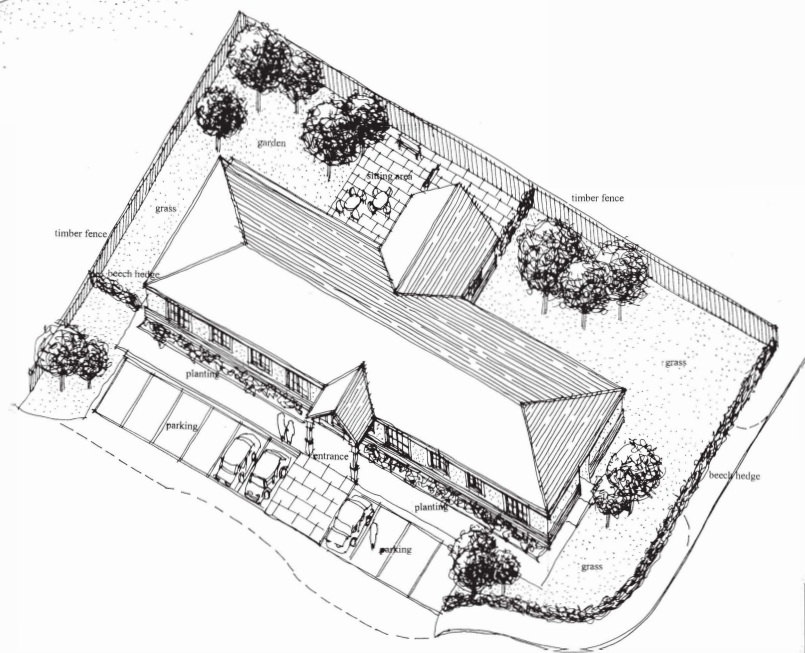
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Suitability: <b>Work in Progress</b>			Status: <b>S0</b>
Drawing Number: <b>ABLOPC-GDA-V1-ZZ-DR-A-05 20-0005</b>			



PERSPECTIVE VIEW

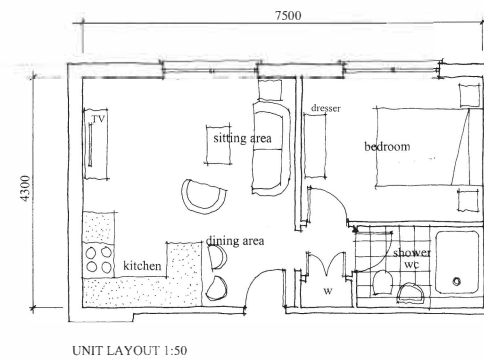
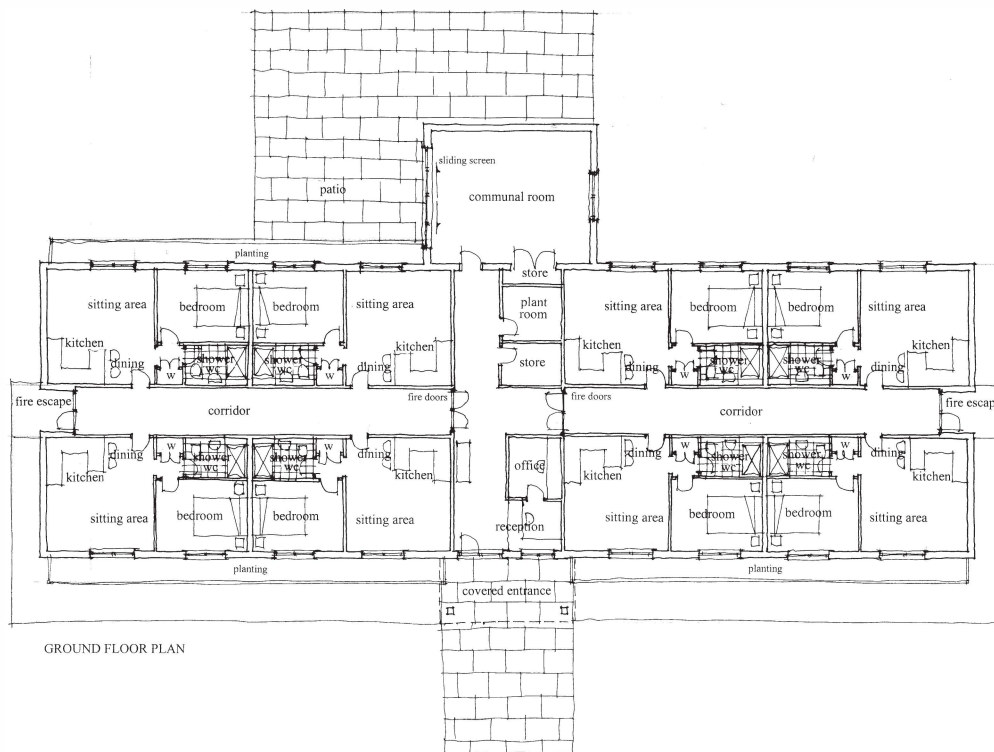
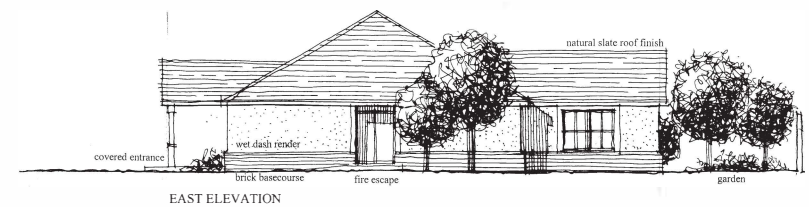
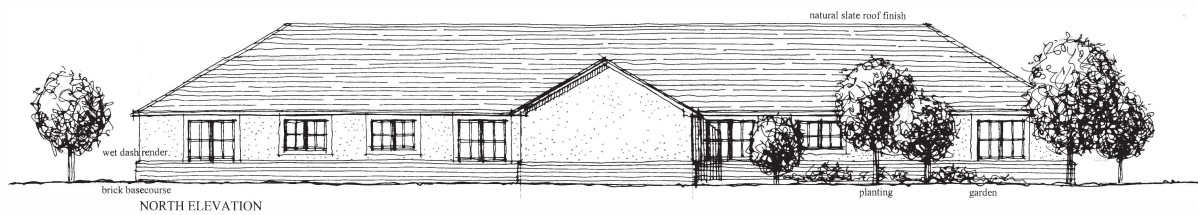
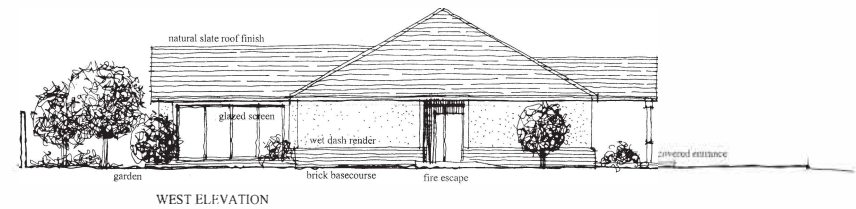
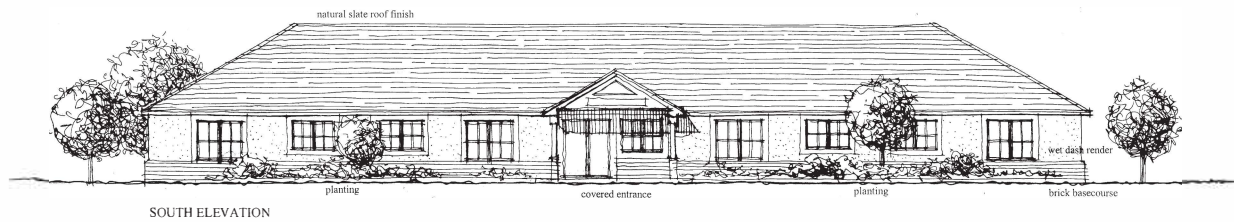


SITE PLAN 1:200



BIRDS EYE VIEW OF SITE

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		Rev	



SAFE AS HOUSES